QuickPay Direct FAQ

1. THE BASICS

What is QuickPay Direct?

QuickPay Direct is powered by ProNovos and Viva Capital. It gives subcontractors a seamless way to request early payment on approved pay applications.

QuickPay Direct is fully integrated with accounting data and uses data-driven underwriting, so there's no paperwork or financial statements required. With a click of a button, subcontractors receive 80% of an approved invoice, minus the discount, typically within 1 business day, instead of waiting through a 45–90 day payment cycle.

The role of the two companies are as follows:

1) ProNovos provides sync accounting data and provides the technology which is the gateway to request funding
2) Viva Capital provides the capital

Are QuickPay Direct and QuickPay the same?

No. Regular QuickPay is a GC-initiated program: the general contractor enrolls, activates it for their subcontractors, and earns a rebate when subs use it. It requires the GC's participation and approval.

QuickPay Direct flips this. It's sub-initiated. Subcontractors can request funding on their invoices directly, without needing GC involvement or even awareness. The two products work together strategically: QPD acquires subs first, then we use that traction to sell GCs on enabling regular QuickPay for the rebate revenue they're leaving on the table.

Who is Viva Capital?

Viva Capital is the funding partner behind QuickPay Direct. They handle the financial underwriting, fund disbursement, and collection from GCs. ProNovos provides the platform and data layer, Viva Capital provides the capital.

Who can use QPD?

Any subcontractor is eligible to become a ProNovos user and submit a QPD request.

Is this a loan?

No. QPD is not a loan. It's an early funding program: the subcontractor is selling a receivable (their approved invoice) to Viva Capital at a discount in exchange for immediate cash. There's no debt added to the sub's balance sheet and no repayment schedule. It's a one-time transaction per invoice. It's not a traditional factoring, because subcontractors don't sell all of their receivables on a project.

Are there any hidden fees?

No, there are no application, setup, or penalty fees, and no monthly minimums. Subcontractors only pay the discount fee that starts at 1.5% for the first 15 days and there's a 1% increase for every additional 15 days until payment is received (caps at 20%). The fee estimate is shown at the time of QPD request.

2. HOW IT WORKS

What's the step-by-step process?

1. To get started, the contractor will need to upload W9 and articles of incorporation (one-time requirement).
2. The subcontractor views their cash flow forecast in ProNovos and identifies the projects and invoices they'd like funded early. If this is a new project, they will need to upload the project contract to ensure that the GC does not disallow early pay on the project.
3. The contractor can request funding on one or more invoices.

4. Viva Capital reviews and approves the request, typically same-day after initial account setup.
5. Funds (80% of the approved invoice amount) are released within 1 business day.
6. The remaining 20% minus the fee gets released after the GC pays the invoice on their normal schedule.
7. The final fee amount is determined by the GC's payment schedule. The fee is 1.5% for the first 15 days of the invoice aging, starting the day when Viva Capital releases the funds. After that, it's +1% every 15 days thereafter (e.g. 2.5% days 16–30, 3.5% days 31-45, 4.5% days 46-60, etc.). Fee caps out at 20%.

Is there enrollment?

Subs don't need to "enroll" into the program or enroll specific projects. They can request funding on any invoice, and enrollment happens automatically in the background. If Viva Capital approves the invoice, the project is considered enrolled. If it's rejected, the project is excluded from future recommendations.

In rare cases, Viva Capital may determine that a subcontractor does not meet their eligibility criteria. If this happens, the sub will not be able to use QuickPay Direct.

How does QPD show up in the Cash Flow Forecast?

QuickPay Direct appears directly within the Cash Flow Forecast alongside approved invoices.

Contractors can select one or more invoices for early payment, and the forecast immediately reflects how those selections impact the ending cash balance for that week. This allows users to see the cash flow effect before requesting funds, making early payment a deliberate planning decision rather than a reactive one.

QuickPay Direct is designed to function as a standard cash flow management option, giving subcontractors flexibility to decide when early payment supports their business plans.

What happens to my cash flow forecast when I use QPD?

When you use QPD on an invoice, your forecast updates to reflect the earlier payment (minus the fee).

Note: if the invoice was already projected to be paid this week, your current-week projection might actually decrease slightly because the fee is now subtracted. This is expected, as the most probable case for why a subcontractor would request early funding on an invoice that's going to get paid in a few days is an incorrect projected payment date. The user can adjust the projected payment date for that invoice if they believe the original timeline was inaccurate.

3. COST AND PRICING

What does QPD cost?

The ProNovos account and access to the Cash Flow Forecast is free.

