PRESENTATION GALLERY OUTLINE

Chuck added some questions that he sent to Brandon via email 11/29/19. We uploaded that on to our EOT meeting today (12/3/19) in the shop as well.

* Attributes
	+ One System
		- What does that mean?
		- What would it cost?
		- Do I have to pay for different pieces?
		- Modular or all in one?
		- Does it really cover all of my business needs?
		- Is it expandable?
		- How deep does it go?
	+ Customizable
		- Branding
		- Look and feel
		- Settings
		- Permissions
		- Page flow and processes
		- Add or subtract fields and values
		- White label
		- Custom dashboards
		- Custom reports
		- Custom code
		- Custom design
		- Custom database
	+ Powerful
		- Business Functions
		- Tools
		- Features
		- Processes
		- Automation
		- Exports of data
		- Custom reports
		- Mobile
		- Web based
		- Adaptability
	+ Dynamic
		- Relational model - one to many\*
		- Scaleable
		- Flexible
		- Custom naming conventions
		- Custom field options
		- Show/Hide settings
		- Settings
		- Configuration options
		- Navigation
		- Everything
	+ Cloud Based
		- Any browser
		- Access
		- Storage
		- Up time
		- Auto upgrades
		- Anywhere
		- Any time
		- Any device
		- Convenience
		- Centralized data
		- Collaboration
		- Minimal IT requirements
		- Paperless office
	+ Unlimited
		- Users
		- Usage
		- Locations
		- Invoices
		- Customers
		- Inventory
		- Storage
		- Processing
		- Corporations
		- Advantages
		- Access
		- Potential
	+ Results
		- Analytics/stats
		- Reports
		- Data
		- Business Intelligence
		- Exports
		- Monitor business health
		- All Data Is Live And Searchable
	+ No Contracts
		- Month to month
		- Client satisfaction
		- No licenses
		- Yearly review
		- Self serve model
		- Full access to your data
		- No limits - devices & users\*
* Business Functions
	+ Sales
		- Inventory tracking
			* Start to finish inventory tracking
			* Item usage histories
			* Unlimited
			* Reports & exports\*
			* Images, scans, multimedia
			* Units of measure
			* General items
			* Serialized items - stock/units\*
			* Time, labor, or services - unlimited\*
			* Fulfillment
			* Sub inventory - parent/child\*
			* Transfers
			* Internal builds - manufacturing\*
			* Ecommerce settings
			* Updating inventory counts
		- POS - Point of Sale\*
			* Invoicing
			* Quoting/Ordering
			* Secure shopping cart
			* Barcoding
			* Custom buttons
			* Discounts & campaigns
			* General items
			* Serialized items - stock/units\*
			* Time, labor, or services - unlimited\*
			* Locations & tax settings
			* Hardware options
			* Custom designs & layouts
			* Ecommerce tied to POS
		- Customer options
			* Loyalty points
			* Preset discounts
			* Purchase history\*
			* Payment history
			* Accounts receivable
			* Customer billing
			* Online bill pay
			* Images, scans, multimedia
			* Customer accounts
			* Reports & exports\*
		- Reporting
			* Sales reports
			* Profit reports
			* Daily/weekly/monthly reporting
			* Per locations, per salesperson
			* Deposits
			* Purchase histories
			* Trending items
			* Automated P&L
			* Exports
			* Advanced filtering
			* Save your own reports
		- Payment solutions
			* Normal POS options - cash, check, etc.\*
			* Merchant processing - credit cards\*
			* Online bill pay
			* 3rd party payment solutions
			* On account - customer credit\*
			* Custom configurations
			* Gift cards\*
		- Ecommerce
			* Real-time (live) inventory counts & tracking
			* Fully integrated systems
			* Online product purchase
			* Customer login portal
			* Online bill pay
			* View histories, statements, orders
			* Fulfillment
			* Fully configurable - settings\*
		- Other special functions
			* Work orders
			* Layaway
			* Recipe/builds
			* Hidden line items
			* Reoccurring
			* Barcode/QR code generators
			* Emailing capabilities
			* Discounting engines
			* Quantity tracking & thresholds
			* Loyalty points
			* Gift cards
	+ CRM - Customer Relationship Management\*
		- Sales & purchase tracking
			* Payment tracking
			* Monies owed
			* Accounts receivable
			* Purchase histories
			* Invoices/quotes
			* Customer queue & sub-queues\*
		- Customer profiles
			* Holds additional information & subs
			* Log notes
			* Additional contacts
			* Reoccurring billing
			* Purchase & payment history
			* Groups & types
			* Preset options - discount & tax category\*
			* Photos, scans, files, media
			* Expandable custom fields
			* Manage relationships
			* Unlimited customers
		- Customer tracking & follow-ups
