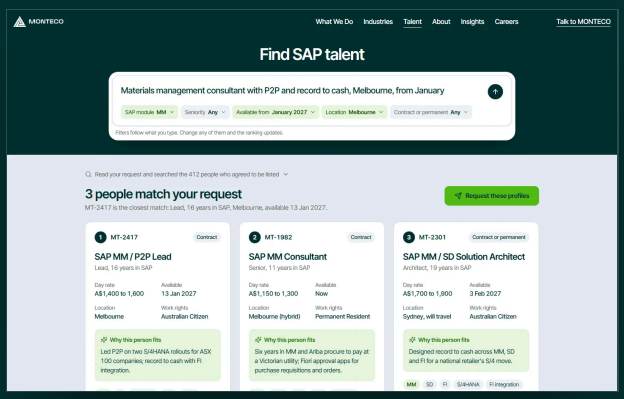
MONTECO

Proposal for Cameron Monte · November 2026

Built once. Built properly.

What we agreed on our call, built as one system: your new website, a public talent search, your own recruitment system in place of Manatal, and AI built into all of it.



Find talent, from the working mockup

Four parts

One system, one price

US$0 a month

To us. Your data, your accounts, your code

About 3 weeks

From your go to handover

The mockup runs on made-up people and companies. Yours will run on your own.

What you get

Four parts that work as one.

1 — Your website

monteco.com.au, restructured around SAP talent first, then Odoo, IFS and your partners.

You change text and photos yourself, from a private login.

2 — Find talent

Clients type what they need and see your best 2 or 3 people, without names.

Their request lands on your Today screen.

3 — Your recruitment system

Every CV, job, client and placement in one private place. No more spreadsheets.

Email, reports and roll-offs built in.

4 — AI all the way through

Ask MONTECO on every screen: find, compare, write the profile, draft the email.

Plus your own AI workspace on your Mac, set up like mine.

Your website

Find talent, open to anyone

- Clients search and send requests
- Contractors send their CV

Requests and CVs in, anonymous cards out

Your private system

Ask MONTECO on every screen

- People, jobs, clients, placements
- Email, reports, system health

Changes only when you approve

Your AI workspace

On your Mac, one folder

- Changes the website and the system
- A brain for each of your businesses

Not in this build, quoted when you want them

A daily dashboard on your phone, with invoicing and payroll

A project portal for your Odoo clients

Branded LinkedIn posts and Word and PowerPoint templates

Text messages

Your own local AI machine

A day in your business

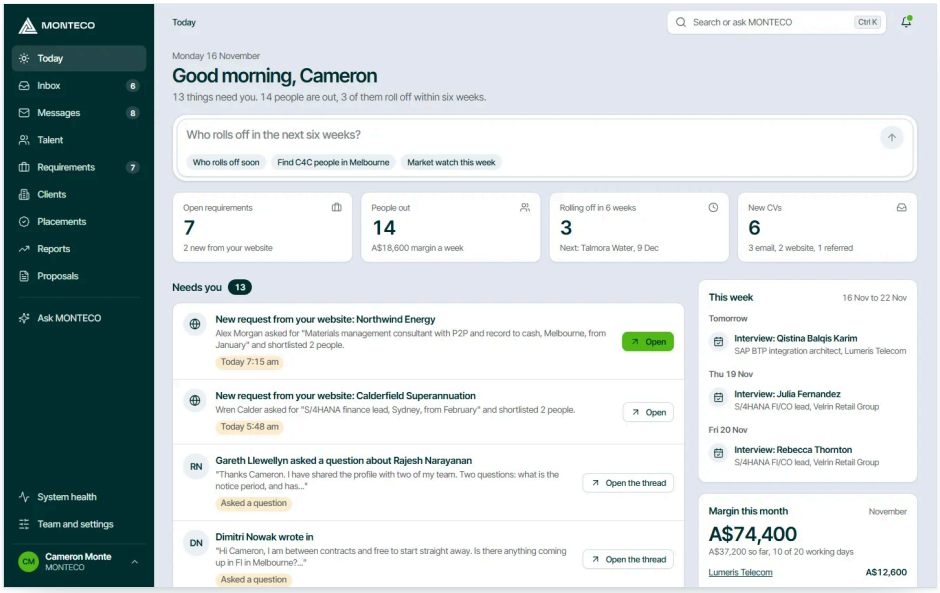
The same day, without it and with it.

