

# FREELANCING DAPP



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# Abstract

With years of expertise within the freelancing business we tend to come upon a great deal of circumstances when either freelancer or employer is unhappy with the platform's functioning method, such as -

- **The huge commission cut from both freelancers and employer**
- **Unintuitive interface**
- **Biased or poor dispute solving mechanism**
- **Slow transaction process.**
- **Late payments**
- **Disproportion between jobs available and freelancers looking for jobs**
- **Discouraging freelancing environment for budding freelancers**
- **Distrust between buyers and sellers**

This scenario brings a lot of distrust, suspicion, and dissatisfaction to the freelance community. Therefore, the Grumpy Freelancing DApp aims to solve the problems of today's centralized freelancing platforms.



# Background

Most of the potential of today's industry remains unexplored, and industries with counterparts that support a decentralized world lack the user experience and speed needed for proper global recruitment.

One of the most prominent industries we see this as happening in is the freelance/job exchange industry. Centralized solutions are the mainstream in this industry, leaving many demands on today's decentralized ideas and implementations to be explored.

The lack of suitable alternatives curbs the growth of the industry as a whole and completely eliminates the possibility of decentralized transactions making the internal behavior of the current system very opaque, not providing sufficient flexibility in their services, and giving power in hands of certain Authorities and intermediaries who charge exorbitant fees for using their platforms.



# Introduction

Grumpy Freelancing Dapp is a truly decentralized freelance application for students, solopreneurs, business owners, and more. It utilizes Decentralized finance and Blockchain technology. Focusing not only on B2B (business-to-business) but also on P2P (peer-to-peer) interactions with an intuitive user interface, we bring together qualified freelancers for job posted around the world.

Grumpy DAO members have the privilege of becoming "governor" and can vote on decisions made to grow the platform and ensure that employers and employees have the finest experience.

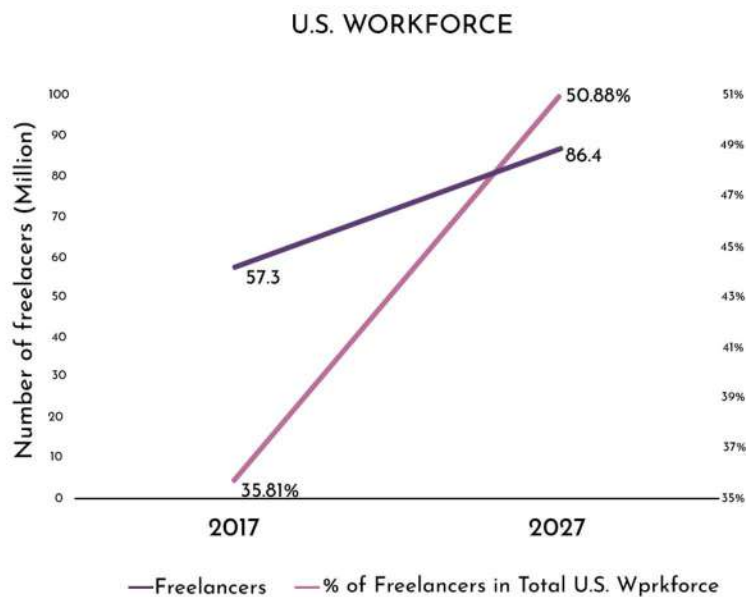




# Business opportunity

## 1.1 Total addressable

TAM (total addressable market) is \$1.4T, with North America making 50% of world freelancers at 77 million.

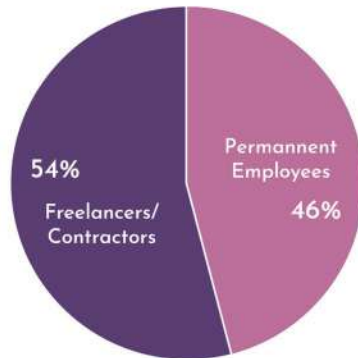


Source - [upwork press release](#)

57.3 million Americans are freelancing (36 percent of the U.S. workforce) and contribute approximately \$1.4 trillion annually to the economy.



Google's Workforce of 220,000 workers (2019)

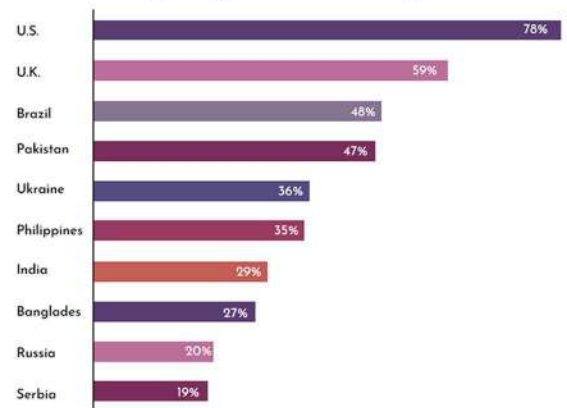


Source - Bloomberg

Google's workforce has more freelancers than permanent employees. As of March 2019, Google's workforce comprised 120,000 contractors/freelancers, more than the number of permanent employees on its payroll, which was around 102,000.