			* Unlimited notes & logging
			* Show/hide notes on calendar
			* Show/hide notes in customer portal
			* Purchase histories - What did they buy?\*
			* Accounts receivable - What do they owe you?\*
		- Calendaring & scheduling
			* Elements of Time
			* Reporting
			* Billing
	+ CMS - Content Management Systems\*
		- Upload content
			* Permissioned
			* Image galleries
			* Files/Media/Content
			* Pre-filled custom documents
			* Digital story telling
			* Manage content relationships
			* Multi-file upload
			* Paperless office\*
		- Web presence & ecommerce
			* Custom controls
			* Categorize
			* Turn things on/off
			* Change web pricing
			* Show/hide things on web
			* Provide long descriptions, specs, reviews\*
			* Full ecommerce experience
			* Shipping options
			* Customer portal
			* Online bill pay
		- Data controlled content
			* Point & click interfaces
			* Template based & custom options
			* Permission based
			* Create unlimited content
			* Edit content & record histories
			* Advance content - virtual data assembly line\*
			* Business world building
			* Store, view, interact as desired
			* Backend logic based on content - cause & effect\*
		- Whole system
			* The whole system is technically a CMS
			* System look & feel
			* Backend layout & design - What’s under the hood\*
			* Built-in core flexibility
			* Custom anything - Dream it up! We’ll wire it up!\*
			* Data & content storage
			* Tracking all data interactions
			* Access points - who, what, where, when\*
			* Solid foundation of permissions & settings\*
			* Dynamic possibilities - Let’s grow together!\*
		- Hosted solutions
			* Cloud based
			* Ease of use - mobile, home, work, travel
			* Automatic updates
			* No hardware & minimal IT requirements
			* Built on multi-server environment - getting more than most businesses could afford on their own\*
			* Backups & disaster recovery
			* Data & system security
			* Managed services
			* Not charged per devices or per users\*
			* All system pieces in one spot
			* Interconnected & accessible
			* Access to support & training\*
	+ Expense Tracking
		- Monitor costs for goods & services
			* Reoccurring & duplicating
			* View recent activity
			* Pay for inventory
			* Automatic flow through accounts payable
			* Normal bills & utilities
			* Employee expense accounts
			* Real-time P&L (Profit & Loss Statement)
		- Manage people & wages
			* Digital employee time clocks
			* Admin/manager time clock management
			* Salaries
			* Commissions
			* Payroll
			* Reimbursements
			* Reporting & exports
			* Remote check printing
			* Credit card expense accounts
			* Year end reporting
		- Full operational tracking
			* Multiple locations
			* Split payments
			* Aging & due dates
			* Multi-vendors assigned to expenses
			* All inbound inventory pieces automatically tracks into payables
			* Floorplans & stock/units - serialized inventory
			* Manage vendor discounts & credits
			* Custom grouping levels
			* Job/project costing
		- Track financials
			* P&L - Profit & Loss, Income Statement
			* Balance sheet
			* Expense types
			* Cost of goods sold - COGS
			* Payments on account - splits
			* Accounts payable
			* Per location, per type - chart of accounts
			* Reimbursements
			* Interest & loans
		- Documentation options
			* Scans, images, photos
			* Upload PDF & other documents
			* Attach receipts
			* Histories & audit trail
			* Digital storytelling
		- Banks & check writing
			* Unlimited banks
			* Account balances & registers
			* Custom check printing
			* Bank reconciliation
			* Point & click payments
			* Monitor outstanding checks
	+ Payroll
		- Employee options
			* Multiple departments
			* User profiles
			* Photo galleries
			* Files & media content
			* History tracking (logins, actions, audit trail)
			* W-2’s or 1099’s
			* Hourly, salary, commissioned, or mixed
			* Commissions & split commissions/sales
			* Digital paystub access
			* Individual time clock reports
		- Vendor options
			* Photo galleries
			* Files & media content
			* History tracking (usage, assignments, recent activity)
			* 1099’s
			* Full expense tracking
		- Time clocks
			* Employee time clocks
			* Manager time clocks
			* Admin time clocks
			* Multiple departments
			* Overtime
			* Bulk time cards
			* Project time tracking
			* Customer time tracking
		- HR options
			* Multiple departments
			* User profiles
			* Upload photos, files, content
			* Custom paperwork (contracts, forms, etc.)