When this happens	Today	With your system
A client needs an SAP person	○ You search drives, email and spreadsheets, ring around, write the profile by hand.	✓ They type it on monteco.com.au, see 2 or 3 anonymous matches with a rough rate, and the request lands on your Today screen.
A CV arrives	○ It sits in your inbox, filed from memory.	✓ The AI reads it and files it under its SAP module. You confirm. Once the person agrees, an anonymous card goes live.
Someone rolls off in six weeks	○ You find out late.	✓ Placements shows it weeks ahead and drafts the extension email to the client.
Authority to represent	○ An email written each time, tracked in your head.	✓ One click sends it. The answer shows on the person and on the job.
The profile and the proposal	○ Copy and paste into Word.	✓ Written in MONTECO's format: profiles out to Word or PDF, proposals to PowerPoint.
How did October go?	○ A spreadsheet, if it is up to date.	✓ Reports for any month, quarter or year: revenue and margin, by client and by contractor.
Kuala Lumpur and the big clients	○ A website you would rather not send.	✓ A site you can send anyone, with a live talent search on it.

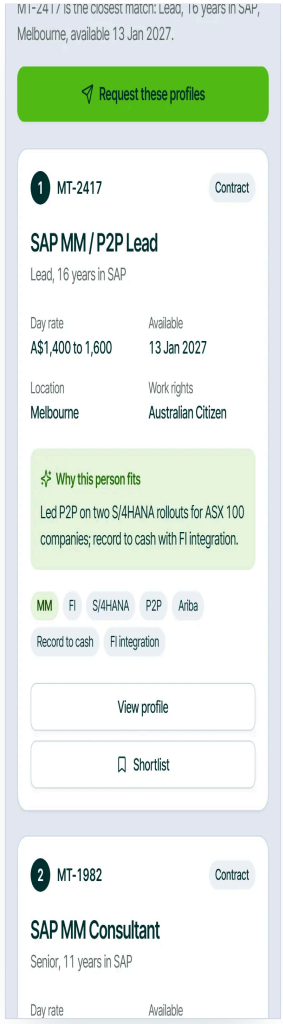
See it working

Click through it yourself.

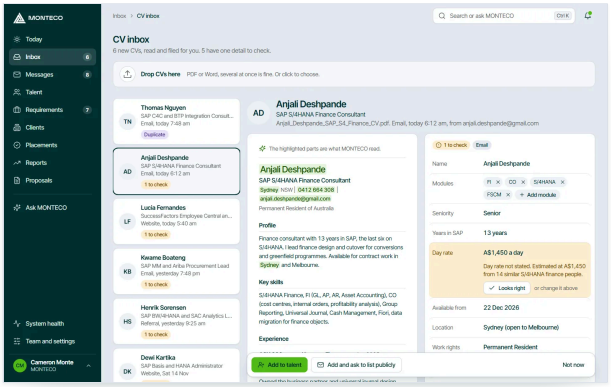
Every screen below is in the mockup and works in your browser, on a laptop or a phone. Click any picture to open that screen.



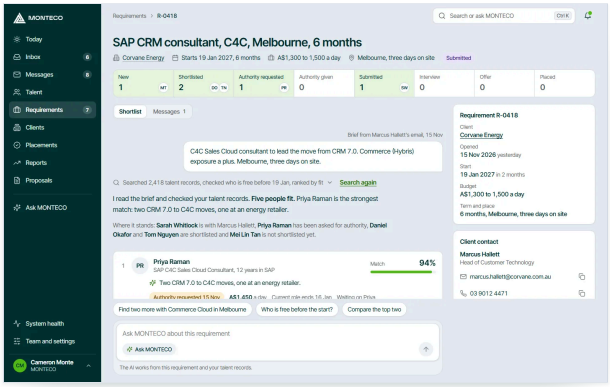
Today. Your day on one screen: new requests from your website, CVs in, people rolling off, replies.



