

The purpose of this document is to gather my thoughts for my meeting with Ephrem Hernandez Thursday January 2, 2020. It will be to lay out the vision for the TeamsWin High-tech Fabrication Website.

### Original Vision

When I got a footbed that was unique and really helped my skiing, I started to think about buying a 3D Printer; then about getting a place downtown where people could share my printer and other types of printers; then me sitting down there doing my Geography and History Project; then me being able to talk with business owners that came through about my Business Modeling business; then how wonderful for Bonners Ferry if that ever got off the ground; then how I could introduce people to the Saints etc. Many people are learning how to use the seven different types of 3D printers in the Library, making beautiful things in many different materials, all for free. However, they can't produce them professionally at the Library. I believe the best way to do that is to have a central location for those machines with people there directing their use and product shipment. Just like my business modeling business, all the design work is done at home and home could be anywhere in the world.

### Our Business Services, Checklists and Our Business Model

To get them started, we will provide the same type printers they use at Boundary County Library, plus some more like metal, composite and cement printers. Once they know their business and know how to print with their high-tech machines at the Library, TeamsWin Database Services will provide the facility, processes and programs (databases) they will need to set up their business model, collect and distribute business information, integrate that information into dashboards and scorecards, and a checklist program (database) for them to define their business processes. Our checklist program provides a thinking tool that helps people communicate with themselves and others. We communicate with ourselves when we define our problems and processes, and databases mean we only need to record those definitions in one place. Checklists help us focus on what we are checking, not just on what to check. Databases mean we never have to write the same thing twice, and that thing can be used many places. Plus, corrections to the thing are updated everywhere they are used. Using the checklist program (database) to record and keep process history (problems and solutions etc.) facilitates continuous process improvement. Our facility will require everyone to record what they are doing and planning to do in these databases. As we improve our processes, we will share those improvements by sharing the checklist items. Looking back there will be a history of the old process, and a separate history of the replacement process. These processes are work items and they can have links to the internet. The checklists will show: how to use the machines; how to use the databases, how to control inventory and workflow, how to require, how to order, how to complete, how to issue, how to receive, how to package, how to ship. They can also show: how to sell; how to design; how to build; how to design/build; how to see things from the customer's perspective. Depending on the customer, some of these "how to's" will be our TeamsWin Business Services. Setting up the required databases is the process of defining the line items on the reports from those databases. In other words, it is the process of defining the Types (T) and Subtypes (S) of Customers; T&S of Products; T&S of Materials; T&S of Financial Accounts; T&S of Packaging; T&S of Shipping; T&S of Positions; T&S of Employees; T&S of Equipment; and this setup is your business model. T&S Categories are the line items on the reports from the business, financial and payroll/personnel systems (our databases). They do not change very often, but each month we will be reporting activity from and across those systems, matching cause and effect, expenses and revenues, and managing cash flow, quality, profitability and

motivation. Since each business using our services will be a customer and department in our business, we will be covering all these business with one set of reports. This sharing of services will be teamwork. They will all save by sharing the cost of these services. Everyone involved will be focusing on their personal strength and hiding their weaknesses. Teams Win!

### Preferred Stock and Pricing

Pricing will be based on the market value of all the services we provide, shared be the customers of those services. First, we have to decide on an operating or customer level on which to base that sharing. With that arbitrary operating level, we can then distribute the cost of the services to the services. That operating level will be the level where the customer can get great deal and we can get paid the market rate for our services.

Preferred Stock can be the main way we organize. I have yet to check out the tax impacts, but that should be no problem until dividends declared or stock liquidated, but I am not sure about that. The idea: we give preferred stock to our investors, including those who are working for less than they are worth. First, based on current market value we determine the true value of our work (we have to do this to price anyway). Then we record our work using our business system. The amount we are not paid for our work will be our investment in preferred stock (see liquidation value or par value in the link above). It is the same for those who invest money into the business, but their investment comes before ours (see prior preferred and preference preferred in the link above). We can also make our dividends either cumulative or non-cumulative, see the link. This way we will price our services at the fair market value, that price going into the price of our product and investment.

### Orthodox TeamsWin High-tech Fabrication

First, I am just testing the name Orthodox TeamsWin High-tech Fabrication for the Business Services Business. I like this name because it reflects my original dream of sitting somewhere down on Main Street in the summer, attracting people to the Orthodox faith; using the stories of the Saints. I am like the guy who has a garage sale just so he can show people his stuff. I have a lot of stuff that will direct people to Orthodoxy. The current idea of a professional 3D production facility developed from that dream and my experience 3D printing canted ski boot footbeds at the Library. Like other people and their Printing projects at the Library, I needed a place to do it professionally. Library Director Craig Anderson supported me because mine was the first prototype for professional production. When I got the idea, I told Craig I could bring the people and finances together. My whole life has been involved with strategic planning and organizing. I have written much about this on my website. Strategic planning is basically defining the business or Business Modeling. I knew I could define this business so everyone involved has the same vision. I still see my role as the Business Modeler. Therefore, I will own and control the vision. At first, that Business Model will be used to start the Business. Later, it will be used to keep it going with information from Dashboards and Scorecards to again keep everyone on the same page. My job in the business will be to make sure everyone knows the Business Model; in other words, shares the vision.