* We have put a bunch of code on the shelf... That hurts... This is tied to funding, teams vs individuals, project managements or lack thereof, and priorities. If the funding was there, we could do so much more. Including cross training, standards, marketing, etc. Lots of our guys would like to do more than just code. We would really like to use some strategic small teams and sprints.

Reply

* A blue circle with a triangle in the center

  Description automatically generated108

Brandon Moore

1 hour ago

It may look and sound cool but sometimes there are hidden bugs and/or features that can bite you in the butt. Market research and trying to listen to our clients. Sometimes it is better to be just behind the bleeding edge vs on the bleeding edge. We need to consider marketing, code, servers, databases, hosting, backup, etc. Where do we want to play - ideally find the sweet spot and play there. That sweet spot keeps moving as well, plan for that.

Reply

* 107

Brandon Moore

1 hour ago (edited)

Lots of questions here - go fast and focus your efforts or go slower and really go deep and knock it out? Are we talking time to market on coding? projects? funding? products? services? plans? etc. It can get deep. Sometimes the theory is good but it may not have been built with a certain scale or other variable factors built in. It all comes back to time to market. Just being silly here - but we almost play the game in a building frenzy type mode... We just push and push and push and don't market anything. We may need to slowdown and really try to sell what we making and building. Ads, billboards, ad campaigns, social media, radio, TV, YouTube, banner ads, company vehicles, etc. Currently, we do some word of mouth and that's about it. This may require more budgets and managing those campaigns and budgets but it could really pay off in the long run. This may not go here, but we could outsource some of the pieces. There are pros and cons to both ways. If we are in there deep, we know it. That does take time and resources but we can virtually kick the tires and really make sure we get what we want. We are in an interesting place - we are a legacy start-up. Currently, we are allowing our guys to work on both ship A and ship B. We may need to setup some standards and some rules. ROI - return on investment - how quick or how long are we willing to wait to get this ROI? MVP levels, prototyping, and quick test files. This may help us decide where we want to go and/or jump. We need to play the game in order to really know what it will take.

Reply

* 106

Brandon Moore

2 hours ago (edited)

On the front lines, this is a huge threat. Other companies can make it look like it does all kinds of stuff by mixing a number of existing pieces. It looks super awesome at the sales level. Then later on, when you want everything to really go full circle, you end up with problems because it is not all fully integrated. You need a full system for that. We sometime lose out on the sales side, they can make it look easy and powerful without doing much more than blending it together. John was saying, this is a strength for us, a weakness, an opportunity, and a threat. Depends on how you look at it. How do you show a simple, powerful, and pretty system that is as vast as adilas (fracture)? That gets really tough. Currently, our system feels big - massive or overwhelming system. We need a way to dumb this thing way down or put a bunch of it behind a curtain. We need the power and full capabilities, we just need a way to present it in smaller bite sized pieces. Once again, a big plug for fracture and where we are heading. We need to use technologies wisely. You can get in trouble if you use libraries that are dependent on other libraries. If we can control those pieces better, it actually makes us faster and more nimble in the future. Be careful of some of the code dependencies. If it is not easy to change it, we may want to look into not using it or coming up with other options. Things keep changing, assume that it will keep going and changing! John and I were talking about data driven pages. We put everything into the database and then have the pages pull and show what it needs to. Keep it really simple. Think - everything needs to be data driven. The actual pages (GUI or UI/UX) just loop over data and show what they need to. Everything is fully data driven. One other little thought, dealing with CSS and themes - we could just make our own and then standardize all of our pages to use our own CSS and themes. If something changes, no problem, it is already built in to cascade those changes.

Reply

* 105

Brandon Moore

2 hours ago (edited)

Threat on multiple levels. Training time, burnout levels, new guys (full time needs and expectations) vs older guys (semi-retired or self sufficient - not fully reliant on adilas funding). Certain pieces need to be built in... They can't be maybe's. It cost a certain amount to really play the game. Some of the pieces need to be built in to the cost of doing business. We have certain mission critical departments that need to be fully staffed, all the time. Communication lines need to be setup as well. On call stuff - if we need them, we need to give them authorization to still handle the extra stuff. Basically, a flex number of hours that are part of the budget. Contingency plan stuff. Make it part of the budget. We need some savings and a cash buffer to help if anything goes crazy. Speaking about budgets, we need to charge our clients enough to meet all of the needs and costs. Plan in savings, emergency, growth, maintenance, etc. We like to cater to the little guys. They don't always pay the bills. We have to figure out a good mix. John likes to say - not all business is good business. We are semi independent co-owners. There is a small cross over between co-owners and employees. We need to look at who does what, what hours or time commitments, and who is controlling all of that. We are called co-owners but sometimes it feels like a hybrid employee type relationship. Co-owners need to be compensated enough to cover their needs. There are all kinds of other costs to play that game. Health insurance, benefits, taxes, computers, software, paid time off, rent/office space, Internet, gas, holiday pay, overtime, etc. Tax laws keep changing - there were a bunch of expenses that may no longer be covered as a write-off. The co-owner ends up eating those costs. All of these things need to be taken into consideration.

Reply

* A blue circle with a triangle in the center

  Description automatically generated104

Brandon Moore

Jul 18

* Threat on multiple levels. Training time, burnout levels, new guys vs older guys (semi-retired or self sufficient). Certain pieces need to be built in... They can't be maybe's. It cost a certain amount to really play the game.

Reply

* 104

Brandon Moore

1 hour ago

The look and feel are soooo subjective... Everybody has a different idea of what is nice, cool, hip, stylish, and what not. We really want to allow our users all kinds of options for look and feel. Either presets, settings per corp, settings per user, and even future custom CSS themes (data driven from the database vs hardcoded on the screen). We would like to upgrade to Bootstrap 5. Currently on Bootstrap 3. We also want to build as much as possible that we fully control and don't require any other dependencies.

Reply

* 103

Brandon Moore

1 hour ago

John was saying that once we get a bunch of this stuff done, we need to circle back around and show ways to improve and/or get rid of some of these pieces. They still exist, just what is our plans and how can we alter things to make it better and better.

Reply

* 102

Brandon Moore

1 hour ago

These are the giants. They could dump tons of money into the same space where we live. Event if our products are superior to theirs, our clients or potential customers tend to trust these bigger players more quickly. Ideally, if they (these big dogs) really started pushing on what we do. We would hope that the tide rises all boats, and they would basically be helping us out by educating the public to what we offer. We just don't have the compacity to keep up with the big dogs. We are only able to run as fast as we can go. The way our code is built, it take time to make massive or global changes. We are heading to a more object oriented type model and creating real distinction between backend, frontend, logic, services, database access, etc. That should really help speed things up for future changes.

