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?
		- You've been waiting for this
	+ 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
		- No hardware or software requirements
		- 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
			* Virtual buddy system
			* Link, stack, connect data
			* User-maintained connections
			* Custom data fields
			* Create your own mini database
			* History & log notes
			* Fully searchable
			* Tie data pieces together
			* Reflexive tie-ins - full circle
			* Save your own reports & export
			* Digital storytelling
			* 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
	+ Accounting
		- Your financial documents
			* Balance sheet
			* Assets, liabilities, equity
			* P&L - Income Statement
			* Revenue & COGS - cost of goods
			* Accounts receivable - A/R’s
			* Accounts payable - A/P’s
			* Bank registers
			* Inventory values & stats
			* Expenses & deposits
			* Invoices & PO’s
			* Real-time & living values
			* Full audit trail
		- Automation
			* Things on account
			* Aging
			* Loyalty points
			* Taxes & withholdings
			* Sales tax
			* Sub-inventory & perfect cost controls
			* Discounts
			* Financial flow
			* Full P&L
			* System-maintained balance sheet items
			* Accounts receivable - A/R’s
			* Accounts payable - A/P’s
			* You name it!
		- Natural flow & relationships
			* Relational database model
			* Operational led accounting
			* Inventory tracking
			* Banks
			* Expenses & reimbursements
			* Bill pay
			* Flex grid
			* Manufacturing & building
			* Daily, real-time, sharing
			* No batching/waiting
			* Cloud based watching
		- User-maintained
			* Allow for user interactions
			* Add/edit balance sheet items
			* Supporting transaction details
			* Layaway & work in progress
			* Equipment, vehicles, real estate, loans, etc.
			* Photos, media, content, custom documents
			* Stock/units & floorplan
			* Bank reconciliation
			* Bulk tools
			* Editable data with history
			* Phantom costing & slush funds
			* Shrinkage, theft, inventory adjustments
			* In-store credit
			* Sub accounts
		- Systems
			* 12 main players
				+ Customers
				+ Invoices
				+ Quotes
				+ General inventory items
				+ Stock/units
				+ Elements of time
				+ Employee/users
				+ Vendors
				+ PO’s
				+ Expense/receipts
				+ Deposits
				+ Balance sheet items
			* Cause & effects
			* Decisions & consequences
			* Characters & relationships
			* Working to solve problems
			* Solution thinking
			* Systematic design
			* Scaleable - mom & pop shop clear to enterprise
			* Multi-locations or multi-corp
		- Reporting & exports
			* Balance sheet
			* P&Ls - Income Statement
			* Accounts receivable - A/R’s
			* Accounts payable - A/P’s
			* Build your own
			* Save reports & favorites
			* All kinds of basic exports
			* All kinds of advanced exports
			* Payroll, time cards, & commissions
			* Drill-down to details
			* Okay feeding data to other systems
		- Future/non-traditional concepts
			* Objects & data over time
			* Digital storytelling
			* Data assembly line
			* Importance of dates & times
			* Modern glossary & terms
			* Business zipper - operations & accounting
			* Actively improving, designing, concepting, etc.
			* Momentum & vision
			* Pioneering & proof of concepts
			* World building
			* Community oriented - stone soup
			* 3D model - time, resources (money/people), space (depth/layering)
		- Purposeful design
			* Looking & taking the next steps
			* Operational led accounting
			* Mapping, translating & defining
			* Roll calling
			* Track life cycles
			* Flagging & tagging data - searchability
			* Permission levels
			* Closing the gap
			* Data supported numbers
			* Challenging tradition
			* What brings about change?
			* Optional usage
			* Great companion software package
			* Law of deference - defer to the thing that contains the most information
	+ Reports
		- Define the needs
			* Game of business
			* What is data?
			* What data points are needed?
			* Who sets those requirements?
			* Who gets to view? - Permissions & viewing status
			* Time frame - day to day, weekly, monthly, annually
			* What is the progression?
			* Looking forward - where is it going? Final destination?
			* Good data in = good data out
			* Simplify - one place to get your report
		- Catch the data
			* System thinking
			* Centralized the data
			* Categorize the data
			* Validate it
			* Media, files, photos, scans, etc.
		- Secure & store data
			* Standard data
			* Custom data
			* ADILAS - all data is live and searchable
			* Build your own reports
			* Data library - access as needed
			* Half of the entire application is reporting
			* Archiving
		- Transform & progress
			* Able to transfer to other systems
			* Transactional data to aggregated sums or totals
			* Labeling & barcoding
			* Scheduling & automation
			* Custom paperwork
			* Fill out specific forms
			* Flags, tags, & phases
			* Concepts of data assembly line
		- Show & filter
			* Saved favorite reports
			* Every section - basic & advanced searches
			* Multi-locations
			* All sorts of filters & criteria
			* Drill-down to data details
			* Prove it by the details
			* Roll call
			* Open access 24/7
		- Reporting uses
			* Exports
			* Archiving
			* Built on browser technology
			* Compare with multiple windows, tabs, split screens, etc.