			* Tax withholding settings
			* Bonuses, games, draws, IRA’s, meal plans, etc.
			* Permissions for employees, managers, and admin
			* Check writing
		- Reporting & forms
			* Full expense tracking
			* 1099’s
			* W-2’s
			* Other year end reporting
			* Commission reports
			* Sales reports
			* Payroll stubs & reporting
			* Export data
			* Custom paperwork
			* Printing options
		- Maintenance & updates
			* Automatic updates on tax withholding tables
			* Federal updates
			* State updates
			* Automatically flow into financials
			* Sub payroll & time tracking options
			* Forms updated annually
			* Custom paperwork & documents available
	+ Calendar
		- Permissions & settings
			* Time templates overview
			* Time template settings (setup & editing)
			* View only
			* Basic add/edit/view
			* Full admin access
			* You name it, you set it up, you use it!
			* Configurable ANY scheduler
		- Reports & views
			* Calendar view
			* Time slot view
			* Details view
			* Grouped reports
			* Advanced searches
			* Build your own report
			* Customize time homepage
			* Show/hide daily stats & log notes
		- Subs & functions of time
			* Project/job time tracking
			* Action status logs & changes
			* Date/times
			* Flags, tags, categories, types, locations, phases
			* Comments/notes
			* Sign-off's
			* GPS or RFID tag tracking
			* Payroll/time sheets
			* Notification/reminders
			* Tie-in's/assignments/pools ("any" person, place, or thing)
			* Like Legos - stack, layer, combine
		- Business connections & relationships
			* Tons of invoicing options
			* Quotes, vendors, users, customers, etc.
			* Dynamic toolset
			* Privacy & admin only settings
			* Flex grid tie-ins & custom fields
			* Photos galleries
			* Media/content or other digital files
			* Custom paperwork & documents
			* Sub-phases & checkpoints (data assembly line)
		- Other practical usages
			* Project/job tracking
			* Scheduling & appointments
			* Calendar events
			* Customer time clocks & billing
			* Sub locations, groupings, types, phases
			* Internal or external interactive blog or forum
		- Custom usages
			* Dispatching
			* Packaging & production runs
			* Internal communications
			* Rentals, reservations, advanced scheduling
			* Job costing
		- Custom wire jobs
			* Rosters
			* Ski schools
			* Race events
			* Event fundraising
			* Social media
			* Aid stations
			* Curriculum tracking
			* Behavior tracking
			* Community funded projects
			* You name it!
	+ Data Connection
		- Data
			* What is data worth?
			* Cloud based data vault
			* Business connections
			* People connections
			* Financial connections
			* Time connections
			* Little pieces - layering, stats, details
			* Databases - tables, rows, columns
			* One to many relationships
			* One to one relationships
			* Optional relationships
			* What is data to you?
