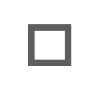
**Transcript**

August 7, 2025, 2:00PM

 **Lansard, Martin** started transcription

 **Lansard, Martin** 0:03  
How are you?

 **Vincent** 0:06  
Wait, where are you? Uh, where's my tab? I'm lost to my tab.

 **Lansard, Martin** 0:07  
Yep.  
Yep.  
Cool. All right.

 **Vincent** 0:09  
Yeah, I'm good. How are you?

 **Lansard, Martin** 0:12  
Doing well, doing well. Very happy that we can finally put this project on proper tracks. So let's wait for everyone to join. Maybe before other people join on the legal contract front. Thanks for sending all the documents so.

 **Vincent** 0:20  
Yep.

 **Lansard, Martin** 0:30  
Our colleague Greg has reviewed and put like a number of annotations. I've read through them, replied to some of the questions. Mahdi, our manager, wants to review also the the document. He was out of the office, but today he's supposed to do that.  
So just to let you know then the process, I think based on his feedback, Greg will take a final look and send that back to you so you can agree or do the final correction and then we can sign it. But it's good that we can meet today.

 **Vincent** 1:02  
OK.

 **Lansard, Martin** 1:05  
Because as you know, next week I'm not going to be there. So the idea would is really like get this ball rolling so we're not missing any deadline. And on our sides of Pablo and Ray, my colleagues have just joined.  
Pablo oversees all data, so data collection, transformation and so on for Waters. Yeah, he was at the meeting before, so good that you remember. And specifically we've been working closely, the three of us together. Ray is more working on the editorial content.

 **Vincent** 1:25  
We met.

 **Lansard, Martin** 1:40  
Fronts, but you know, as you know, everything is data centric in what we do and we've all been working together.  
To prepare subsets of data that we think are interesting, uh, to build in the MVP.

 **Vincent** 1:58  
Yep.

 **Matthieu Mazzega** 1:59  
Hello everyone.

 **Vincent** 2:01  
Hey, Matt.

 **Lansard, Martin** 2:03  
Hi Matt, nice to meet you.

 **Matthieu Mazzega** 2:06  
Nice to meet you. I am my accent. Yeah, I think so. I'm based in Grenoble in the South of Grenoble.

 **Lansard, Martin** 2:08  
You're French.  
OK, cool.  
Yeah, I'm French as well, so I think we can recognize each other. Where are you based?

 **Matthieu Mazzega** 2:23  
Yeah, but uh, right now I mean on the other side, I mean uh.

 **Lansard, Martin** 2:23  
Yes, OK, great.  
All right. I'm going there in a couple of days, vacation in Todo next week. So yeah, that's good. Hi, Aaron.

 **Matthieu Mazzega** 2:30  
OK. OK. Oh, great. Great.

 **aaron** 2:35  
Hi, I'm Aaron. Yeah, nice to meet you guys. Sorry I'm a little bit late. It's always, uh, hopping on to to teams.

 **Lansard, Martin** 2:40  
Very good.  
Yeah. Well, thanks. Using our teams allows me to do meeting transcription and then automatic AI notes, which I like. So I will share that with you guys afterwards.

 **aaron** 2:45  
Yeah.

 **Matthieu Mazzega** 2:55  
Mm.

 **Lansard, Martin** 2:59  
Are we waiting for anyone else? Are we good?

 **Vincent** 3:02  
I have on the desk the PO, but he's traveling so I'm not sure he's able to make it. So it's we can just start. Is it on your end? Are we waiting for someone?

 **Matthieu Mazzega** 3:04  
OK.  
Yeah.

 **Lansard, Martin** 3:14  
Our colleague Arpita recently joined the datas team with Pablo. She has another meeting. I invited her more for her to get up to speed, so she might join through the conversation and we'll catch up with her afterwards. But I think we can get started.  
So hi everyone. As I was telling Vincent, thanks so much for being available on short notice. I'm not sure to what extent you guys have discussed the project on your side.