			* View PDFs, Microsoft Office, Open Office, CSV
			* Mobile ready
			* Both secure & public reports
			* API sockets & raw data
			* Business intelligence
		- Quick search
			* Access from every page
			* Reports - show & view
			* Navigate - go & do
			* Tied to permissions
			* Tons of key word actions - home, new, last, adv, basic, numeric ids, text
			* Go anywhere in the system quickly
		- Dealing with time
			* Everything is based on time
			* Dates, times, & time stamps
			* Life cycle tracking
			* News & updates
			* Scheduling & calendaring
		- Permissions & view only
			* 100+ permissions
			* Permission check on every page
			* Your data
			* We help you store it
			* You pull it as needed
			* History & audit reports
			* HR pieces
		- Common reports
			* Inventory
			* Expenses
			* COGS
			* Financials
			* Banks
			* Transactional data
			* Maintenance logs
			* Compliance
			* Oversight
			* Reports for CPAs
			* Reports for investors
			* Warnings, thresholds, notifications
			* Payroll & time cards
			* Taxes
	+ Business Intel
		- Making informed business decisions
			* View at a glance
			* Automated reports with aging, search & filter options
			* Already designed reports or create your own
			* Stay connected wherever you are
			* Good numbers for accountant
			* CRM - Customer Relationship Management
			* Customer history
			* Year-to-date reports
			* Customer photo/document gallery
			* Drive profits
		- Types of intel
			* Roll call - real time when you need your data
			* Update inventory counts
			* Operations intelligence on what is happening
			* Financial & backend office accounting
			* Bank transfers
			* Floor plan - business intel for funding serialized units
			* Reconcile banks
			* Manager's checkbook - slush funds
			* Up logs & follow-up logs
			* What our clients want - quick and reliable access to counts, sums, averages, maxes, mins, stats and reporting
		- Power is in the data
			* BI can help drive revenue
			* Mixing & blending
			* Virtual assistant
			* Document anything
			* Add photos, scans, docs, etc.
			* Unlimited search potential
			* Five (5) decimal accuracy
			* Build your own reports
			* Profit per line reports
			* Peace of mind
			* Transactional data core - start here - then be able to roll up the data into enterprise aggregated levels
		- Conquering gaps and needs
			* Years of listening & providing solutions
			* Bridging the gap between operations & accounting
			* Centralize the data
			* Interconnected system
			* Objects & data with structure going over time
			* Things start playing through their life-cycles & relationships without multiple entries (double, triple, quadruple, etc.)
			* Eliminate errors - if data is good let it flow to the next stage
			* Brings value, reliability, & closure for business intelligence
			* Gap analysis - where are we vs where do we want to be?
				+ Questions you might want to ask:
				+ Where is the low hanging fruit?
				+ What is working well for you?
				+ What do you want?
				+ What’s the difference in the middle - this is the gap?
				+ What’s the plan to get what you want? We can help!
			* Feedback & ideas from users
			* Build data relationships
			* Big need for exports and imports
			* Bulk tools
		- Real-time reliability
			* Live and searchable
			* Optimized for multi-windows or multi-monitors
			* Digital filing system
			* Aged reports
			* Loan calculator w/amortization
			* Profit & discount calculator
			* Sales tax reporting
			* Use API sockets to build out the totals
			* Dashboards
		- Permissions and levels
			* Security
			* Empower people to do their jobs
			* Customizable roles for each user
			* Based on permissions - allow or deny access
			* Features change based on permission
			* 100+ permissions
			* Enterprise, consolidated, multi-faceted
		- Activity and history
			* Digital filing system
			* Every penny in, every penny out
			* Recent activity and history - real time
			* Search, save, store, & print
			* Scan your documents
			* Store your photos
			* Archive your documents
			* Track your processes the whole way through - every stage
			* Full audit trails
			* What changed? Log it
		- Cloud based platform
			* Access options
			* Remote, mobile, any device, 24/7, holidays, weekends, anytime, anywhere you can connect
			* Safe & secure using latest web based security options
				+ 3 way checks on every page
				+ Encrytption, SSLs, or https
				+ 3 strike out login policy
				+ Server-side validation, commercial level scripting, secure data center, & robust database servers
				+ Daily backups, 24/7 support staff/techs - your data is in good hands!
			* All your numbers in ONE place
			* Operation driven accounting
			* Cloud accounting
			* Real-time environment
			* Paperless office!
			* Know where you're at daily!
			* All under one roof
		- Looking to the future
			* Actively pioneering, building, & improving
			* Heading toward full world-building - what does your world look like?
