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" \o ")
      * 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