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?
  + 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
    - 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
    - Brainstorming: time templates - different types of time that hold different information, project tracking, notes - sub notes - ability to communicated, scheduling, can tie to invoicing & other pieces of application, sub-time accrual, reminders, notes, color-code, filter by person, assignments, lots of filtering & searching options, flags & tags - phases, sub locations, groupings, types, multi-calendar views, rentals, appointments, blogs, calendar events, project tracking, dynamic - you set up and create how you need to use time, any number of different things defined by you, giant toolset, wrapper customizzed to meet your needs, customer time clock, dispatching, payroll time sheet for employees, reminder system, packaging, job costing, etc. You get to name it, set it up, use it over and over. Search, display, quote time, invoice time, work with almost anything that has time associated with it. Different report types and views - calendar, details, time slot, grouped, switch at will. Customize time homepage, advanced search, grouped customer time reports for customer billing - show what has or has not been billed yet. Filter data to get what you want to see and how you want to see it. Customize settings, setup calendar/schedule, show/hide daily stats or log notes, show expanded or in grouping, pull back all daily data. Corp-wide settings for time - date range, block size, report type view, show/hid extra details, - all this customizes the look and feel and how data can be accessed, switch views, times, data as needed. Master time template - create and name - this also controls the settings and options for your time object. Create cookie cutter (template - create once and use over & over to make your cookies) and make as many cookies (data & values) as you want. Permissions - view only, admin. Help you use time as you see fit. Tried to give you tool to use for any time, any people, any thing - an any scheduler. Dealing with time to the next level to help track business needs. Assign & schedule your stuff. Privacy settings, time-stamped behind the scenes. Reminders, to-do list, task log, payroll time sheet, production runs, updates, newsletter, projects, meeting, courses, trips, progress reports, registration, rentals, reservations, - name what you are doing and how you are using time. Save your own report settings in time. Show/hide on web options. Lots of detailing options - mins, secs, blocks of time, etc., etc. One of the most diverse sections of the application.
    - Brainstorming Subs - Note: some great verbage on the help file for subs. this page has add-ons - these subs get added on to the main eot. Mutliple sub options - use one, none, or many. Add texture, details, snap on, layer, stack, combine to achieve your end goal - like Legos. All editable and searchable, dynamic drop-downs, all may be used as many or as few as needed. Functions of time sub tools - action status, logs, change, add dates/times, add falgs, tags, categories, types, locations, add notes, add sign offs, add GPS or RFID tag tracking, Add payroll/time sheets, add notifications/reminders, add tie-ins/assignments/pool - “any person, place, or thing”. Flex grid tie-ins - connect to any other main application piece of the system, 30 custom fields, rides on top of the system - can be added to any main player

Other brainstorming: Photos galleries - 100 per, media/content or other digital files for any eot - videos, audio, graphic, spreadsheet, work with custom paperwork and documents - system already prepped for that. To come - sub-inventory and cost controls(packaging), sub-locations, sub-phases & checkpoints (data assembly line), sub tasks/to-do list, for main player groups, sub job costing and project costing, sub event planning, sub budgeting & forecasting. Custom wire jobs - rosters, ski schools tracking reoccurring lessons, students. Presenting projects for donations. Full notes, searchable notebook. Race or large event tracking. Potential to be tweaked and wired and customized in so, so many ways!!! One of the breakouts show how some other people are using this and how expandable and adaptable it is. [https://www.adilas.biz/top\_secret/help.cfm?id=391&pwd=sub](https://www.adilas.biz/top_secret/help.cfm?id=391&pwd=sub" \o ") - help file for subs of time

* + 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