The only cost is on invoices the subcontractor chooses to fund through QPD. The fee starts at 1.5% and increases based on how long the GC takes to pay, adding 1% every 15 days (so 2.5% at 16–30 days, 3.5% at 31–45, etc.), up to a 20% cap. In other words, the faster the GC pays, the less it costs. The sub doesn't control GC payment timing, but they can see projected dates in their forecast to make informed decisions about which invoices are worth funding."

What is a projected payment date?

Projected payment date is when a subcontractor expects to receive payment. Users can update these based on client conversations to keep their forecast accurate, or set it to automatically be based on ProNovos' insights around average days to pay for a particular project, client, project manager, or their company as a whole.

Won't subs just raise their bids to cover the QPD fee?

Most subs already include the cost of carrying cash into their bids. Without QPD, they face a 90–120 day payment cycle, which forces them to inflate bids to cover financing costs and negative cash flow. With QPD, subs gain a dependable cash cycle at a minimal cost, which can actually reduce the need to pad bids.

4. GC INVOLVEMENT AND CONFIDENTIALITY

Does my GC need to do anything?

No. The GC approves invoices through their normal process. They don't need to enroll in anything, sign anything, or change how they work. When the GC eventually pays the invoice, payment is directed to Viva Capital instead of the sub. That's the only difference, and it's invisible to the GC's workflow.

Will my GC find out I'm factoring invoices?

No. The GC is not notified. They approve and process invoices exactly as they normally would. There are no notifications, no additional paperwork, no changes to their process.

Why do subs worry about GCs finding out?

This is one of the most common concerns. There's a stigma around factoring. Some subs worry it signals financial distress to their GC, which could affect future bid opportunities. QPD is designed specifically to address this: the GC is completely removed from the equation. It's critical to lead with this in conversations.

5. RISK AND TRUST

Is there a credit check?

No traditional credit check on the subcontractor. Underwriting is primarily based on the project data: who the GC is, the project owner, the invoice history, and the creditworthiness of the parties involved. After a user syncs their accounting data with ProNovos, this underwriting happens automatically using existing project data.

Will QPD hurt my bonding capacity?

The opposite. QPD improves your cash position and lowers your DSO (Days Sales Outstanding) without adding debt to your balance sheet. Bonding companies view this as smart cash management, not a sign of financial distress. Lower DSO and better cash conversion makes you more bankable for bigger projects.

Is this compliant with AIA contracts and government work?

Yes. QPD is fully compatible with standard AIA construction contracts. Nothing changes in terms of contract value or payment obligations. If a sub bills $100,000 after retainage, the GC still approves and pays $100,000. Government projects are actually well-suited for QPD since government owners are typically reliable payers but notoriously slow due to bureaucratic processes.

6. PRACTICAL USAGE

Do I have to use QPD on every invoice?

No. Use it when it makes sense for your business. Once a month, once a quarter, or never again after trying it once. There’s zero commitment and no obligation to fund every invoice.

Can I use QPD alongside a line of credit?

Absolutely. Most contractors use both. QPD for receivables (turning invoices into cash quickly), line of credit for equipment purchases or emergencies. They work together, as QPD doesn’t affect your credit line capacity.

What types of projects qualify?

Most commercial, industrial, and infrastructure projects qualify, as long as the general contractor and project owner are creditworthy.

How does QPD handle retainage?

Retainage is not funded through QPD. All calculations are based on the invoice amount after retainage has been withheld. QPD applies only to the portion that is approved and payable.

We use Textura / GC Pay / Procore Pay. Does QPD interfere?

No. QPD does not interfere with existing payment platforms. Subs still submit pay apps through their usual system. GCs still review and approve through the same system. The sub then goes into ProNovos and requests QPD. The only difference is what happens after approval: Viva Capital issues an ACH payment to the sub directly. Everything else stays the same.

How does underwriting work?

Underwriting is automated using existing accounting project data. It runs in the background with zero extra effort from the subcontractor. Approval is based on factors like who the GC is, who the project owner is, and the nature of the project.

7. QPD AND THE CASH FLOW FORECAST

How do QPD and the Cash Flow Forecast work together?

QPD is a tool within the broader Cash Flow Forecast. The forecast gives subs a 13-week cash flow projection: when money comes in, when it goes out, and where the gaps are. QPD then gives them a lever to pull when they see a shortfall (or when they want to get ahead of one). The planner creates the visibility, QPD provides the action.

Do users need to use the Cash Flow Forecast to use QPD?

QuickPay Direct-only users will only have access to the Cash Flow Forecast module. AR and AP invoices will get populated automatically. They don't need to enter their other expenses, but users who actively manage their cash flow in the forecast tend to use QPD more strategically rather than as a reactive, emergency measure.