			* Challenging tradition in ways that help you!
			* We’ll keep pushing on things & bringing pieces of the puzzle together
			* Huge idea farm - you are welcome to participate
			* Bringing more value over time
			* Data portal - an area where data can be secured but flow in and out
			* Organized and retrievable
			* Life-Cycle accounting
			* Roll call accounting
			* Linear accounting
			* Ice-down dates
			* Powered by adilas.biz - under the covers
			* Possibilities - everything we have we can use to empower other software packages
			* We love this stuff! We can help you too!
	+ ECommerce
		- Extension of your inventory system
			* Searchable web presence
			* Fully connected & integrated - both back-end & front-end
			* Do it once & have it cascade - enter once, use many
			* Mobile ready
			* Included in your subscription
			* Monitor real-time inventory counts
			* Sell anything you want
			* Stock/units - serialized or big ticket
			* Show all general inventory
			* Permissioned access - determine who can actually control your ecommerce stuff both at the settings and items level
			* Set special web prices or sales
			* Special reports to show web transactions
		- Configure everything
			* Tons of settings
				+ Initial displays - landing pages
				+ Tables & grids
				+ Social media links
				+ Discounting & coupon options
				+ Light affiliate connections
				+ Searchable parent attributes - helps in dynamic searches
				+ Sell parent, unlimited, & sub inventory
			* Setup contact us pages
			* Location, category, & item level settings
			* Default images & full photo galleries
			* Items - long descriptions, specs, media/content, video links, etc.
			* Show like products
			* Change look & feel
			* Customize headers & footers
			* Determine login requirements
		- Customers
			* Ability to add new customers
			* Update their contact info
			* Full online ordering & ecommerce
			* Pay outstanding balances
			* Automatic email settings
			* Opt in & out for marketing campaigns
			* Build their own statements
			* Print or view any of their past histories - invoices, quotes, etc.
			* Run automatic discounts
			* Promotion codes & coupons
			* Show log notes & elements of time to customers
			* Require a login to show pricing or show pricing to everyone
		- Ordering and fulfillment
			* We can help you setup your process - what do you want or need?
				+ Example: Online order happens, order shows up in system, can email both customer &/or specific users so they know action needs to happen, pull inventory & begin fulfillment process, prepare for pick-up or delivery, etc.
			* Real time, instantaneous changes - if you sell something in your store it automatically effects inventory counts online
			* Speed up process by allowing online pre-orders
			* Order converts quickly into an invoice
			* Prep before customer arrives or prepare items for delivery
			* Setup & harness alternate sales channels
			* Delivery, drive through, pick-up, drop-ship, sub queues
			* Print or email receipts
		- Shipping
			* Able to skip or include shipping
			* Simple flat fee shipping
			* Shipping based on items & weights
			* Advanced shipping matrices
			* Multiple ship to addresses - drop shipping
			* Send it wherever it needs to go
			* Shipping can be super simple or quite complex
			* We also offer custom solutions or processes
		- Merchant processing (credit cards)
			* Merchant processing is being able to process credit & debit card information online
			* Not required if you just want to use ecommerce for ordering (quotes) or just showing inventory
			* If you do want full checkout & payment options you will need a merchant processing account
				+ [https://www.adilas.biz/merchant\_processing\_flyer.pdf](https://www.adilas.biz/merchant_processing_flyer.pdf%22%20%5Co%20%22)
			* Supported credit card gateways -
				+ Authorize.net
				+ USAePay
				+ Others
			* Online bill pay - allow customers to pay, or finish paying, for bills or invoices
			* PayPal also an option
			* Special settings if you want to allow customers to checkout & pay later - on account
			* Coming soon - Stripe & Square
		- Emails and notifications
			* Email & notifications are not required but an available option
			* Configure & automate customer emails
			* Who needs to get notified?
			* Send copies of invoices, quotes, statements, etc.
			* Company or department emails - internal notifications
			* Customize look & feel, custom verbage, dynamic verbage, etc.
			* Warnings & thresholds
			* Email anytime - additional email settings within the backend system
		- Special features
			* Turnkey solution - turn it on & start using it
			* Ecommerce can be configured to none, all, or anywhere in between
				+ You don’t have to use the full ecommerce pieces - use to whatever levels - suit your needs
			* Settings allow custom naming conventions
			* Alternate sales tax configuration for online sales
			* Ecommerce sales can still earn customer loyalty points
			* Invoice rounding - up or down depending on your specifications
			* Bulk tools
			* Training, videos, & free courses
			* 20-30 videos on ecommerce pieces & settings
		- API sockets & extensions
			* Think of a socket like an outlet in your wall that you plug into
			* An API socket is basically a way to call a function or method from an outside source or party - get access to the database through an external connection or socket
			* We are building out the API so that you can do the same things in whatever platform you want
			* 50 free public facing API sockets
			* You can turn these public facing sockets on or off - security options
			* Lots of 3rd party features & options - more to come!
