Bienvenido a ...



Mengyu Zhou



Lab  $\mu$ 

# A Brief History

2007~now

#### 

26390n

a time I stood pondering on circle sizes. The large computer mainframe quietly processed all of its assembly code. Inside my entire hope lay for figuring out an elusive expansion. Value: pi. Decimals expected soon. I nervously entered a format procedure. The mainframe processed the request. Error. I, again entering it, carefully retyped. This iteration gave zero error printouts in all-success. Intently I waited. Soon, roused by thoughts within me, appeared narrative mnemonics relating digits to verbiage! The idea appeared to exist but only in abbreviated fashion-little phrases typically. Pressing on I then resolved, deciding firmly about a sum of decimals to use-likely around four hundred, presuming the computer code soon halted! Pondering these ideas, words appealed to me. But a problem of zeros did exist. Pondering more, solution subsequently appeared. Zero suggests a punctuation element. Very novel! My thoughts were culminated. No periods, I concluded. All residual marks of punctuation = zeros. First digit expansion answer then came before me. On examining some problems unhappily arose. That imbecilic bug! The printout I possessed showed four nine as foremost decimals. Manifestly troubling. Totally every number looked wrong. Repairing the bug took much effort. A pi mnemonic with letters truly seemed good. Counting of all the letters probably should suffice. Reaching for a record would be helpful. Consequently, I continued, expecting a good final answer from computer. First number slowly displayed on the flat screen - 3. Good. Trailing digits apparently were right also. Now my memory scheme must probably be implementable. The technique was chosen, elegant in scheme: by self reference a tale mnemonically helpful was ensured. An able title suddenly existed . "Circle Digits." Taking pen I began. Words emanated uneasily. I desired more synonyms. Speedily I found my (alongside me) Thesaurus. Rogets is probably an essential in doing this, instantly I decided. I wrote and erased more. The Rogets clearly assisted immensely. My story proceeded (how lovely!) faultlessly. The end, above all, would soon joyfully overtake. So, this memory helper story is incontestably complete. soon I will locate publisher. There a narrative will I trust immediately appear, producing fame. THE END.

圆周率前402位 · Chudnovsky算法

加入我们!