Reply

* 101

Brandon Moore

1 hour ago

This is a pro and a con. We save hundreds of thousands of dollars by doing this every year. On the treat side of things, we don't have full and total control. If something happens at the data center, we may not know about it and can't do anything about it. If the data center gets hit with a natural disaster, DDOS attack, power issues, Internet and pipeline issues, or whatever, we are at their mercy. Even if we have the bat phone for emergency calls - we can't guarantee that they will pick up and/or be able to help us. We have tied paying more for certain services (top tier or white glove stuff) and that has only been marginally successful. As a matter of fact, we recently stopped the current service due to lack of priority attention when it was really needed. Communication has also been a huge issue. We want to know what is going on, no one tells us, our clients get upset, and when all is said and done, we look bad, even if it was completely out of our hands.

Reply

* 100

Brandon Moore

1 hour ago (edited)

This is a constant threat. It could happen from any place, any person, any size, automated, manual, mixed, etc. Our sites and servers are under attack every day, every hour. There are even things upstream of us that have shut us down. We get SQL injections, XXS - cross site scripting, network (DDOS) type attaches. We have some monitors in place to help us know how things are going and flowing but someone needs to watch and manage those pieces. PCI compliance for merchant processing and credit card transactions. We offer all kinds of payment options - carts, in person, ecommerce, pay after the fact, automated billing, etc. Email threats, phishing, SPAM, spoofs, viruses, trojans, etc.

Reply

* 99

Brandon Moore

2 hours ago

Similar to the above. Things change and we have no knowledge of that until our clients tell us or a third party solution get back with us and says that something is not working anymore. We tend to build and then let go. We don't have anything in place for routine maintenance or updates. There is no contract and no expectations. They may assume that we will do the work for free to keep things up to date. We may need to charge a monthly fee for this (3rd party solutions) and Metrc/Bio Track type solutions. If they are using some of these heavy maintenance and compliance type solutions, we need to charge for that. Otherwise we take it on the chops. Pay to play!

Reply

* 98

Brandon Moore

2 hours ago (edited)

Once again, no one is really watching for this. We tend to get caught with our pants down. Then we scramble to get things fixed. We really need someone to help watch out for this and stay on top of it. This may be someone who is not a developer but who could let the developers know that something is coming and/or needed. Basically a compliance officer or something like that. That would really help.

Reply

* 97

Brandon Moore

2 hours ago

Metrc - They keep chaning things all the time. It takes a fulltime person(s) to keep up with that. If they change and we don't follow, our clients could be out of compliance. Payroll - This requires annual updates and changes, every year. Things could also change mid year. Often our clients end up letting us know right now. We have federal, state taxes, and documents and forms that need to be done and maintained every year. One other thing to note about payroll is that there are thousands of lines of code and it's not really something that just anyone could jump into. There is some specific flow, tables, values, and options. It's huge. Ecommerce and taxes - states, cities, and counties keep changing their tax rates. No big deal, we push that on to the user and they maintain that through location and tax settings. If could get really funky if and when new tax rules come out where online sales require you to tax based on where the person lives (not our tax rates - known - but the customer's tax rates - unknown). That could be really crazy! It seems like you need a small team to keep up with all of the unsolicited maintenance that is required. Once again, once the developers know what to do, they can do it. If you took a new developer and dumped them in to it, they would be lost for hours before being able to do much. Maintenance is a huge thing and big part of the puzzle. Most developers don't like to do maintenance. They like to build and create. Maintenance feels like drudgery or pulling teeth.

Reply

* 96

Brandon Moore

Jul 11

This is an option. We don't have to exercise this opportunity. We want to be careful there but there are options. We want to watch out and protect each other as well. We have spent time, money, blood, and sweat on this company. We want to protect those assets. Inviting others in has some advantages but there are some risks as well. Think it out, plan it out, and get feedback from the rest of the team (co-owners). There are some on the team that don't want anything to do with this option. They like the smaller more family like feel.

Reply

* 95

Brandon Moore

Jul 11 (edited)

API's for everything - play at the wall. This is huge and we want to build out everything in an API socket or API endpoint. We will be able to turn them on/off and then use them both internally or externally. By way of an opportunity, if we open up the API sockets or endpoints, that allows all kinds of other outside developers to build out code, interfaces, and sites or widgets that play with adilas data. Once again, each corporation will have to turn things on/off, but it opens up huge opportunities. Even with what we currently have, there is a company called FlyHi that built out an awesome project using adilas API endpoints. Here is a video link to show some of what they did - <https://www.adilascontent.biz/videos/adilas_flyhi_demo_sept_2021.mp4>

Reply

* 94

Brandon Moore

Jul 11 (edited)

One, if they can configure what they are seeing (permissions and settings) it will be smaller and more manageable. Two, if we allow for an education mode to be virtually turned on/off, that could be huge. Currently is hardcoded. How cool would it be if we allowed it to be dynamic or data driven. Also, if a company wants to change certain things, for their company, we could allow that. We would love to see short and concise videos for each section. This could be on the marketing side (sales) or on the user side for just in time training. Along with those tiny videos (laser focused) we will need a way to search those video clips and see the overarching organization and layout (table of contents of the video clips). Adilas university, to a whole new level. Able to hire new employees/workers and get them trained quickly. Internally, if a developer needs to learn something, they could use the same video clips to learn what to do and/or how a section works or interacts with another section. Testing and levels of certification (if needed). That could be cool to track as well. Including allowing each company to setup requirements and then monitor progress and completion. Clear out to the HR level if needed. Allow for industry specific training and certification - this is just another marketable service. Training and education is huge for us and for our clients. John and I had a discussion about standards and conventions - for training. We tend to blast things out quickly to help us move along. Then, depending on funding, we sometimes aren't able to cirlcle back around to really make those things tight, solid, and professional level. We need to be profitable, earning more than we are burning. This applies to training videos as well. Sometimes we are so worried about building or pioneering a path that we get lost and don't end up circling them back around. If we build it into the plan, then we can knock it out of the park from the get go. Good plans and then following those plans makes sense (cents and dollars - being silly). John and I were talking about some needed internal training courses and events for our developers. John did the last training session and we had requests for other courses and classes such as: Future Training Session Ideas - Cfscript - Javascript/JQuery - Back End (Models, Services, DAOs) - API's - Internal API sockets and external API sockets - Ajax - Testing - Custom CSS & Print CSS

Reply

* 93

Brandon Moore

Jul 11

Make sure that all of our database tables are fully related (correctly and properly) as well as defining where things go and connect to. This is huge. If we are in there redesigning things, we can take and spend the time to also include some data warehousing type functions to get the aggregated data, right from the start. On the adilas value add-on core model - The entire level 4 ring is the BI or business intellegence part of the model. All kinds of aggregates. This includes totals, counts, sums, averages, mins, maxes, etc. <https://data0.adilas.biz/adilas_for_business/images/photo_gallery/ideas_plans/value_add_on_core_model.jpg> We could then display all of that data, dashboard style or accessed through simple AJAX calls or data drill-downs.