Countries with lower domestic work opportunities are seeing a surge in freelance professionals: Freelancing is providing a viable career path for skilled professionals in regions where domestic opportunities are low. Pakistan, Ukraine, Philippines, India, & Bangladesh rank in the Top 10 countries with the fastest-growing earnings for freelancers.

Fastest growing Freelance markets (based on earnings)



Source - CNBC



# ABOUT \$825M GENERATED BY FIVERR, UPWORK & FREELANCER.COM THROUGH COMMISSION IN FY2021







# Proposal

## 2.1 Minimal transaction fee

Grumpy Freelancing Dapp will focus on the “proper person at the proper job for the proper pay”. An employer can pay all to the freelancer with minimal/lowest transaction charges in between. Freelancing DApp transactions are made fastened through being deployed on brand new blockchain technology. This could be a new era for the Freelancing Industry.

## 2.2 Peer to Peer (P2P)

B2B business-to-business transactions involve different professionals at different levels to successfully complete the contract cycle from the statement of intent to payment transactions. The same professional environment doesn't fit into unobtrusive P2P peer-to-peer games, creating an unpleasant and discouraging experience for freelancers out there. Grumpy Freelancing DApp - Revolutionizing the freelance industry by using blockchain technology to develop credible governance without human intervention. This gives both B2B and P2P stakeholders greater peace of mind throughout the project until they meet the required requirements.





## 2.3 Decentralised Freelancing

The mainstream freelancer platform is customer focused. Employers often have more power than freelancers when it comes to dispute resolution, governance, and fees. Payments to freelancers are subject to hidden referral fees and long payment times. Powered by the blockchain ecosystem and defi technology, Grumpy Freelancing DApp aims to solve the problems of the freelance industry through a decentralized platform.

## 2.4 Community benefit

Development of Freelancing DApp where community and users can work with each other with minimal transaction charges possible.

- Users can Do Transactions with \$GT with minimal transaction cost hence creating demand for token.
- A % will be charged by the payment gateway for Transactions carried out using fiat currency or cryptocurrencies other than \$GT
- Subscription model:
  - Charging monthly subscription from Buyers (premium job listing)
  - Charging monthly subscription from freelancers ( more job bids, premium job recommendations, featured freelancers, verification badge, and many more)





# Competitive strength

Grumpy Freelancing Dapp stands out from its competitors due to its uniqueness. This will be a unique, decentralized and widely used platform for freelancers. Its DeFi liquidity pool, blockchain technology and DAO governance will definitely help to truly decentralize the platform and increase its potential over its competitors.

	Grumpy Freelancing Dapp	Fiverr	Upwork	Freelancer.com
Client Fee	Minimal transaction cost if done using \$GT	20%	3.5% (for each milestone)	0-3%
Freelancer fee	Minimal transaction cost if done using \$GT	20%	20%	10%-12%
Money withdrawal fees	TBD	14 days after the task has been marked as complete. Around 5% for currency conversion. 2% or \$3 fee min. per withdrawal.	Minimum payout amount is \$100. Additionally around 5% for currency conversion (Paypal). Up to 5 days for processing.	Minimum payout amount is \$100. 2.75% fee for withdrawal. for currency conversion Up to 3 days for processing.
Decentralized	Yes	No	No	No
Efficient escrow	Yes	No/partial	No/partial	No/partial
Dispute system	TBD	partial	partial	partial
Community participation	Yes	No	No	No
No limit on task size	Yes	No	No	No



# Tokenomics

## 3.1 Grumpy Token \$GT

\$GT is the wealth of the Grumpy ecosystem, Token value is directly proportional to the Utility of the token and its demand in the market. \$GT is a governance token that gives community members governance power on Dapp and Grumpyland.

## 3.2 Token Utility

1. \$GT can be used for any transaction purposes on the platform.
2. Tokens can be used by any stakeholder for Staking in liquidity pools on the Platform to earn rewards.
3. Tokens can be used for Purchases of any product/ service on the Platform.
4. Grumpy Freelancing Dapp Will encourage stakeholders to collect \$GT as it'll allow the holder to become part of the governance.
5. Stakeholders can hold their earned \$GT into the liquidity pool to earn an APY.
6. \$GT can be used for reputation building which will have its own perks.



# Tokenomics

7. Reputation can be built on basis of how much \$GT token you've staked in your account.
8. \$GT can be used for paying incentives to arbitrators or jurors for solving disputes.
9. Arbitrators/jurors can stake the \$GT to increase the chances of them getting selected as arbitrators.
10. \$GT enables incentivizing and rewarding people for working towards the growth of the platform.

## Conclusion

Introducing The Grumpy Freelancing DApp. It's an ecosystem that houses many parts of the future that together form the future of freelancers, teamwork, and jobs. By synergistically using multiple distributed technologies, balancing their weaknesses, and leveraging their strengths, we will build the web 3.0 solution for the global freelancing market. We care for consumers and embrace a user experience comparable to today's centralized solutions.



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