				+ Examples: names, numbers, addresses, people, product, accounting, flow charts, diagrams, natural progressions, data flow, mapping, drawing, connecting
			* You tell us
		- Natural connections
			* Employee/users to actions/usage
			* Corporation to locations
			* Customers to invoices & quotes
			* Inbound inventory - vendors to PO’s to items
			* Outbound inventory - customer to invoices to items
			* Inventory to financials
			* Invoice payments to deposits
			* Banks to deposits & expenses
			* Monies going out
			* Monies coming in
			* Time to everything
		- Flex Grid
			* Making custom software easy
		- Cause & effect relationships
			* Receivables tie to invoicing
			* Payables tie to inventory
			* Payables tie to expenses
			* Payables tie to items on account
			* Customers to purchase histories
			* Changes over time
			* Adaptive solutions
		- History & stats
			* Relational database model
			* Hundreds of tables with thousands of columns
			* Unlimited number of records & relationships
			* Building & progressing
			* Unlimited storage potential
		- Chaining & mapping
			* Chaining, blending, mixing
			* Transfers
			* Multi-location & usage
			* Stacking, depth, layers
			* Photos galleries
			* Media/content
			* Custom documents
			* Automation & creation
		- Systems
			* Interconnected system thinking
			* Everything under one roof
			* Bridging gaps, creating fluidity
			* Physical versus virtual
			* Processes/data assembly line
			* POS (Point of sale)
			* Inventory tracking
			* CRM (Customer Relationship Managment)
			* Expense tracking
			* Backend office & accounting
			* Payroll & timecards
		- Reports & exports
			* Anything you want
			* Web, pdf, Excel, csv
			* Preset standard reports
			* Build your own reports
			* Custom reports
			* Location specific
			* Scaleable multi-location
			* Files, images, scans
			* Digital storytelling
			* Data assembly line
		- Flex grid - maybe we need to detail flex grid out here & make it it’s own point
	+ Accounting
	+ Reports
	+ Business Intel
	+ ECommerce
	+ Big Data
* Application Players
	+ Customers
	+ Invoices
	+ Quotes
	+ Vendors
	+ PO
	+ Parts/Items
	+ Stock/Units
	+ Deposits
	+ Expenses
	+ Users
	+ Balance Sheet
	+ Time
* Core Concepts
	+ Your Story
	+ Characters
	+ Relationships
	+ Problems
	+ Goals
	+ Accountability
	+ Permissions
	+ System
		- Brainstorming: Concept of connecting things - systems, system relationships - like the human body - nervous system, digestive systems, endocrine system - what system does Adilas have? See systems above in data connections
	+ Maintenance
	+ Data

This was where we were working originally as a general why would you come to Adilas. Or looking at ideas for the presentation gallery. Determined to follow the direction in the outline above for now.

* Work
	+ Login
	+ Choose a corporation
	+ Request access
	+ My stats
* Train/Play
	+ Demo sites
	+ Scenarios
	+ How to’s
	+ Training per area
		- 12 main players (tools)
		- Business functions
		- Specialized tasks
			* Settings
			* Permissions
			* Look & feel
* Learn
* Participate/Community
* Buy/Sell
	+ Sell your services
		- New
		- Login to existing account
		- Marketplace
		- Advertise
		- Contact us
	+ Buy someone else’s services
		- Marketplace
		- Contact us
	+ 3rd Party Solutions
		- Marketing
		- Communications - text/email
		- Payment solutions
		- Compliance & oversight
		- Ecommerce - reordering, inventory,
		- Contact us to offer your own
	+ Buy an Adilas System
		- Adilas Ecommerce site
		- Feature list
		- Fliers & documents (marketing)
		- Contact us
	+ Buying and selling training
		- Purchasing product
			* Vendor specific
			* Generic
			* Setup products
			* Setup categories
			* Sub inventory (parent/child)
		- Making a sale
			* Selling items (general inventory)
			* Selling services
			* Selling stock/units (serialized units)
			* Cart basics
			* Tips & tricks
			* Discounts
			* Barcoding
			* POS buttons
* Research