Reply

* 92

Brandon Moore

Jul 11 (edited)

This doesn't even have to be deep backend adilas stuff. We could build simple websites for people. Almost brochure level sites for our clients, other people, etc. If they need it, we could tie it into adilas but that is not required. We have a full design and dev shop, why not use that as a service that people could pay for. Adilas creates byproducts - that could web sites, consulting, marking opportunities, project management, data entry, bank reconciliation, hosting, IT, compliance, oversite, etc. All billable professional services. See this adilas marketplace link for some fun ideas... this is just scratching the surface. <https://data0.adilas.biz/adilas_for_business/adilas_market.cfm> Just because we offer it, doesn't mean that people will bite. We have to push it and market it. We offer tons of services, reoccurring, one off's, custom, just in time, etc. Word of mouth is great. We could also supplement that and really push the services - all part of SaaS (software as a service). Maybe focus on both parts - the software and the services. Adilas creates all kinds of byproducts. Harness those pieces.

Reply

* 91

Brandon Moore

Jul 11 (edited)

I love it! Let's do it! We have an opportunity to take all of the information that is spread throughout the entire application and bring it into one centralized location or place. We have tons of great info and content. Table of contents - master level list Style guide, code conventions, date conventions, almost to the OCD level. Be able to read your code and others need to be able to read your code. Readability - Consistency is the key. We will be adding a number of settings, setup standards, and even do some product feedback and market research. Once those standards are set (style guide, conventions, etc.) we need to hold the developers accountable to those standards.

Reply

* 90

Brandon Moore

Jul 11 (edited)

Incentives, budgeting projects and paying according to budget, not necessarily hours. See EOT # 10300 in the shop - <https://data0.adilas.biz/top_secret/time_web_gallery.cfm?corp=748&id=10300> - We want to create plans to help incentivize our players and people with talent. - You get what you pay for - old saying

Reply

* 89

Brandon Moore

Jul 03 (edited)

Boost morale, pay people for what they are worth, and keep good people. Not just increased wages. Also thinking about other benefits, perks, and upgrades. Competitive wages, sick pay, vacation pay, etc. Possible profit sharing options. If we make a better product, it should pay the company more and thus open up some doors to distribute those funds to our guys and gals. A better product deserves a higher price tag. Our pricing model really needs some loving and help. Spend the time to make it correct. We could also checkout Amazon, Adobe, Microsoft, and other bugger fish to help figure out some the pricing options. We will then make it fit into our model.

Reply

* 88

Brandon Moore

Jul 03 (edited)

Figure out the budget so that we can fill those positions. Let's figure out what we want and need and then play and plan accordingly. Roles and responsibilities can and do change. We were talking about a 3-month probation period. We currently, don't have a ton of requirements, expectations, and review processes. Peer reviews, raises, incentives, other perks, etc. How can we help our team to keep pushing and producing? Setup other rules and structure to make all of this possible. Everybody needs to pull their weight and produce.

Reply

* 87

Brandon Moore

Jul 03 (edited)

Make the code base smaller, more dynamic, fully data driven, good quality control, testing, SOP's, standards, structured for growth, sign-offs and requirements. Having the standards and then holding people accountable to those standards. Setting those standards will really help! Where have be done great? Where have we fallen short? Where are we heading? Start, stop, continue - make a plan and then work that plan. Working towards an MVP level product. Even if not finished, show the progress or a progress report. User stories and virtual obstacle course criteria. Trying to layout the vast majority to what is needed, wanted, and required. Also, what options exists, settings, permissions, and cause and effect flow stuff. On the development side, we have developers who are developing on a system that they have never used. That has been an issue and sometimes shortcuts the vision or how everything plays together. We need our developers to be trained on the system and how it works or how our users use it. Too much information is useless if you can't access it (search it, find it, or even know where to look). Go to one place to find it (all of the connections and sub connections per section). We want to increase the marketing, training, testing, planning, and sign-off processes. John - Once again, not all business is good business. Even if someone pays for something, do we have to jump and take that bait or build out that product/feature? We have a few pieces that are only a certain percentage complete. We'd like to really finish things up, see them all the way through, and have enough to keep supporting and maintaining them. Yes, we can, but should we? Good questions. Get things done and across the finish line. Then go to the next.

Reply

* 86

Brandon Moore

Jul 03

The current system is huge. We could get the main core finished and done and take away any of the bloatware or extra stuff. We could also do smaller MVP's such as employee timeclocks, project timeclockes, simple POS systems, simple CRM functionality, etc. Because we are somewhat starting from scratch... We know what the current sytem does and has, so... what do we want and need for an MVP? We can leave the other stuff out for good or add it back in as needed. MVP isn't just minimal viable product, it could be minimal viable plan, person, etc. Those are important as well. MVT - minimal viable team - We know we need marking, a decision maker, and enough people to support and build this product. What is that team size or roles that need to be addresses? What about board meetings? Keeping everybody on the same page. Setup and have a monthly meeting so that everybody knows where we are at and how things are proceeding. This could be paid or non-paid. If you are a co-owner, you need to be there. We have an agenda and cover basic things. Strengthen those communication channels and let everybody know what is going on and where things are going. Focus on the key big pieces of what is going on with the company.

Reply

* 85

Brandon Moore

Jul 03

We would love to see this... Similar to the movie or video game hype - small teasers - people are already sold on what it will be. This marketing pieces has been hugely missing in all previous builds. We build and then move right on to the next project, feature, or whatever. We have never really marketed this product. Mostly word of mouth, thus far. We would love for it to gain some hype and then really deliver on that hype. We would like to spend enough money on marketing to really make it happen. We could dedicate more resources, pitching things as they get planned or coming down the pipelines, etc. Because it is not yet built, we could market it even more than something that already exists (in some ways). Pitch the pitch, get great feedback, keep improving the actual product. Feedback is another huge part of marketing. We do a lot of idea farming and trying to listen to our clients. We'd love to take that to the next level. We are planning on getting some funding as well. Marketing will be getting them to buy in even before the actual product is finished. We would love to have someone or multiple people, just dedicated to the marketing, campaigns, and then checking on ROI from those plans and campaigns.

Reply

* 84

Brandon Moore

Jul 03 (edited)

This is what inspires our developers and co-owners. A system is a system, but a dream is worth following and supporting. When we first started, we didn't worry about the tech, we built towards the dream and said, we'll figure out the tech either along the way or as it is needed. Build towards the dream! Brandon has been keeping the developer's notebook to help keep the dream alive. That is the motivation behind that part of the application. Wouldn't it be cool if we could expose a digital blog, journal, or simple forum for all of our end users. This is what keeps us all going - we see the potential and also see the progress towards that. That is awesome!