 **Matthieu Mazzega** 3:34  
Yeah.

 **Lansard, Martin** 3:45  
You you guys are kind of aware you saw the brief. Maybe who did the prototype?

 **Vincent** 3:45  
Got it.

 **Matthieu Mazzega** 3:46  
We did it, yeah.  
I did it, I did it and I just a data run on it. That would be certainly the lead dev on the MVP, but yeah, I did that.

 **Lansard, Martin** 3:55  
OK.  
OK.  
It's very nice. I really like it and I think it's a very, very good foundation actually for the MVP, so we can get started on that. What I wanted to use this meeting for is really give you a quick overview of the project, the overall project.

 **Matthieu Mazzega** 4:04  
Nice. Nice.

 **Lansard, Martin** 4:18  
And then since you guys I think are kind of up to speed, we can deep dive a little bit more on the MVP that we are actually starting today, deadlines, requirements, data that we have prepared. So you can see what you guys can work with.  
Think that on your side you might already have questions or maybe you have a process that you know you want to ask us so we can then discuss. I think we should have plenty of time, but if needed, I'm available also later today, tomorrow, next week I'm out, but the priority is really to keep this project going.

 **Matthieu Mazzega** 4:40  
Mm-hmm.

 **Lansard, Martin** 4:55  
So I'm still available. I'll be in the order in Matt, so if we need to touch base. No, I'm just joking. Hopefully not. But yeah, the idea would be more. It's a short project. It's the first phase. So we can maybe already get a sense on, you know, milestones, touch, touch points and so on.

 **Matthieu Mazzega** 4:56  
OK.  
Yeah, yeah.  
Yeah.

 **Lansard, Martin** 5:15  
Alright, sounds good. Do you did you did you guys have any other aspects that you wanted to cover?

 **Matthieu Mazzega** 5:16  
Yep.

 **Vincent** 5:19  
Yeah, I think what's good to know is that so ideally we wanted to run the MVP a bit with a smaller team, but Matt will be out next week, so he won't be able to create the MVP based off the demo. So that's why he did hand over to Aaron, who will in any case.

 **Matthieu Mazzega** 5:29  
Yep.

 **Vincent** 5:37  
I mean he was, he is the designated lead dev for the project if that moves into reality. And then there's Andres who is our US based PO and he will basically manage the project on on the on the product side and work with you guys.  
Together to spec out the other projects. So we really see this as OK, the first MVP. We wanted to kind of get that done relatively quickly, but now that Matt's gonna be out, we do a handover, so we bring a little bit more firepower to the team in order to get that.  
Across the finish line pretty quickly because the week after next week I will be out. So when you're back, Martin, I will be out. So it's a little messy with the annual leave going on, but we'll we'll try and make that.

 **Lansard, Martin** 6:19  
Yeah.  
Yeah, that's August. So I mean, I can make myself available if we need to touch base like next week, Friday or whatever. Like let's prioritize this before you leave, Vince. Like really.

 **Vincent** 6:38  
Yeah, so yeah, but just so you know that you're aware and who everyone is in the team. So just one other thing that I would I I asked on the call and maybe you you have a a few minutes to just explain that or in regards to the criteria for selecting the vendor.

 **Matthieu Mazzega** 6:42  
Mhm.

 **Vincent** 6:56  
Is there anything we should know in regards to what to look for, what what that looks like?

 **Lansard, Martin** 6:59  
Yeah.  
Yeah. So maybe let me share quickly like the overall our internal project timeline, the one that I shared with you, Vince, my e-mail, because I think, you know, you understand that we like to be super transparent here. So we validated our product internally with.

 **Vincent** 7:09  
Yeah, yeah, it's.

 **Matthieu Mazzega** 7:15  
Mhm.

 **Lansard, Martin** 7:19  
We're going to build this on demand market intelligence platform. The approach we've chosen is to start by a very tiny MVP, not very tiny, building MVP. We see that it's essentially like the core of the platform. Think the prototype you build, but a bit fresh out, but with nothing that is.  
You know, just more complex to implement, like no need to connect user accounts and emails and all this stuff, right? That would be what you see here as we want. So we want by the end of August to have those MVPs. We've preselected 2 agencies, so Tinkso and Spaulding Ridge.