◎ 学生立項SRT項目

第19期种子基金支持项目

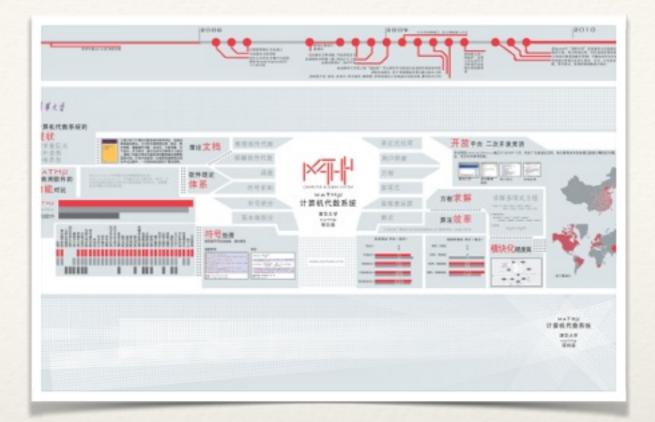
\*3 全国挑战杯申报项目

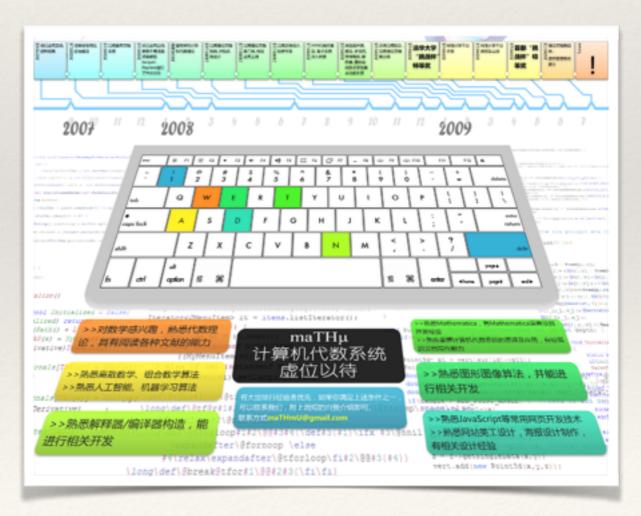
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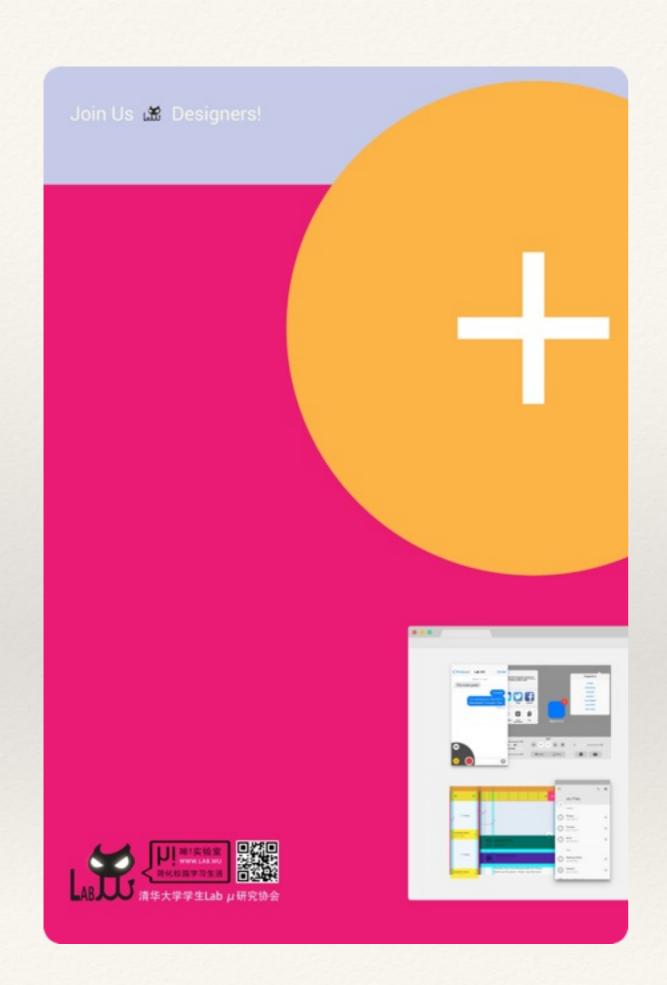


#### HACKATHON

[dev time:@"12hrs"].setDate("20140301")











"Simplify our campus life" "Design our Code"

- Lab mU



Seeing the world through the eyes of the customer



Seeing the world through the perspective of the company

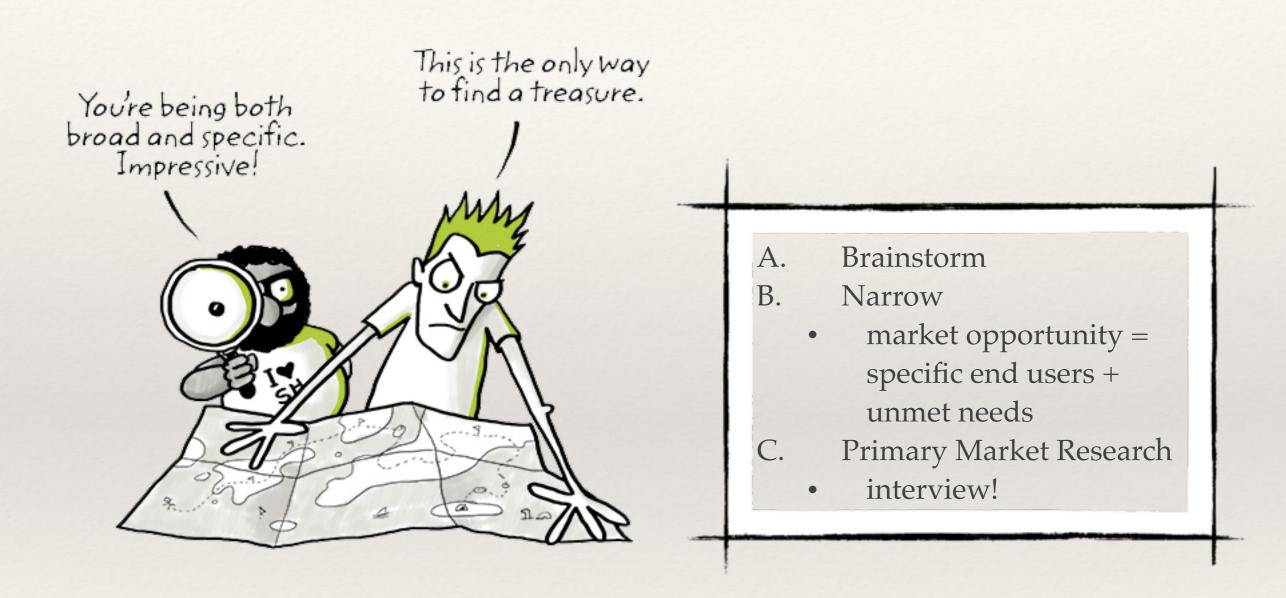
VS.

