

Adilas Lite Meeting—Introduction Outline

Introduction

- Welcome to the meeting!
- Pivot was prompted by the effort to make Ship A profitable while a plan is put together by Ship B—Steve wanted to grant others freedom to work on the plan
- I'm sure you saw the email from Steve last week about Ship A and Ship B—just wanted to explain a little more about the situation—a pivot point in direction, good feelings
- Steve will run Ship A, I (Brandon) am in charge of Ship B
- Ship B, or the new version of Adilas, will be referred to as **Adilas Lite** from here on out
- So I (Brandon) am no longer the Lead Developer of Adilas, but rather the Project Coordinator for Adilas Lite
- B will have it's own new database
- I wanted to make it clear that working on Adilas projects or Adilas Lite projects is not mutually exclusive—you can do both in different degrees of involvement depending on your interest levels and time commitments
- Thank Steve for his involvement in the company, and for prompting the pivot point
- Questions Stop/Open Forum

Compensation

- The first thing we wanted to go over before introducing the plan for Adilas Lite was compensation—We know this may be one of your big concerns about the project
- Adilas Lite and its projects will not receive funding from Adilas, as you may have heard from Steve's email
- Compensation will be provided in two ways:

- Backpay for hours logged when the project receives funding
- Compensation in the form of percentage ownership at project landmarks and milestones
- 1–Backpay for hours logged–when the project receives funding, all hours will be paid–Adilas Lite hours must be logged in Adilas Shop instead of Adilas
 - Brandon will coordinate with you independently for Adilas Shop
- 2–Compensation in the form of percentage of ownership at project landmarks and milestones
 - 20% of Brandon’s ownership will be distributed at 4 milestones throughout the rollout of Adilas Lite–5% each milestone
 - Planned Milestones (funding and ROI numbers yet to be finalized):
 - 5% when the blueprint for Adilas Lite is complete–min 2 months, target 3 months, maximum 6 months (before end of the year)
 - 5% when Adilas Lite receives its first \$2 Million in funding–\$10 Million soft total goal
 - 5% when the MVP (Minimum Viable Product) is released
 - 5% when the ROI (Reoccurring Revenue) reaches 25K per month–soft number until Adilas Lite Blueprint complete
 - Calculation of what percentage each team member receives will depend on hours worked for both Adilas and Adilas Lite (started 6/1/2023), with hours worked for Adilas Lite doubled when calculating percentage distribution
 - Percentage Distribution Example (SEE TABLE BELOW):
 - Person 1 works 100 hours in just Adilas

- Hours adjusted for calculation: $(1*100)=100$
- Person 2 works 50 hours in Adilas and 50 hours in Adilas Lite
 - Hours adjusted for calculation: $(1*50 + 2*50)=150$
- Person 3 works 100 hours in just Adilas Lite
 - Hours adjusted for calculation: $(2*100)=200$
- Total Calculation Adjusted Hours For 3 People: 450
 - Person 1 $(100/450)=0.22$ and then $0.22*5\%=1.1\%$
 - Person 2 $(150/450)=0.33$ and then $0.33*5\%=1.65\%$ round to 1.7%-
-traditional rounding rules will be used
 - Person 3 $(200/450)=0.44$ and then $0.44*5\%=2.2\%$

	Person 1	Person 2	Person 3
Hours Worked	100 hrs Adilas	50 hrs Adilas 50 hrs Adilas Lite	100 hrs Adilas Lite
Calculations For Adjusted Hours	$(1*100)=100$	$(1*50)=50$ $(2*50)=100$	$(2*100)=200$
Adjusted Hours	100	150	200
Calculations For Proportion of Total Hours	$(100/450)=0.22$	$(150/450)=0.33$	$(200/450)=0.44$
Proportion Times Percentage	$(0.22*5\%)=1.1\%$	$(0.33*5\%)=1.65\%$ or 1.7%	$(0.44*5\%)=2.2\%$
End Percentage	1.1%	1.7%	2.2%

- Steve has set aside 20% of his shares for investment and funding purposes
- Questions Stop/Open Forum

Adilas Lite

- The first goal is to research and create a blueprint for Adilas Lite—turn a large amount of information and references into a plan— including business plan, technical document, prototype websites, visuals, etc.
 - Gather (1), Organize (2), Filter, Refine, and Outline (3), Blueprint (4), Pitch (5)
- Blueprint will be pitched by the Adilas Team, including Steve, Kelly, Mike, etc. to obtain funding
- Timeline for blueprint completion is min 2 months, target 3 months, maximum 6 months—we want it to be thorough and excellent—watertight
- Concepts Adilas Lite plans on emphasizing:
 - “Lite”—High Accessibility and a Progression of Features
 - Make mountains into icebergs, modular, helpfiles
 - Intentional billing that accurately reflects services offered
 - Ship B must be a marketable product and have a plan that makes investors excited—make profitability the main goal
- What we need from you
 - Email showing interest, input of ideas and critiques
- Questions Stop/Open Forum