Reply

* 83

Brandon Moore

Jul 03

Big value here. If we can really get an expert, in a certain field, to help us build it out for that industry, we can hit a homerun. This is worth spending money and time and resources on. From John - Mine the miners, not the mine. Playing the one off, be the bank, the store, the hotel, the dinner. They sometimes did better than the actual miners. All miners needed those services. Mine the miners. Idea - It would be super cool to set it up so that we had a series of industry level experts that we worked with. Each one could basically either have or help us setup a new industry specific skin or white label solution. That would be awesome. We would welcome all kinds of relationships and even outside entities to play this game.

Reply

* 82

Brandon Moore

Jul 03 (edited)

This could be code, servers, settings, permissions, testing, validation (client side and server side), API sockets, etc. We have been working on this for over 20 years. We have learned a lot of lessons from the past. If we could conquer this, that would be awesome! What is in the core? What is really needed? We have a lot of bloat (excess stuff), do we really need that? Let's build out the first or biggest priorities and then see what else if needed. For example: The trucking homepage, the google calendar interface, other super specialized parts of the system. Build out the main core, start selling it (the system), and then build on more as needs arise. Build it out with full testing, validation, documentation, settings, permissions, education, etc. Basically put it to bed so that we know it is fully done and fully built out. We are looking at some frameworks that may help with standards, coding, debugging, and basic pre-set standards.

Reply

* 81

Brandon Moore

Jul 03

We would love to help each industry play the game as they need to. We already do a bunch of this. Ideally, we would love to offer possible white label options. From John - Not all business is good business We, as a company, under valuate our product. We work really hard for the sale but we don't really capitalize on those products and features that help our clients. On the new fracture or adilas lite build out, we are going to take every section and say - Do you want this? If yes, what parts and pieces do you want? How will it all play together? Hide everything that is not needed (right now). Everything is there, it just may be dormant or hidden. It is still fully there and ready. That is huge! They get the whole thing without paying an extra cost. There are some exceptions but for the most part, they get the whole meal deal. One of the levels on the value add-on core model is the industry specific skins. See this image to help show that level. (level 3). <https://data0.adilas.biz/adilas_for_business/images/photo_gallery/ideas_plans/value_add_on_core_model.jpg>

Reply

* 80

Brandon Moore

Jul 03

We already have a full proof of concept - This is a multi-decade proof of concept. This proof of concept has already generated close to $8 million in revenue. That is awesome! We can back up what we are pitching and selling. We have a working prototype of every piece we are trying to do. here are some fun ideas for financial products that we could offer. <https://data0.adilas.biz/top_secret/time_web_gallery.cfm?corp=748&id=10235> People get excited when they see opportunity. When they see that we are already doing it, that really helps. Way past ideas or dreams on paper. We've already made it work in the current version.

Reply

* 79

Brandon Moore

Jul 03

We are not entirely a core for profit company. We love helping people and businesses. Most of adilas has been built off of trying to solve a need or fix a problem. We have gone above and beyond to help our clients with their needs, requests, training, staffing, etc. We've added features, changed things, and hopefully do a great job listening to what they are wanting and asking for. We are willing to travel, meet with, and take the input that others are willing to pass our way. We want to help people succeed and by using our product, we have helped a ton of people and companies.

Reply

* 78

Brandon Moore

Jul 03

We are creating a dream. We are dreaming it up, wiring it up , and making it happen. Less trying to keep up with competition, just doing our own thing. There is a weakness to that as well, meaning we don't even know what are competitors are doing. We are really pioneering our own path and making our own products. We do get some requests or other outside influences but often, we are on an island of our own.

Reply

* 77

Brandon Moore

Jun 27 (edited)

We've already paid for it. We don't have any bad feelings, like where someone is not willing to give it to us. We just haven't asked (been running too fast). It needs to be centralized. It needs to be stated up front that all authoring files, XD, Illustrator, PhotoShop, etc. need to be sent over to us for organization and storage of those assets. We do have some info on the non-compete doc and we will revisit it and make it tighter. We need to get the assets as they get built and/or created. After the fact, they, our guys/gals, don't have any motivation to give up those assets after the fact. We need it to be part of the project and project management. Possibly holding payment until the assets are delivered and categorized. We need the originals (authoring files with layers and workable parts). The final product is great, but we actually need the originals as well. We have been talking about other developers and designers... We also need to get files from Brandon. He has thousands of files and original authoring files.

Reply

* 76

Brandon Moore

Jun 27

We are really hoping to show our existing product as a fully working prototype. That is huge. We could sell part of the existing company. We could build new companies and get capital that way. We could use VC's (venture capitalist) or private equity or angel investors. We could get a loan (not our intent, but it could work). We could increase sales of the existing model to fund the newer version. We have some other ideas on financial products that we could offer on element of time # 10235 in the shop. <https://data0.adilas.biz/top_secret/time_web_gallery.cfm?corp=748&id=10235>

Reply

* 75

Brandon Moore

Jun 27

We've been at this for over 20+ years. We've built pieces, fixed pieces, refined pieces, invented pieces, etc. The current platform is very stable and is used on a daily basis by tons of users from different industries. With the upcoming fracture build out, we have a list of all of the lessons learned, what to improve, what to enhance, etc. We will roll all of that info and knowledge into the next full version. We have a concept called the value add-on core that takes a transactional core (similar to what exists now) and then adding on other layers on top of that, including business intelligence (BI) levels. This takes the transactional core data and aggregates that data so that it is quick and avaiable for stats, counts, sums, totals, maxes, mins, averages, etc. We can then take that info and data and use it as a faster version of the underlying transactional pieces. If the user wants, they can do a drill-down to deeper and deeper levels to get at the underlying real numbers and data.

Reply

* 74

Brandon Moore

Jun 27 (edited)

Similar to what has been covered above. It really is an all in one solution. If we don't have it, let's work together and add it or tweak it out so that it works as needed. Once we have the main core done and finished, we could add on almost anything fairly easily. There is some pain for companies that have to mix and blend tons of different systems. They have to double, triple, enter data, possible user errors, certain things don't talk to other programs, they have to export and import tons of data. Everything isn't in the same place. They are paying multiple bills, and the list goes on. This is super common. Most businesses use between 4-10 different systems to get the numbers, values, and output that they want. If a company is audited, we can shine, the whole story is on display and all of the pieces connect together. This is called digital storytelling. World building - cool concept and super powerful - you have to have the whole system in order to play that game.