			* 3rd party integration already connects Adilas with Woo commerce
			* Tons of help files & API socket documentation & samples
		- Custom - no problem
			* Built-in options with tons of settings that are very easy to use
			* If you want more, no problem, we can build to what you want
			* You can build your website or we can build it for you
			* Reconfigure your invoice &/or order process
			* Custom payment solutions, custom packaging/grouping/kits, custom shipping options, custom tracking & delivery options, etc.
			* Tons of custom code options, configuration, flow, display, & more
		- Keep building for the future
			* We’ve been doing this for a long time - lessons learned, wars fought, things to take into the future
			* Continue making it easier & easier by building to other features & extensions
			* Allow additional configuration
			* Rentals, reservations, booking time, scheduling features, signing up for courses, events, etc.
			* Accepting donations, community funding, & crowd sourcing
			* We are open to your ideas as well - come join in the community building effort
	+ Big Data
		- Where does it start
			* What does big data mean to you?
			* Once you have big data, what would you use it for?
			* What if you had a place for all of the data you wanted to hold & collect?
			* Every piece of data has a life-cycle - we help you track that
			* You get a huge interconnecting database - world’s best storage engine
			* We’ve designed & planned out most daily needs & tasks
			* Put control in your hands - enter data at the point of action
			* Save steps - enter once, use many - let it flow
			* Track & record operations & accounting
			* Built in & custom options
			* Technically you are building your own world
		- Big picture
			* Big giant umbrella - systems thinking
			* Sustainable
			* Digital story telling
			* Powerful, flexible, tie all your data together
			* Your business at a glance!
			* Insights that lead to business decisions & strategies - like BI (Business Intelligence)
			* Visualization
			* Trending and triggers
			* Pulling out hidden patterns and answers
			* Accurate forecasting
		- Centralized data
			* Ability to access, retrieve, & share all of your pieces
			* Fully relational databases
			* Paperless office
			* Digital filing systems
			* Cut your IT costs
			* Data warehousing
			* Quickly move around & navigate the system
			* Scaleability & data management options
			* Access & sharing based on permissions
			* Drill-down links to sub data or sub pieces
		- Flow through the system
			* As you feed the system it becomes like a living organism
			* Every piece of data tracked through it’s life-cycle
			* Data generates other data
			* If data is good let it flow - decrease duplication issues
			* Configurable plan to help with your processes
			* Improved efficiency - repeatable & reoccurring actions
			* Scaleable structure
			* Client side & server side validation
			* Tons of permissions & settings to allow access & automate flow
			* Sharing and transferring
			* Transactional data to summed up totals & aggregates
		- Cause & effects
			* Combining inputs & outputs
			* Things acting, interacting & playing together
			* Chaining & creating meaningful relationships
			* Stacking & layering - depth
			* Good data passes to the next step - data assembly line
			* Analyze, extract, & transform data
			* Capture, store, & provide views of the data
			* Operational efficiency will improve
			* Creating better customer experiences
		- No limits
			* 3V's of big data - volume, variety, & velocity
				+ Volume (how much)
				+ Variety (what)
				+ Velocity (speed)
				+ Two other V’s to consider:

Variability (when)

Veracity (quality of data)

* + - * What do you want? How much do you want? Game on!
			* No data caps
			* Unlimited - full integrated core with all tools
			* Different corps with same login
			* Build unlimited data relationships
			* Multiple departments, locations, corporations, etc.
			* Complex data sets
			* Size & quantity of the data - XS, S, M, L, XL, XXL - whatever!
			* Here to help you WHATEVER your size & data needs!
		- Hosted business solutions
			* Ownership of the data - it’s your data
			* SaaS - Software as a Service
			* With Adilas you get the entire core - all the business tools
			* Cloudbased - access any time - any device
			* Always up-to-date - automatic updates
			* Our team is daily working, refining, & improving the application
			* Real-time data portal
			* Safe and secure
			* Daily back-ups of code & data
			* Want your own back-ups? No problem!
			* No contract
			* Pricing based on your size & usage
		- Bright future
			* Peace of mind
				+ Put things to bed
				+ Safe & secure
				+ Feeling of control
				+ A nice warm blanket
			* Big data made easy
			* Quickly add/edit/view & get to your data
			* Even more pre-built reports, create your own, save, export options, you name it…
			* We are happily pioneering future methods & options
			* We see big data getting bigger, faster, & easier
			* Think of where this could go? Dreams, potential, & beyond
			* 3D business world-building

\*\*\*We may need to number these outline - 1.1.2 or whatever scheme - but a way to find or reference anything you want quickly.\*\*\*

* 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