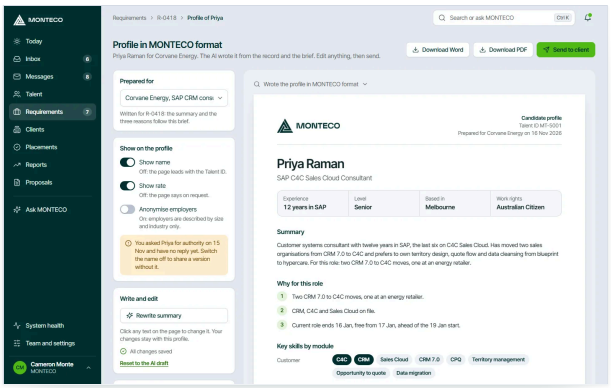
Find talent on a phone. No names, a rough rate, why they fit.



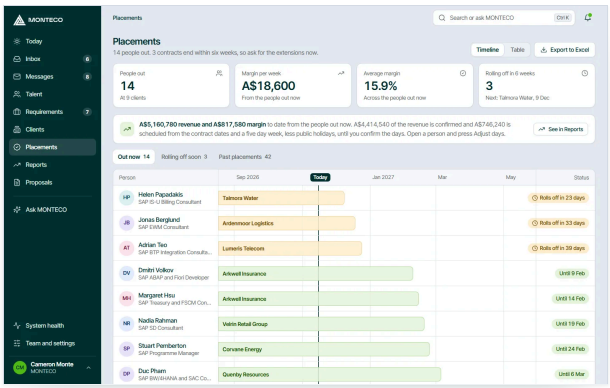
CV inbox. Each CV read into module, skills, rate and availability, for you to confirm.



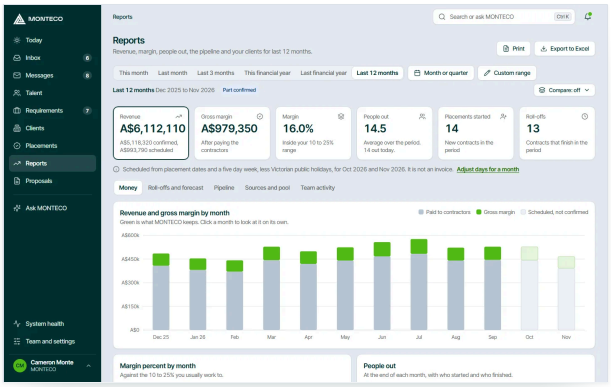
A job. A ranked shortlist with the reasons, then authority and submit in a click.



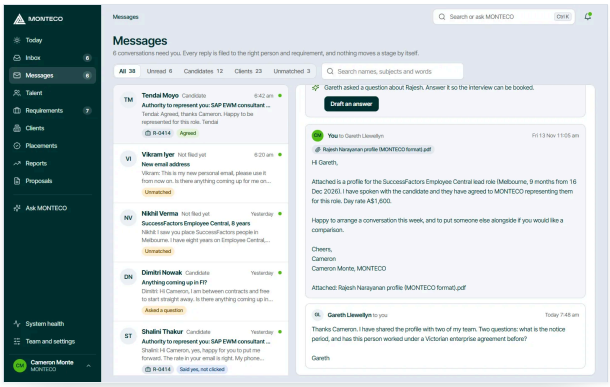
Profile in your format. Anonymous or named, out to Word or PDF.



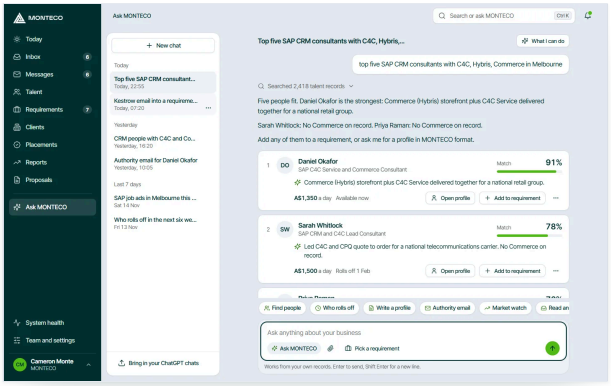
Placements. Who is out, where, at what rate and margin, and who rolls off next.