Reply

* 73

Brandon Moore

Jun 27

Currently our pricing is so low, it has room to go up. Sometimes that is tough, but most of our clients know that they are getting a seal of a deal. With where we are heading, we are planning on doing a number of different pricing tiers based on usage ranges. We are planning on having a free version, basic, standard, pro, and enterprise. Along with the new levels, we will also offer options for hosing plans such as shared hosting, semi-dedicated hosting, dedicated hosting, and clustered environments. We plan on offering certain features based on the plans and levels. We will also include options for storage levels and overall footprint of each world or corporation. Depending on the clients and their needs, we would like to offer other services that will help support them. This could be compliance, oversite, consulting, data entry, training, custom code, design work, etc. We will also be offering white labeling options where they (the other companies) get to control their pricing and we get part of the based on negations and agreements.

Reply

* 72

Brandon Moore

Jun 27

We get requests everyday for new features. We've had people tell us, if you could just do this and that (we have it all written down) this would be amazing. We've had almost 100 of our clients use our products for over 10 years. For example: 1 invoice per month, times 12 months, times 10 years >> clients have over 120+ invoices with us. Some of our clients have paid over $300,000 to use our products. We've had requests to do white labels and offer our products and services under a different name. The common solutions out there, right now, are not fully integrated systems. They are what are called a "mashup" which means that they mix and blend 4-10 different products together to make an output and/or product. We are a true system, where things interact, flow from level to level, and from piece to piece. We have 12 main player groups and 12 main business functions that all work together. <https://news.adilas.biz/sales-gallery/bf-index.html> - 12 business functions <https://news.adilas.biz/sales-gallery/ap-index.html> - 12 system players

Reply

* 71

Brandon Moore

Jun 27

Currently, we have it fully working... Now that we know what it needs to do, as well as what we want it to do, we can make it more efficient. Less cost, more modern, faster, based off of agreed upon standards, full documentation, testing built-in, and a plan for where we are heading. Exciting! Possibly work off of one or more frameworks. Options for backend code, API sockets, and even frontend code. Less copy and pasting of code. More use of API's, services, DAO's (database access objects), functions, validation routines, special includes, etc. Full MVC (model, view, controller) and object oriented code set. New themes, less outside dependencies, stable asset management, etc.

Reply

* 70

Brandon Moore

Jun 27 (edited)

We have hundreds of settings. We have settings at multiple levels. Corp (world), group (12 main players), page level settings, and user level settings. With our upcoming fracture project, we plan on doing even more settings and making everything data driven. As little hardcoded text or verbiage as possible. Even making help files, SOP's, and other flowchart (wireframe) documents dynamic and per corporation. We want every table in our database to have field level settings. This deals with things like naming, aliases, show/hide, sort order, special instructions, maxes, mins, rules, defaults, etc. Along with settings, we also deal with permissions and soon to be sub permissions. A sub permission deals with the functionality within a single permission. For example: We have a permission called basic invoices. It allows for new shopping carts, creating the invoices, printing inovices, taking payments, and small edits. The sub permission level would take all of those underlying sub functions and make them available as permissions as well. Can they edit, void, see other salesperson's invoices, see costs, profit, etc. The other thing that we are seeing that plays into this realm is templates or preset rules and instructions. Once they are set, or we have an example, we can have the computer/server/application play along and use those pieces as a basis for other decisions.

Reply

* 69

Brandon Moore

Jun 27

SaaS - spelling - for software as a service Definitely a marketing plug and push. We can tell them and we can show them. Willing to keep building and staying current. We would love to see the salespeople go around and get that business. Here are a few industries that are fairly regulated. Firearms, alcohol, cannabis, etc. We are willing to take on others as needed.

Reply

* 68

Brandon Moore

Jun 26

See number 67 for some other server things. There is a need for communication for when clients come on (new accounts and how big they are) and when clients leave a system (clients who stop using our services). The server guys don't know that information right now.

Reply

* 67

Brandon Moore

Jun 26

We want this... Currently, the system was built without clustering in mind. We just need to change a few things in order to really be able to do this. We are spending way too much money on servers and server administration. It would be nice to be able auto load balance and auto spin things up/down as needed. We are at the mercy of the hosting companies. Our servers are going to be attacked, that's just part of being a server on the web. We share space with government, schools, businesses, private, recreation, etc. Mirrors and regional redundancy - where is the data located? How quickly can you get over to those other servers? Uptime and reliability issues. Our clients range from small to big. As they get bigger, they have bigger and bigger demands and requirements. We need to be able to flex up and down based on traffic and clients per server. Where are extra files stored? How does that paly into clustering?

Reply

* A blue circle with a triangle in the center

  Description automatically generated66

Brandon Moore

Jun 26 (edited)

Maybe a lack of training. We built this from a small system to a huge multi-tenant application. We tend to cram too much data into a single table (multi use). Possible data schema per client (per corp). Getting someone to really help be the database administrator role. Review, approvals, plans, etc. Standards, structure, communication, and reviews/approvals. We also need public/internal records of what is going on and how everything fits together.

Reply

* 65

Brandon Moore

Jun 26 (edited)

When the system was first built, testing was only done by the developer on the project. As things get bigger, there is no way to remember what was tested, what to test, and how it did. The testing also flows into what else touches other parts of the system. Backend testing, frontend testing, and QC (quality control) and/or adilas super users (really use the product under different circumstances). Just a thought - if we had a plan that had a list of requirements, that would help with the testing specs, logic, decisions, and flow. It would help to define some standards and then fully play along those lines.

Reply

* 64

Brandon Moore

Jun 26 (edited)

We have tons of stuff... We just need to keep working on centralizing that data and then being able to search it, pull from it, and really use it. Currently, it is kinda spread out. It's there, just not all together which causes problems - time, energy, communications, clarity, etc. It would be nice if everything had it's place - like a well organized shop or garage. We have media/content, images, scans, developer's notebook, help files, raw files, code resources, etc. Time spent learning - some of our guys don't feel comfortable charging for things that they don't know but how do you learn it in order to be efficient? It would be awesome if we built in some time for training, experimenting, research, documentation, etc. Nobody likes to do free work on the system. This is from Wayne, but there is the work to get the work, the work before the work, the work, the work in between the work, the work after the work, and you get the idea. We need to plan for all of those pieces. There are a lot of settings, all over the place. Once again, too much data and information and it gets hard to find all of the pieces. Because we are not super organized (pre set or fully planned out) our application tends to have that same feel. Big companies spend big money to get their people all up to speed before they are allowed to really run with their responsibilities. They must see a value in that vs the money that gets spent to fix things after the fact.