 **Matthieu Mazzega** 7:44  
Mhm.

 **Lansard, Martin** 7:56  
We tried to have two quite different approaches here. Spaulding Ridge approach is much more it's it's based on Snowflake, so I'm not an expert at all, but my understanding it is like this.

 **Matthieu Mazzega** 7:59  
Mhm.

 **Lansard, Martin** 8:11  
Super scalable, robust data foundation, data platform, AI tool or whatever, but something big that is great to process and handle big amounts of data.  
And that is, yeah, something that is also prone to be scaled later as opposed to think. So the approach is I could qualify as more pragmatic, probably more nimble, probably more similar to our our small waters associate teams operate.

 **Matthieu Mazzega** 8:38  
Thank you.

 **Lansard, Martin** 8:44  
Rates within the broader company that we are part of. Really the goal and the criteria is difficult. We don't have like a very strict scoring card. So it's gonna be of course product first and you know it's a matter of.

 **Vincent** 8:48  
Mm.

 **Lansard, Martin** 9:02  
Which with which MVP do we think that would be a better fit with our users? What's the UXUI experience like? How easy it is for users to navigate the interface and would it be for users to navigate the interface and this kind of things? But it's also of course an evaluation.  
Of how the is the collaboration going. So it's a matter of how does the partner understands the overall project, our needs is flexible, willing to work with us, being proactive. So in a sense this is this has already started, I mean.  
We've made you jump through like quite a few hoops legally and you know, even getting the proposal and then getting because I'm still new to the company, still discovering all the internal validation process and so on. So in a sense you've already checked quite a few boxes there.  
But you know now we want to get to building and see what we can get. After this we'll move to V1, which is essentially taking the MVP and making it an externally releasable product that we want to soft launch at ICAM, which is our company's main event in Vegas.  
Early October, the idea here when it's a soft launch, this as many other things have not yet been decided. But the idea is we want to put the word out, not maybe overly advertised, but start onboarding users.

 **Matthieu Mazzega** 10:34  
Mhm.

 **Lansard, Martin** 10:34  
Maybe our first paid users won't really be paying or maybe a very small fee, maybe not the one that we intend to charge in mid February next year when we want to do the actual big release. But this idea is we know it's going to be.  
A limited scope version of what the platform will eventually be, and we're grateful if we have companies willing to work with us, provide feedback on what's there, give us, hints, guidance on what's not there and they would like to see we have our own ideas.  
Obviously our big annual release is the Waters report guide, which we will release mid February. We don't really see how it could not be a digital version on the platform, right. So we kind of envision and we ask for ballpark quotes already so we can budget for that, but maybe that's.  
It's something no one's gonna want to see and we'll do something completely different. Not likely, right? But we also want to have some kind of AI chatbot probably tied to this big guide in order to provide our users with a more friendly and modern way to find the data within this 500 pages book, right?  
And that also could be what's in the V2, so that's why I asked for those quotes. And the idea is after this V2 I put V 1.1 which will be fixing bugs, maybe you know adding flashing out a little bit more the V1, but the idea is at V2 we should have some.  
You know, very decent product that we can actually do a big release about with the guide and start really charging the annual membership fee that we will have decided by then and so on. So that's the the broader project. Does that make sense?  
Is that what you have in mind? OK. And since we want to have this approach, like not to decide a full product roadmap right now, but start small and you know, collect feedback and do that incremental product development, I would say it's still a bit, you know, nebulous, but I'm pretty confident this will be.

 **Matthieu Mazzega** 12:19  
Yeah.  
OK.

 **Lansard, Martin** 12:37  
Be crystallized down the road and should be good. So that's kind of where we are. So you guys have already built a prototype. It was very nice and I remember providing you with like a subset of data we've expanded.

