Adilas Lite – Introduction and Group Meeting

6/6/23

* Aspen made a nice agenda for our presentation
* Attending – Wayne, Steve, Shari O., Cory, John, Aspen, Heather, Alan, Bryan, Michael
* Steve – Ship A – it will keep plugging along. Shari is making a list for clients, monthly, etc.
* Transition period – who is doing what and what hours are being worked
* Steve and Sean had a really good demo today – lead came from the main adilas.biz website – they hired a person who had used adilas previously
* Manufacturing software
* Brandon showed a spreadsheet with some numbers
* Shari O. showed some numbers, servers, client counts, etc.
* John – this may help us later on with load balancing (server lists) – optimizing who is on what server and costs
* ---------------------
* Ship B – Adilas Lite – Fracture
* Pivot point – Steve – He is really trying to get ship A profitable and going in the right direction. He really wants to see it happen but we honestly don’t have the money.
* Origin story of the adilas ship A story – MSAI was funding Brandon and everybody else was still being paid from MSAI
* Steve – I kinda wanted to get out of the way
* Brandon – 10 hours to ship A – All other time with be Adilas Lite
* Lite – light – agile – slimmed down version
* Steve had some questions
* Cory was talking about the plan – prototyping and making the real plan (full blueprints) -
* Ship A is the working prototype
* Wayne – He came up with the adilas lite term – We have a number of customers and many of them only use certain pieces of the system. In the future, they may use more.
* Focus and building something that meets their needs
* Cory – Who is going to pay for ship B? How can we excite the investors.
* Wayne – Not everything is going perfectly on ship A
* John – We want to make a better ship that can go into the future for adilas as a whole – bringing things up to the best level that we can
* Ship A was started in 2001. It has been through many versions through the years.
* Stability of the servers and the code – a big part of why we want to move to ship B.
* Cory – How do we get money for ship B? That is super important. This is the current focus. The rest (for now) is prototyping and prep work.
* Wayne – Ship A is getting harder to keep adding and adding new features (backend, frontend, etc.) – We have a great team.
* Wayne really wants reliability – clustering – potential
* John – Talking about ship A as a working prototype that has made millions
* Pitching something that has already been a success
* Wayne – What is the plan? It’s a little fuzzy. – The whole meal deal – tech, frontend, etc.
* Shari O. – White label
* Steve – He is offering 20% that is up for sale to help fund part of this project. He would love to see a return as soon as possible.
* Brandon will help support up to 40% of the SBA loan for $500K, regardless of what percentage he (Brandon) ends up with.
* Shari O. – What about what Wayne was working on? Is that part of ship A, B, or ?
  + Wayne – He is out actively working on the prototype – just R&D with a purpose right now. It is real.
* Cory – interested to see the plan
* John – In short, ship A could use some work. Ship B will take some time but has huge potential. John will work with Wayne on some of the framework stuff. Dependencies and getting those taken away. Working towards a working demo of what we can do and what it will look like. Building towards the future.
* Alan – Big dreams – how can we sell this thing? What are the blockades? How quick can we get to $25K reoccurring for ship B? Industry specific and lite (light). Each world is different.
* Bryan – Excited to see what is going on
* Michael – Curious to see where it goes.
* Aspen – It will get clearer… we promise.
* John – Communication is key

After the meeting

* Alan – marketing and building in sales and options from the get go. We can add on things later on but we need that new core to be super stable. There will still be a lot of just in time project management. Research and talking to people. Trim it down and make it presentable.
* John – There is a disconnect between sales and the developers – it would be nice to get feedback from the clients.
* Market research – where do we want to jump into? Manufacturing or POS or whatever? Find the sweet spot.
* Wayne – Not just can we do it? How we do it is super important as well. Get the underpinnings setup correctly. Everybody has their strengths.
* Alan – Make everything data driven… everything… the page loops through the virtual settings (object) and just builds itself.
* Cookie cutters – then let them tweak it from there.
* John – Prepping for the demo to show our team what we are working on.
* Alan – He really wants to be involved with the requirements and such on some of the planning. Risk mitigation planning.
* We will make a plan and a schedule to help do some specific planning.
* Wayne, John, Alan, and Brandon may need to do some meetings.
* Defining the roles – working as a team – style guide and then enforce it.
* Communication, documentation, and then making sure that it really happens.
* The plan is for the features and how it will work. There will be other plans that deal with all kinds of other topics (some people may not need to see these other plans).
* Meet and document things from the get go – request from John
* There may be some options with Ortus Solutions – even doing some code review with them and harnessing other resources. They could be hired to help with the build out. Tons of options.