A lesson...

#### Who is our Customer?

from MITx: 15.390x

# 1. Conduct Market Segmentation



#### 2. Select the Beachhead Market

Patience

Focus

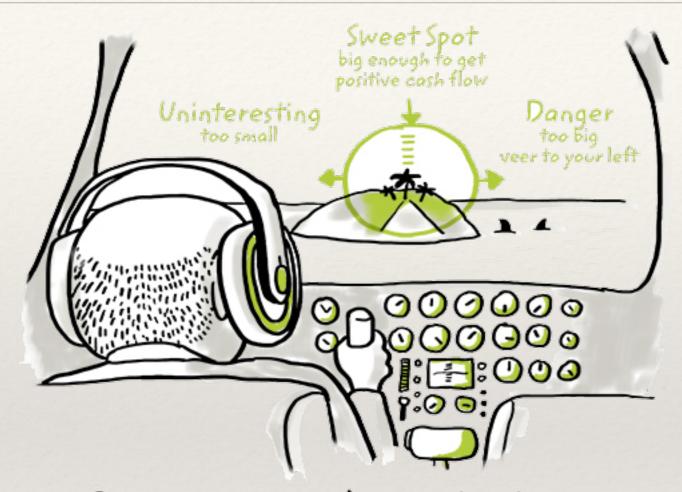


## 3. Develop an End User Profile

Stay focused on a key group of relatively homogenous end users



#### 4. Estimate the Total Addressable Market Size

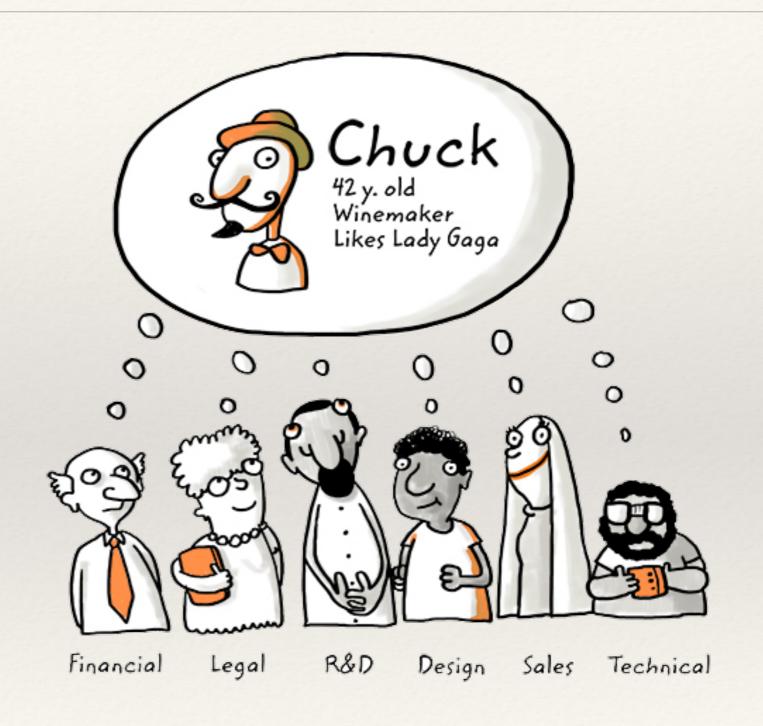


Beachhead TAM calculation is your sanity check that you are headed in the right direction

#### 5. Profile the Persona for the Beachhead Market

## ONE Person

that best represents End User Profile



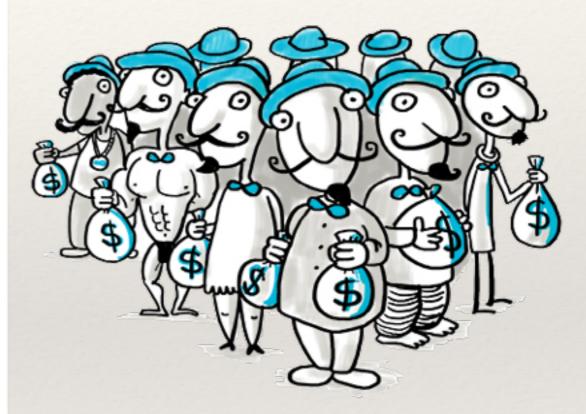
Then...