 **Matthieu Mazzega** 12:50  
Mm-hmm.

 **Lansard, Martin** 12:53  
This data. So we have an Excel spreadsheet that maybe I can show you now, right? So you get a sense already. I'm going to start maybe by that's that's the data we shared with you for the prototype, right?

 **Matthieu Mazzega** 13:06  
Mm-hmm.

 **Lansard, Martin** 13:08  
We expanded it because I think it was US only or part of US dummy data, right. So we have now pretty much global reach with all the same data, but expanded. So that's you know, one part that we can build on.

 **Matthieu Mazzega** 13:13  
Yeah.

 **Lansard, Martin** 13:27  
But we also add other tabs, so maybe we can go through each of those to make sure data is clear is I think.

 **Matthieu Mazzega** 13:35  
Yeah, I think that can make sense, yeah.

 **Lansard, Martin** 13:38  
You want to do that now? Is that okay with you?

 **Matthieu Mazzega** 13:39  
Hey.  
Maybe a quick scan, Martin. That would be nice. Yeah, a quick explanation. That would be nice.

 **Lansard, Martin** 13:43  
Yeah, a quick scan.  
OK. I would say we have two big data types. We have what we call company data, which is essentially what you saw before, directory type of listings. Run row is one company and a bunch of fields, right, so.

 **Matthieu Mazzega** 13:55  
Mm-hmm.

 **Lansard, Martin** 14:02  
We have this tab on print services. By the way, if we use some Additive Manufacturing language or acronyms you guys are not familiar with, just let us, know because we are very much embedded in this world and we understand that you aren't. So feel free. Print services are.

 **Matthieu Mazzega** 14:15  
Yeah.  
Yeah.

 **Lansard, Martin** 14:22  
Companies that provide 3D printing as a service to other businesses. We have this whole section on AM systems manufacturers. So AM systems are industrial 3D printers manufacturers, so the actual brands that build.  
The 3D printers, right? So we have, you know, list with all the all the manufacturers in the world and we have some interesting information about each of them. What process do they have in their product portfolio?

 **Matthieu Mazzega** 14:52  
Um.

 **Lansard, Martin** 14:53  
What material format, what material type their machines enable and what country they are located in. So the idea I think this is a very similar data type as the other I remember and we we'll go check out them.

 **Vincent** 15:00  
Yes.

 **Lansard, Martin** 15:09  
Prototype I think right after, but I really like how you guys came up with this, you know, kind of tab visualization. You had the table or you could see the map or you could see the statistics. Super intuitive, kind of what we all had in mind I think, but.

 **Matthieu Mazzega** 15:17  
Yeah, yeah.  
Mm.

 **Lansard, Martin** 15:28  
Without any brief and without anything that that was nice to see. So this would be kind of the same type of report, but for AM system manufacturers. By the way, Pablo, thanks a lot for completing this data. I'm not sure if it's everything and if some stuff. Sometimes we don't have all the data.  
Right. So it's it's just the way the way our data is, but I think.

 **aaron** 15:51  
The.

 **Enrique, Pablo** 15:54  
Yeah, this is a like a subset of the data that we have. I didn't include everything but.

 **Lansard, Martin** 16:01  
The idea is maybe for the MVP, this is maybe not everything. Something we would need to understand is, is it better if we right away provide everything? Because then you're going to take this, put it in whatever super base and work it out there and if you have to do that again.

 **Matthieu Mazzega** 16:01  
OK.

 **Enrique, Pablo** 16:02  
Yeah.

 **Matthieu Mazzega** 16:16  
Mhm.

 **Lansard, Martin** 16:19  
For V1 it might be, you know, a pain in the \*\*\* as a process. So if you need us, to provide like really clean data for this type of all tabs, that's something we can arrange of course, but this is also to give you a sense of you know what you will get inventory.

 **Matthieu Mazzega** 16:35  
Mm-hmm.

 **Lansard, Martin** 16:37  
OK, so that's.

 **Matthieu Mazzega** 16:37  
Maybe, maybe one quick question to you and Pablo. When you say this is a subset of data, we just talk about the number of records, right? Regarding column, did you reduce some fields in this sub? OK, no, so we are good anyway, that's fine, OK.