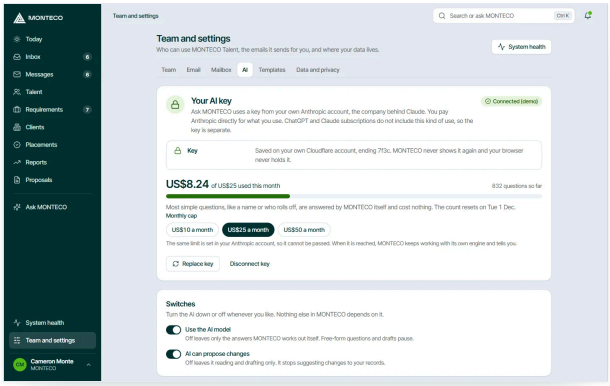
Reports. Any period: revenue and margin, by client and by contractor, out to Excel.



Messages. Every email with a contractor or a client, matched to the right person and job.



Ask MONTECO. Ask in plain words. The answers come from your own records.



Your AI key. On your own account, with a monthly cap you set.

AI inside the system

AI on the screen you are already on.

A button where you need it, or one line in the Ask box. It finds and drafts. You decide.

On a job

- Find matches
- Read the client's email into the job
- Write the profile
- Authority email
- Submit to the client
- Nudge the client
- Job ad for LinkedIn and SEEK

On a person

- Read the CV
- Summarise
- Compare with someone
- Craft the offer
- Ask to be listed
- Log the call

Placements and clients

- Who rolls off
- Ask for an extension
- Prep the roll-off call
- Client summary
- Proposal section
- Capability statement

Anywhere

- How did October go
- Market watch
- Search
- Draft a reply
- Match an email to a person
- What went wrong

Finds and reads Writes a draft for you to check

You confirm everything

Nothing is sent or saved until you press Confirm.

Facts from your records

Every fact comes from a record. Every number is worked out by the system, never guessed.

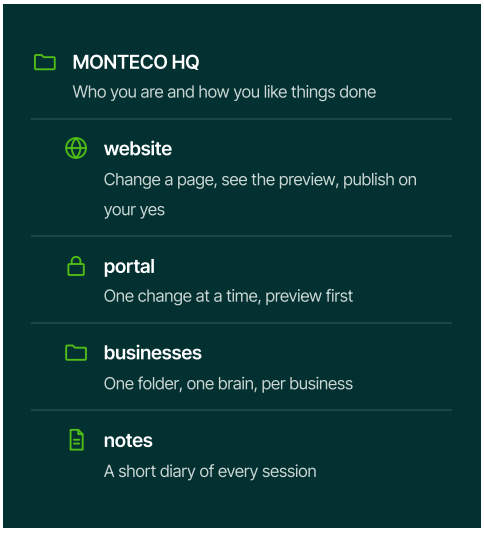
Never, by design

No deleting, no rates or money, no access changes, no publishing anyone. Blocked in the code.

Your AI workspace

Your own AI workspace, set up like mine.

On your Mac, one folder for everything. You talk to it in plain words, and it does the work.



1 **New business**
Tell it about a new business. It sets up that business's own folder and brain.

2 **Change the website**
Any page or post. You see a preview link, then say publish.

3 **Change the system**
A feature in plain words becomes a preview with a note of what changed.

4 **A site for another business**
A clean site from that business's own brief and photos, on the structure of yours.

5 **Save notes**
What was done and what is open, so tomorrow starts where today stopped.

6 **Fix a bug**
Paste the system's bug report and say "help me fix this". You get a preview to check.

Handover: one recorded session where you run each of these yourself.

You stay in control

Nothing goes live without your yes.

1 **You ask for a change**
In plain words, in your workspace.

2 **It builds it on a copy**
Your live site and system are untouched. The checks run.

3 **You see a preview**
A link to click through, and a note of what changed.

✓ **You press Merge**
Only then does it go live. The AI cannot do this step.

The AI never holds the keys to your live site or system.

Your code sits in your own GitHub account, which is free.

When something goes wrong

If something breaks, you see it, and you can fix it.

No silent failures. Every problem gets a code, a place to look, and a way to hand it to your AI.

1

A clear message

"This didn't work. Reference `ERR-7F3K2`."

2

System health

What failed, where, when, and how often.

