See the things in yellow for some changes and questions that Chuck had. He submitted this on 11/29/19. We looked over them and added this to the developer’s notebook on 12/3/19. See elements of time 5215 in the shop.

PRESENTATION GALLERY OUTLINE

I think it would be cool to see us make some nice videos for several of these.

* Attributes
  + One System
    - What does that mean?
    - What would it cost? (do we have a standardized pricing model or is it all custom?)
    - 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?
    - Why – We believe in making your data searchable and accessible to you data works for you to help you build your dram, your business, your success.
    - Can we show a page that has several different logos or system logos on it and show that we either tie them all together or that we have a solution for all of them? – help pull things together to solve their pain points.
      * Pulling everything together… that is huge
    - Maybe we can use the web diagram to help show how we tie it all together.
    - Still want to use some of those systems, great we can tie into many of them and still make all your data talk to everything else.
      * + --- these are notes from meeting with Chuck on 12/3/19

Look at these people that we help – showing different businesses that use our software – we have a real business that helps other people to grow

Or show a number of active businesses that we help – for example: We are servicing 500 businesses with 850 locations or x number of users or x number of items or x number of vendors.

Small bragging rights.

* + 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
    - Show some screen shots of white labeling and different setups the show the layouts of each systems
    - Show new project concepts and how new verticals are going to work (camping website)
    - Different layouts for each setup (cashier vs power user)
  + Powerful
    - Business Functions
    - Tools
    - Features
    - Processes
    - Automation
    - Exports of data
    - Custom reports
    - Mobile
    - Web based
    - Adaptability
    - All of your data in one place able to work for you so you know where you company is going where it is coming from and how to fix problems before they start or how to best grow your company. “those who do not learn from the past are doomed to repeat it” How can you learn from the past if everything is so scattered that you don’t know what you did in the past.
  + 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
    - Anywhere
    - Any time
    - Any device
    - Convenience
    - Centralized data
    - Collaboration
    - Minimal IT requirements
    - Paperless office
    - Auto backups – never lose your data again – we don’t delete anything
    - Secure
  + Unlimited
    - Users
    - Usage
    - Locations
    - Invoices
    - Customers
    - Inventory
    - Storage
    - Processing
    - Corporations
    - Advantages
    - Access
    - Potential
    - Doesn’t punish you for building your business (I feel like a lot of companies that charge you as you need more punish you for succeeding, so this could be a nice selling point)
  + 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 or services (unlimited)
      * Fulfillment
      * Sub inventory (parent/child)
      * Transfers
      * Internal builds (manufacturing)
      * Ecommerce settings
      * Updating inventory counts
      * Some of these may be best to just make a pretty list of icons to show off features
    - POS (Point of Sale)
      * Invoicing
      * Quoting/Ordering
      * Secure shopping cart
      * Barcoding
      * Custom buttons
      * Discounts & campaigns
      * General items
      * Serialized items (stock/units)
      * Time or services (unlimited)
      * Locations & tax settings
      * Hardware options
      * Custom designs & layouts
      * Ecommerce tied to POS
    - Customer options
      * Loyalty points
      * Preset discounts
      * Purchase histories
      * 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
      * Can we take stripe?
    - 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
    - Sales & purchase tracking
      * Payment tracking
      * Monies owed
      * Accounts receivable
      * Purchase histories
      * Invoices/quotes
    - 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
    - Customer tracking & follow-ups
      * Unlimited notes & logging
      * Show/hide notes on calendar
      * Show/hide notes in customer portal
      * Purchase histories
      * Accounts receivable
    - Calendaring & scheduling
      * Elements of Time
      * Reporting
      * Billing
    - Unlimited customers
    - Photos, scans, other files & media
      * Unlimited
  + CMS
  + Expense Tracking
  + Payroll
  + Calendar
  + Data Connection
  + Accounting
  + Reports
  + Business Intel
  + ECommerce
  + Big Data
* 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
  + 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