 **Lansard, Martin** 16:40  
Yes.  
No.

 **Enrique, Pablo** 16:52  
No, no, column is the same here. I think I I put in around 200 or 300 entries. I think the full list is around 8 to 900, yeah.

 **Matthieu Mazzega** 16:58  
OK.  
OK. Well, so in a way, I mean it should be OK because even if we add later on, you know, way more record, I mean if the data schema is the same that that should be OK.

 **Lansard, Martin** 17:03  
Yeah.  
Yeah. Our goal was really to prepare this file. So you have the schema and you can build around this and this won't move afterwards, right. So that's, so that's the the company data that we have for the MVP. And then we have what we call survey data, which is more like forecast.

 **Enrique, Pablo** 17:12  
Mhm.

 **Matthieu Mazzega** 17:15  
Yeah, yeah, perfect.  
Perfect.

 **Lansard, Martin** 17:30  
And this type of, you know, market size breakdowns by activity sector, which is typically the kind of information we gather and extrapolate from the annual survey that we do to prepare the water's report. So this is.

 **Matthieu Mazzega** 17:43  
Mhm.

 **Lansard, Martin** 17:47  
Data from this year's edition that eventually we'll need to update with next year's edition with the survey that will be conducted I believe in October. So the type of thing that we have here, it's going to be you know for instance revenue by industry, right. So here.  
You have industrial sectors and share the percentage of the overall Additive Manufacturing revenue that each of these represent and it's so we have a couple of way to to break it down.

 **Matthieu Mazzega** 18:16  
Hmm.

 **Lansard, Martin** 18:24  
I think by material here and probably by region as well. So the ideas we put the data there and here on the right we put our guidance or ideas or example.  
That we think could be good visualization or ideas for you guys to work from. Here for instance would say it would be good. Whatever the database we end up having would be good if users could filter by region and by material, right? Because I don't know like if I'm interested to see only like what's going on for.

 **Matthieu Mazzega** 18:54  
Mm-hmm.

 **Lansard, Martin** 18:57  
Metal, metal material in in Asia, I I could do that on some of those tabs we even included because those all come from a static graph that are included in this year's report. So we we included some of those for this one what we would like to do.  
Is to consolidate total Additive Manufacturing market size. We have separate, we have one overall graph and then we have separate graph for different category of companies or is in print services. You find them here again but you also have printer sale.  
Health market, I am material, I am software. So the idea will be maybe we have everything, some graph like that, right? But we stacked data within each bar and that's basically the users could be able to filter by company segment if I want to see.

 **Matthieu Mazzega** 19:39  
Hmm.

 **Lansard, Martin** 19:51  
Just one graph or can just filter down on the company segment which is here. So we have the overall and we have been broken down again by segment. So that's that's for this one. What else did we have? We have that one.  
One, which is 2024 overall market revenue by country and segments. So again here we're like yes, I mean for the database could be some kind of a pie chart and users could filter by segment and by country.

 **Matthieu Mazzega** 20:17  
Hmm.

 **Lansard, Martin** 20:25  
Not sure about the sub segment data Pablo, that's something we can envision or not. I I I'm not sure when this was added so I put a comment for you, but at least we have segment and company here that we could use.  
So that's the type of thing we would like you know to see how can we transform static data that's in combined static data that is in the in the guide paper guide to something much more dynamic self-service on the platform.

 **Matthieu Mazzega** 20:53  
But.

 **Lansard, Martin** 20:58  
And then we have this one, which is a little bit different in the sense that it's not data that was collected and used for the report, it's data that has been collected by Pablo as part of our ongoing data collection efforts.  
And.  
I personally see this more as kind of a tool versus a graph. OK, I can filter down and just see the split for this company type. Great, but it's somewhat limited here. The idea is so just so you guys understand is it's kind of a comparison, a benchmark of.  
Print services providers in various country.  
The idea is a user wants to order, I don't know, a metal part of a certain volume in a certain metal. They can ask for quotes to a bunch of providers in many different countries and they will get different pricing, right? So.  
We did that at scale across many like hundreds of providers, many countries, so we can get a sense here of you know what are the costs and how you call lead time.  
Associated and you can see interesting thing that for instance like China seems to be much cheaper and much faster to deliver those parts as opposed to US service provider where like maybe four times the cost for the same part, right. So that's kind of the idea.