3

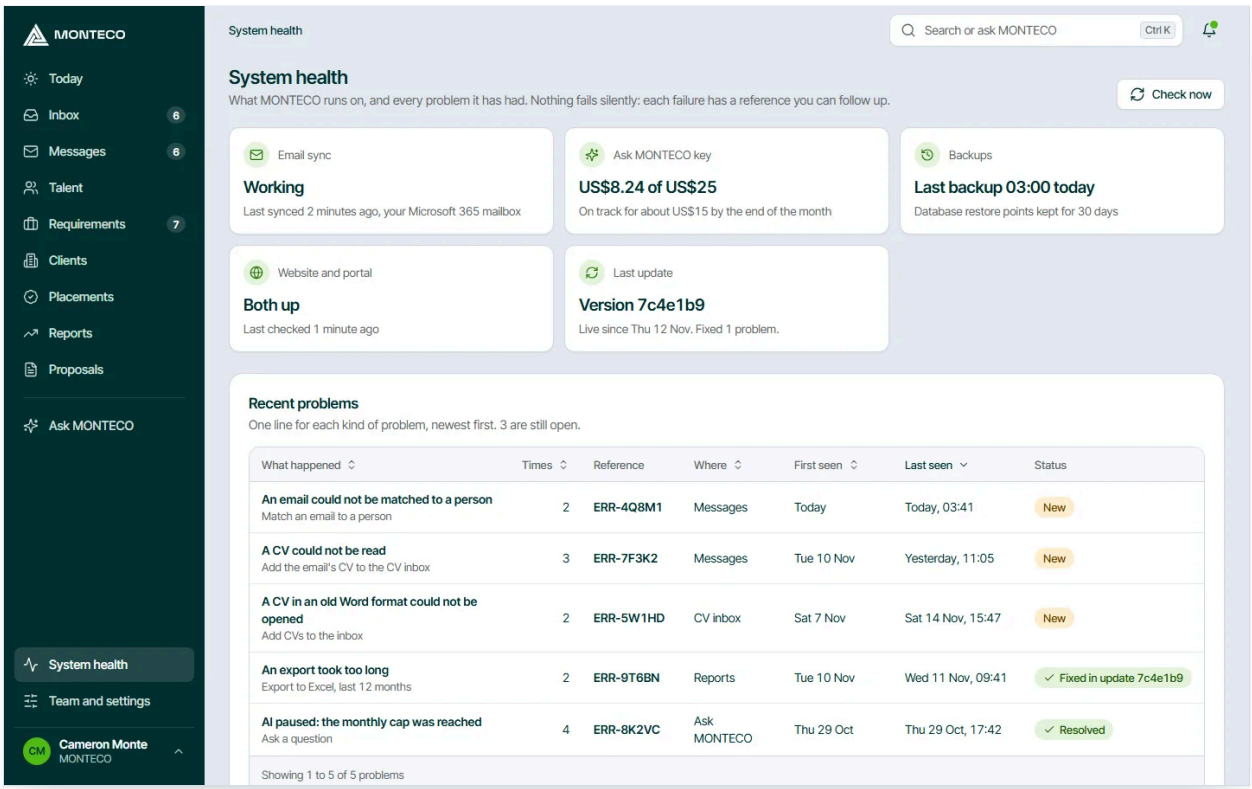
Download the bug report

Names and emails are blanked out for you.

✓

Your workspace fixes it

"Help me fix this." Preview, then Merge.



System health. Email sync, the AI key and its cap, backups, and recent problems with their codes.

Tested before each part goes live

We cause the likely failures on purpose, on a private copy, before you ever see them.

Your CVs

Old Word files, scanned PDFs, CVs in tables, the same person twice.

Your email

Forwarded chains, replies from a phone, colleagues in Cc, out of office, bounces.

The AI

Key spent, cap reached, the provider down. Each ends in a clear message.

Everyday slips

Two tabs open, double clicks, a session timing out, a slow phone connection.

A restore drill

We break the test database and bring it back from the restore points.

Best with 50 to 100 of your real CVs and a few real email threads, used only for testing and only with your OK.

New software always meets a few surprises in its first weeks of real use. That is what the 30 days after handover are for.

You asked about Manatal

Manatal, honestly.

It is a good tool. Here is how it compares with your own system, for the way your business runs.