Reply

* 63

Brandon Moore

Jun 26 (edited)

Some of the most successful tech companies have the motto of - in order to be the best, you have to have the best - thus the competitive wages and benefits. This goes for developers, server/IT guys, marketing, project management, sales, tech support, admin/executives, etc. Just ideas... Take the monthly revenue and setup auto or reoccurring actions to put monies into savings, contingency plans, and co-owner distributions. Rates and percentages, and timing yet to be determined. Make some plans and then make it happen. John and I talked about education levels, high level skills, demand of/for those skills, available time, commitment levels, etc. What about setting standards for pay rates and/or salaries. We may need to set certain roles and specs per role. We then hire and/or place within those roles. We need a bit more structure. We may need to look at education levels, degrees, schooling. We also need to look at experience levels. We also need to look at relevance and other factors. If we have tons of turn over, we have to retain, retain, retain. That costs a lot of money and time. We've lost a few great people because they got better offers, options, salaries, benefits, etc.

Reply

* A blue circle with a triangle in the center

  Description automatically generated62

Brandon Moore

Jun 26

Sadly, some of this comes down to money and structure and expectations. We all run as fast as we can right now. No one really thinks about what is coming next or what would happen if I weren't part of the mix.

Reply

* 61

Brandon Moore

Jun 26 (edited)

This goes deep - one the business side, the server side, and the developer (code) level. It also goes for our clients. If they have a master power user and they leave, die, or get fired - the company is now in a tight spot. Some of the options for our clients - We take over and train them (with or without funding), they pay for a private consultant/trainer, or they leave us and go to a different product. We have some help files, but we don't really have a good learning environment. We would love to build out and make a thing called adilas university. We have to reverse engineer things. Nobody is locked into a certain role, we all get to make some decisions, but nobody is required to document anything and/or communicate to the other team members. We are literally all on our own little islands. It might be cool to help our clients build their own SOP (standard operating procedures) and/or help files. Currently, those are all on the side and not built in to the system.

Reply

* 60

Brandon Moore

Jun 26

John would really like to see the morning meetings come back - to help with communication. A good leader, everybody knows what the plan is, small stand-up style reports, and keep it focused. Treat it as a business cost and put someone in charge of it.

Reply

* 59

Brandon Moore

Jun 26

We do a lot of really good things and do things well. There are many places and things that we would like to do better and get a better handle on. The goal is improvement and change. We know that we have some weaknesses, let's see what we can do about them and go from there.

Reply

* 58

Brandon Moore

Jun 26

Money could really help us make better plans, dedicate people on certain tasks, put away a savings, and be able to roll better off of a cushion vs the just in time revenue model. Possible price increases, more sales, offer more services, debt, venture capital, investments, etc. We've done a great job getting it to here... it feels like it needs to change in order to get bigger. This is from a meeting with a business consultant - We were talking about disfunctions and trying to reinvent the wheel on different topics. Jonathan (the consultant) was using a word that kept hitting me in the face. It was "rejecting", meaning rejecting or not allowing certain primary functions to take place or do their jobs... We talked about rejecting structure, rejecting responsibility, rejecting proper pricing configuration, rejecting executive time management, and rejecting a coherent form (what, who are we).

Reply

* 57

Brandon Moore

Jun 26

This makes it really hard to budget and really set hard standards. This has affected teams, projects, future development, and often keeps the developer's on edge - the unknown. It often adds a strain on some of the services that we need internally to function as a business. Wage increases, bonuses, and even hours that are allowed and/or promised. One thing that we do is put whatever we can back into the system. That is awesome, but we don't really know how deep some of things are and everything just happens just in time. There are pros and cons to that. As a result, we've had to run slim at times. We try to stay minimum on the debt. Hard to market this product and really sustain it. The budgets are too weak and/or not sustained or planned out.

Reply

* 56

Brandon Moore

Jun 26

We can be super quick and nimble, but... that has bitten us before as well. Whether it is something doesn't fully get planned out, nobody knows how it gets connected to the whole, or we have different developers working on different pieces without proper communications. We end up spending a lot of time and money going back and saying, not quite right... Let's try this or that. We end up reworking things and sometimes totally missing the mark. We tend to build code that is needed, then reused, copy and paste style vs being in a nice function or method. Often we get a good one-liner - do x or y. We then have to plan it, get code resources, build it, test it, and deploy it. All off of a single one-liner. It makes better developers but it tends to cost a lot. Also, instead of breaking things into smaller pieces, we tend to give a big project to a single developer. That person is then booked or virtually taken for weeks and months on end. We have seen some burnout issues because of the lack of planning and super long development cycles - projects that never end or have no bounds set on them.

Reply

* 55

Brandon Moore

Jun 26

This is a strength and a weakness. Sometimes our customers really take advantage of us. Tech support becomes training without any fees or monetary switches. It can put strain on our tech support. It also makes us develop with more settings as not everyone will want a certain feature and/or will even use it. We end up building a foundation based off of permissions, settings, and templates. Many times we get compared to big, big, big boys in the market - IBM, Apple, Google, Amazon, Microsoft, etc. It is good that they want stuff and are using our products. It becomes a pain when we get forced to comply, without fair compensation.

Reply

* 54

Brandon Moore

Jun 26 (edited)

That is a true story. Also, certain roles haven't been defined and so certain things tend to fall through the cracks. Currently, many of our internal team members wear multiple hats. We did make a graphic called the adilas jelly fish model - with some departments and light corporation structure ideas. It hasn't gone much further than that, as of mid June 2023. Part of our upcoming plan for fracture or adilas lite is to establish a more defined company structure. Based off of the jelly fish model. Here is a link to a document that we did internally - <https://www.adilascontent.biz/top_secret/images/corp748_EA81FBBDE6/pdf/doc_145001_6CEBC78C9D.docx> This limited team also tends to add pain points to our communication channels and cross training.

Reply

* 53

Brandon Moore

Jun 20

There are so many options... maybe we could either do local options, sync up with the web, etc. A full local copy or backup. We could also gain by having someone work with a client and see what they actually need. That would be awesome. Figure it all out so that we could effectively market things.

Reply

* 52

Brandon Moore

Jun 20 (edited)

We have our own verbiage, nomenclature, and vocab. We have the client side. We can start them out slowly and add as they are ready. On the dev side, it gets pretty deep and it's hard to just do a fully standalong project without it touching other pieces of the puzzle. On the marketing and sales side - where do we focus? That is hard to say. Not all of the assets are in one place either - they are all spread out. Just an idea from John - we may need to developer marketing materials for each sub set of system. People and material for POS's, people and material for CRM stuff, ERP stuff, scheduling, payroll, ecommerce, etc. Where is the best attack angle? We may need to do some exploring on this before we just jump. Research and making decisions.

Reply

* 51

Brandon Moore

Jun 20

Change sich to such - This is a pro and a con. Because it is so diverse, certain clients get things that normally they wouldn't have access to. On the reverse, because it is not specific to a certain industry, naming, flow, and having to make do with something that was developed with a different purpose end up being the norm. We are really good at making general tools that can be configured and used in various ways. As far as the 100% complete levels - it might be good to go through each section and talk MVP and what percentage are we done/complete with certain pieces.