#### ULTIMATE GOAL

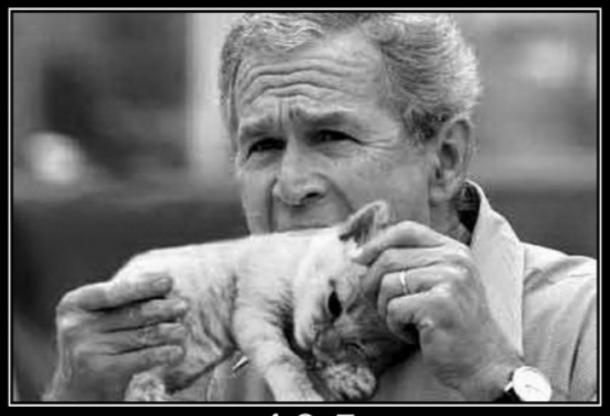
Find a Homogeneous Group of Target Customers.

- · Who experience a similar need
- To whom you could deliver your solution at similar cost
- And who would buy it at similar price

Hello, we are a homogeneous group of target customers.



We have money for your product.



405
Method Not Allowed

Dive into Lab μ:

# Game Framework & Level Up How-to

& today's remain schedules

## lab.mu

	Develop	Design	User & Market
TUNet			
Wechat Treehole	Your inter	d the place rest and str	Whom
Caµs Platform		est and str	Where ength rests!
etc.			

## Design Track

- Design discussion
  - Trends on Mobile and Web design
  - \* UX of our products
  - \* Then realize them!
- \* Communicate with Dev & User/Market people
  - \* The art of complex needs

#### User & Market Track

- \* Who is our customer?!
  - \* Brainstorm, Narrow down... Persona
  - Interview with potential customers/end users
  - \* Promotion
  - \* Keep our team focus and on the right direction
- \* Collect user feedback
- \* Find opportunities
  - \* new market, SRT, contests, investors etc.
- Push and [pull | pop | nice]

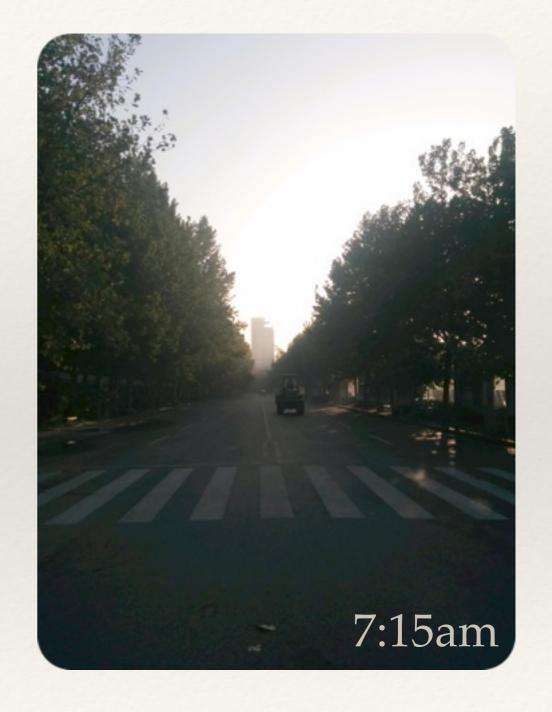
#### Tech Track

- Tech Intro Lectures
  - \* ¡Hello world! Plenty of materials.
- \* Code Review
  - \* Big brother is watching you...r code!
- \* Advisors
- \* Collaborate with designers & user/market people

# Weekly Group Meetings

- Group Meetings
  - DevOps
  - DesignOps
  - \* Brainstorm
  - \* Narrow down ideas
  - Split tasks

\*



## Today's Schedule

- Intro to Projects (~25min)
  - \* TUNet
  - \* Wechat Treehole
  - Caus Open Platform
- Self introductions (~40min)
- Intro to technology lectures and design discussions (~5min)
- Basic collaboration (~15min)
- Break & Talk Freely (20min)
- Github collaboration & Tech Skill Survey (~20min)