	Manatal	Your own system
What you pay	US$15 to 59 per user, every month	About US$15 to 25 a month in all (hosting and its AI key), no fee per user
Works with your own AI	○ Top tier only, US$55 to 59 per user a month	✓ Built in
Rates and margins	Bill rate, pay rate and margin per placement	✓ The same, plus who rolls off when, and reports for any period
Public talent search	○ Shares chosen candidates by link	✓ Anonymous search on your own website
Posting jobs	✓ One click to many boards (SEEK and LinkedIn still need your own contracts with them)	The AI writes the ad, you post it on SEEK or LinkedIn yourself
Text messages	✓ Yes	Not in this build
Where your data lives	On Manatal's servers	✓ On your own accounts
Built around	Recruiting in general	✓ SAP contracting: modules, day rates, roll-offs, authority to represent

Manatal is a fine applicant tracker. **Your business runs on SAP contractors, rates and roll-offs.** Yours is built for exactly that.

US$1,416 a year

Manatal's top tier for two people, monthly billing. Your system: about US$180 to 300 a year, any number of people.

Manatal prices from manatal.com/pricing, checked 15 November 2026.

Running costs

What it costs you each month.

Paid straight to the providers, on your own accounts. Nothing to us.

Cloudflare Website, system, database, CV files, sending email, 30 days of restore points		**US$5**
Ask MONTECO's AI key A lookup costs about a tenth of a cent, a draft under three cents	Hard cap you set: US$25	**US$10 to 20** capped at US$25
Claude Max Your AI workspace, and your AI for everything else. Can take over from ChatGPT.	US$200 if you live in it all day. The US$20 plan runs out fast on building work.	**US$100**
Microsoft 365 connection One approval by your Microsoft 365 admin, about 15 minutes		**US$0**
GitHub Where your code lives		**US$0**
About US$15 to 25 a month for the system Plus US$100 for your own AI plan, which you use for everything. About US$115 to 125 in all.		**US$0** to us

Two things you asked

Your Mac, and the rules.

Is my Mac M2 fit for this?

Yes.

- ✓ The AI runs in the cloud. Your Mac only runs the tools.
- ✓ Your own private AI on your own hardware comes later, on a dedicated machine. We can spec it when you get there.

Am I breaking any rules?

No.

- ✓ Your data stays on your own accounts. CVs stay private, behind your sign-in.
- ✓ Public cards never show a name or an employer, and go live only after that person agrees, with their own click.
- ✓ On Privacy Act questions, your own adviser has the final word.

The price

One system, one price.

Your website Restructured, live on monteco.com.au, with your own login to change it. The price I gave you on LinkedIn.	US$1,288
Talent search, recruitment system and AI One system: Find talent, your private system, Ask MONTECO on every screen, your AI workspace, and the handover.	US$4,600
Total No monthly fee to us, ever.	US$5,888

1. **Website live on monteco.com.au** — US$1,288
   After 2 to 3 rounds of your changes.
2. **Your system live** — US$2,800
   Find talent on your site, your recruitment system, email, reports and system health, tested.
3. **Handover** — US$1,800
   AI on across the system with your own key, your CVs brought in, your workspace on your Mac, the recorded session.

Each stage is funded on Upwork before its work starts. The money sits in Upwork's escrow, not with us, and is released when you have seen it working.

What one placement is worth

About A$32,000 to 40,000 a year

One contractor at A$1,200 a day, a 12 to 15% margin, about 220 days a year. One placement pays for the whole system.

Rough figures. Your own numbers will be more exact.

Included

- 30 days after handover: fixes for anything that does not work as built, and your questions.
- A before-and-after note with every round of changes.
- After that, no monthly fee. New features are quoted when you want them.

Week 1

Your website

Live the Friday after your go, if your feedback is quick. 2 to 3 rounds of changes.

✓ Stage 1

Week 2

Your system

Built, tested on a private copy, then your turn to try it.

✓ Stage 2

Week 3

AI and handover

Your CVs brought in, AI switched on, your workspace set up, the recorded session.

✓ Stage 3

Most of the time is your feedback and testing, not the building.

Next step

Ready when you are.

Send me an offer on Upwork with the three stages: US$1,288, US$2,800 and US$1,800. Once the first is funded and your notes are in, the website can be live the Friday after.

Your website notes
The screen recording of the changes you want, and any documents.

Your logos and words
Whatever you already have. Nothing needs to be perfect.

Later, your CVs
For the import, once you are happy on the privacy side.

Cleven
Cleven & Co.
clevenco.com