Reply

* 50

Brandon Moore

Jun 20

This seems like all three biz, server, and dev topics. Just a general lack of education and training. On the server side, Wayne holds most of those keys. Nobody else knows what to do. Having said that, John is expected to support things without a full knowledge of subject. We may have to find someone who knows it - different subjects and topics. We don't have a list of what we use... We use x, y, and z - we don't really have that list. We all live on our own island, in a way. We only have a few that are full stack developers. The rest of us just fill in and use what we know. Sprints and scrum stuff could help solve this. Most of our current projects are single person projects. Lots of levels - server, backend, database, API sockets, frontend, general devs, tech support, etc. Almost the adilas Jelly Fish model (corporate structure). We tend to develop for a system that we don't use as a normal user. Some of that knowledge exists in or with a few key players.

Reply

* 49

Brandon Moore

Jun 20

We do have things (assets) spread around right now. We could use media/content to gather and organize things. Not only graphics, logos, images, and code - but we also have outside systems, 3rd party tools, and login stuff. Missing some standards and what is used for what. For example: vista print, banners, biz cards, stickers, promo items, etc. It was all done by individuals without us getting all of those pieces back in one place or spot. Training materials, SOP's, shortcuts, code snippets, etc. We are trying to build up the adilas docs and maybe that would be a good spot to put some of this info and data.

Reply

* 48

Brandon Moore

Jun 20 (edited)

We wear a lot of hats. Understaffed.

Reply

* 47

Brandon Moore

Jun 20 (edited)

This comes back to authority and who is making the call (a set or known leader). We prototype things and then just move on. We don't really market our products after we build them. We are builders and just keep going and going. We don't have a lot of sellers or salespersons among us. We may want to change the verbiage. Often we use our existing knowledge and just do it like we always have. What about code standards and keeping that up to date. We don't like to say no. We like saying yes. I'll bet you that we could do that... off we go. We don't really have a true R&D company. We just build it and keep moving. We need market research, market analysis, and other ways of getting relative feedback. John was saying, we do so many different verticals. We almost need market research and feedback per business vertical.

Reply

* 46

Brandon Moore

Jun 20

We get drunk on progression and progress... We don't really get exposed to other competitors and their products. Most of the developers live in a cave. Since touchscreen, things have been changing so fast. Marketing and conventions - seeing what is new and available Budgets make it hard to get around as well. Things can be pretty tight.

Reply

* 45

Brandon Moore

Jun 20

See # 37 - lack of communication channels. Having said that, lots of who do this like it and don't really want to change that.

Reply

* 44

Brandon Moore

Jun 20 (edited)

Some of what we do is deep. That takes time and training. No way around that. In ship B, we would like to hide a lot of this in the future. Based on settings. We use Adobe ColdFusion. That is not being taught in schools. We have to train our developers or help them convert other skills into what is needed. More time and training. If we were starting all over... it may be PHP but we already know CF and it is working. Just talking about options. It seems that a form of JavaScript, CSS, HTML, and SQL are standard across the board.

Reply

* 43

Brandon Moore

Jun 20

This may need to be on the strength side as well. We have a lot of function. We need some more form (look and feel). It hard to do both at the same time. This has been a huge weakness on the sales side of things.

Reply

* 42

Brandon Moore

Jun 20

See # 41. Similar topics.

Reply

* 41

Brandon Moore

Jun 20

It still works... but there may be better ways. Changes get tougher, scale of the application pages (thousands), lots of copy and paste and duplicating of code. DRY - Don't repeat yourself Database structure - unnormalized Mixed - logic and views Naming conventions on CFC's and methods - for example - assets, liabilities, security, search, maintenance, etc. It does really tell us what it is doing. Frameworks and dependencies Deprecated code and libraries Patches and updates - keeping things up to date - pulled from a CDN rather than hosting our own versions.

Reply

* 40

Brandon Moore

Jun 20

This whole thing has been done through word of mouth so far. That only goes so far. It worked great until we started competing with bigger money (big corporations). We don't have a professional person just to do marketing. We've been using who we have and at whatever level they are at. It's been very slim thus far.

Reply

* 39

Brandon Moore

Jun 20 (edited)

See #13 for the strength. Currently, there is no way to do price increases other than manual changes. The price of everything keeps going up. It would be good to set some standards and then play along with that. We get judged hard on this... sometimes we come across as being so cheap, we can't do what we are saying.

Reply

* 38

Brandon Moore

Jun 20

See # 12 for the strengths. Certain industries are in a constant flux and thus require more attention. We are at the mercy of those who are changing things - regs, government, states, etc. If regs change, we could be out of compliance pretty easily. Most of the time our client let us know.

Reply

* 37

Brandon Moore

Jun 20

We have a remote team and certain communications can struggle, at times. Everything isn't broken or bad, but we do struggle some times.

Reply

* 36

Brandon Moore

Jun 20

This applies to our internal team. Maybe add the word internal or other light tweaks.

Reply

* 35

Brandon Moore

Jun 20

Cutting edge can cut both ways. It can cut through barriers but it could also cut us as well. We may have to spin the verbiage a bit to make it say what we want.

Reply

* 34

Brandon Moore

Jun 20

Strength and a threat - the bigger you get and more data you are holding, the bigger target you become as well. On a security level - we do hash sensitive data for storage. At a future point, we would like to take it to a full encryption/decryption protocol.

Reply

* 33

Brandon Moore

Jun 20

This is a strength and a weakness. it is very fast but sometimes the guys need more than just a quick one-liner or an hour with someone who knows what the project is about. John was talking about a triangle of cost, quality, and speed. On the strength side, reword it to say something like nimble and flexible project management. Positive spin on it. On the weakness side, maybe leave it at the just in time level.

Reply

* 32

Brandon Moore

Jun 26 (edited)

Similar to # 30, listen to feedback. We love it when a client asks for something. Sometimes we can't see what they need and it allows them to at least reach out and ask. That tends to start a good discussion. This may be something dealing with custom code and listening to user/client feedback. Maybe group #30, #32, and custom code together on a new line. This tends to generate revenue - yes, we can do that, it will cost x.

Reply

* 31

Brandon Moore

Jun 20

We've been on this project since 2001. We've been around the ball park a few times. We love talking with and working with industry masters. On a different note, we have also seen that power users inside of adilas have really built up a strong expertise in how things work and flow, clear to the accounting side of things.

Reply

* 30

Brandon Moore

Jun 20

Add this to all 3 sections - biz, server, and dev. This is both a threat and a weakness on the dev side. Sometimes it can create a can of worms or we change something and then people want it the way it was. We've had multiple run in with this. It is awesome that we listen, but we have gotten in trouble with it. The main solution has been to add settings and let the settings control changes.

Reply

* 29

Brandon Moore

Jun 13

We have had some that worry about this but most clients really like it. On the down side, we can't count on anything long-term. On the positive side, it help with sales and people feel like they can try it out easier, without committing the farm. Low pressure sales. This is a different side to this, when we first started, our attourney said you either need a bomb proof contract or don't give them anything to stand on. If they have nothing to stand on, they can't really sue you for anything. This needs help - verbiage but the concept is - if they aren't happy, we're not happy or we have to make it good so that they will keep paying. If we had a pain in the but customer - we could drop or fire them, if needed.

Reply

* 28

Brandon Moore

Jun 13

Photos, images, scans, media/content, files, and paperless office. Tons of options here.

Reply

* 27

Brandon Moore

Jun 13

Needs to be on all three - almost a world building level with transactional worlds and enterprise or roll-up, roll-down, levels. This is partially built out and more is planned in the value add-on core model. See this URL for an image - <https://data0.adilas.biz/adilas_for_business/images/photo_gallery/ideas_plans/value_add_on_core_model.jpg>

Reply

* 26

Brandon Moore

Jun 13

We have huge data analysis companys that use our API's for their clients to pull data from - We hold all of the transactional data. We would love to get it out to a BI - business intelligence level (aggregates, counts, sums, averages, maxes, mins, etc.). We have the transactions, we just need to aggregate the data and we'd have it all. Small side note, we had a client one time that offered to buy 300 licenses for some convenience stores, if they could get the data. They were willing to pay, they just wanted the data. That is worth something.

Reply

* 25

Brandon Moore

Jun 13

We did some quick queries - we found that over 84 clients have had and paid over 120 invoices (10 years x 12 months = 120 periods or invoices) - this assumes one invoice per month for the 10 years. If needed, here is the SQL query that we ran. select count(\*) as inv\_count, customer\_id from invoices\_22 group by customer\_id having count(\*) > 120 order by customer\_id

Reply

* 24

Brandon Moore

Jun 13

Link to a screenshot - <https://data0.adilas.biz/top_secret/images/corp748_EA81FBBDE6/large/time-10222-1.jpg>

Reply

* 23

Brandon Moore

Jun 13 (edited)

biz - Some of our biggest or largest paying customers have generated over $380K+ in reoccurring revenue for our company. We have other clients that have been paying since 2008 and are still actively using the system.

Reply

* 22

Brandon Moore

Jun 13

Here is a link to this outline - <https://data0.adilas.biz/adilas_presentation_gallery.pdf> - also, here is the link to the presentation gallery (visual for the outline) - <https://news.adilas.biz/sales-gallery/adilas-advert-index.html>

Reply

* 21

Brandon Moore

Jun 13

Here is a simple PDF of the revenue - <https://www.adilascontent.biz/top_secret/images/corp748_EA81FBBDE6/pdf/doc_171058_2F81EBB8CC.pdf>

Reply

* 20

Brandon Moore

Jun 13 (edited)

We have a spreadsheet with some breakdowns of what was developed and when. Brandon has that. Here is a URL: <https://www.adilascontent.biz/top_secret/images/corp748_EA81FBBDE6/pdf/doc_25878_A5D9A46913.xlsx>

Reply

* 19

Brandon Moore

Jun 13

Could go under all three - if you own something, ideally you take better care of it.

Reply

* 18

Brandon Moore

Jun 13

Maybe under all three - biz, server, and dev - change as needed.

Reply

* 17

Brandon Moore

Jun 13

biz - strength and a threat - it's hard to compete with some of our competitors on how much they are willing to outlay in order to bring a client on. If we are limited by funding, it may take us longer to produce certain features. However, we are burdened down by debt.

Reply

* 16

Brandon Moore

Jun 13

Other stats - We have over 200+ active clients. Over 83K reoccurring per month. We have 12 our top clients that have paid over $100K to use our system. Our top client has paid over $300K to use the system. We clear over a 1M per year.

Reply

* 15

Brandon Moore

Jun 13 (edited)

biz - this is one of our biggest assets. We have a fully working prototype. We really do and have expirimented with tons of functionality and almost everything that we want to do on the next round, has at least a few places where we have done it in the current model. The current model just doesn't have those same features and options built throughout the entire application like we are planning. Basically, taking the best of class from the current and spreading it all around and making it even better and more integrated into the system.

Reply

* 14

Brandon Moore

Jun 13

biz - We help do over 75% of the accounting by just using the system. We educate the clients/consultants about the flow of the data. Excellent customer services - this could go above or below but part of the same thing. We take care of the customers.

Reply

* 13

Brandon Moore

Jun 13

should be on all of them - maybe cater the info to the section. it is on all of the swot columns. some clients think that we are too cheap, some love it, we get judged based on price. Yet, we can compete with almost anyone on price and win, if needed.

Reply

* 12

Brandon Moore

Jun 13 (edited)

biz and dev sides - both strengths and weaknesses - we do it, but it also causes more changes. It really helps us have a niche but it also costs upkeep and maintenance costs.

Reply

* 11

Brandon Moore

Jun 13

biz - maybe change customer to corporations or business entities.

Reply

* 10

Brandon Moore

Jun 13

biz - should be way up towards the top. Add some verbiage about the acronym of ADILAS.

Reply

* 9

Brandon Moore

Jun 13

biz - need to change the verbiage. We have all kinds of lessons learned, features that have been requested, changes that were made, improvements, etc. Lots in the developers notebook - over 10K entries of what we have been doing and learning over time.

Reply

* 8

Brandon Moore

Jun 13

biz page - solving pain points and listening to our clients. multiple versions under our belt.

Reply

* 7

Brandon Moore

Jun 13

keep this on business. Systems (interconnected) vs independent mashups (smaller systems joined together)

Reply

* 6

Brandon Moore

Jun 13

leave on all three - if we want we can tweak it per page. This is part of our elevator pitch.

Reply

* 5

Brandon Moore

Jun 13

biz and dev pages

Reply

* 4

Brandon Moore

Jun 13

The new code base will have a smaller foot print and still be more dynamic and powerful. This could be on all three pages - biz, server, and dev.

Reply

* 3

Brandon Moore

Jun 13

This is both a strength and a weakness. I like the word uniqueness. We may need to change the verbiage about the standards. We do it the right way but we also spin it in our own way.

Reply

* 2

Brandon Moore

Jun 13

Leave on business and server pages - do we have our own hosting services? what benefits do we gain by farming that out?

Reply

* 1

Brandon Moore

Jun 13

On the sort order... I'd really like to get the first few points to really be power statements.

Reply

* 

Brandon Moore

Jun 06

We need to spell check it and refine the verbiage

Reply

**Comment list footer**



All screen com