 **Matthieu Mazzega** 22:13  
Yeah.  
Mhm.

 **Vincent** 22:27  
Um.

 **Lansard, Martin** 22:28  
Um.  
And this one I think could look like a bit more like a tool versus again, I'm just filtering down on some data and just so you see you have the service provider name and for each you can see we ask for various quotes in various materials.

 **Matthieu Mazzega** 22:37  
Hmm.

 **Lansard, Martin** 22:49  
Um, upload? Am I missing anything? Quantity is always one or?

 **Enrique, Pablo** 22:56  
Uh, there should be 1000.

 **Lansard, Martin** 22:59  
Yeah, because I think for each quote we we ask for one unit being produced and at 1000. The idea is again, of course if you order 1000 parts to be printed for you, there's going to be cheaper cost per part versus. So that's the idea also because some users want to use it.

 **Enrique, Pablo** 23:00  
Way down.

 **Matthieu Mazzega** 23:04  
Mm.  
OK.  
Did you need price?

 **Lansard, Martin** 23:17  
Technology for prototyping other for production, serial production. So that's kind of the idea and that's so far.

 **Vincent** 23:24  
Is that information available then? Is one one or is 1 equal to 1000?

 **Enrique, Pablo** 23:31  
One is 1. If you go, there we go.

 **Lansard, Martin** 23:33  
I think 1 means one, but we have done 1000 here. Yes. So we have everything here. Oh, that's 3000 rows plus. I didn't know that. That's big. To me, that's big. I think for data scientists, it's nothing but OK, so that's that's.

 **Matthieu Mazzega** 23:34  
Oh yeah.

 **Vincent** 23:34  
OK, OK.  
Yeah.

 **Lansard, Martin** 23:48  
That's kind of what we have right now. My view is the MVP could be taking the prototype and building from there, include this data. Of course probably the interface will evolve and so on, but that could be one of the approach I think to to quickly.

 **Vincent** 23:50  
Yeah.

 **Matthieu Mazzega** 24:04  
Mhm.

 **Lansard, Martin** 24:05  
You know, improve and have something at the end of August that we can actually navigate as if we were like a paid premium user and we get access to everything. We have potentially we have a meeting after that actually to review.

 **Vincent** 24:11  
Yes.  
Mhm.

 **Matthieu Mazzega** 24:15  
Mm.

 **Lansard, Martin** 24:21  
A few other ideas. My personal opinion is I would love that it it's OK. I think it's the data is the scope is somewhat limited. I still want it to be not underwhelming when we soft launch and I would love to showcase other.  
Data, I don't know, not data types, but topics, for instance, stuff around VC investments, start-ups, fundings, MNA. But essentially it's not gonna be much different than, you know, table like.

 **Matthieu Mazzega** 24:47  
Yeah.  
Mhm.

 **Lansard, Martin** 24:55  
MNA, which I think is now where is it investment or did we put it somewhere? I think I created this tab, but I don't see that, yeah.  
All right. Maybe I did it in a different file, but essentially it's just like a company. I mean here acquiring company, acquired company, deal size, this type of things. So I think in a sense it's very close, yeah.

 **Enrique, Pablo** 25:20  
So the.  
The M&A tab I I uh.  
Changed it to investment.

 **Lansard, Martin** 25:30  
Yeah. So that's the one. OK. Oh, OK, great, great, great.

 **Enrique, Pablo** 25:31  
Yeah.  
And then, yeah.

 **Lansard, Martin** 25:34  
Oh yeah, I had to scroll left. Sorry. So that's actually we have it. So we have the deal size in million and I could see that being quite close to what's been done with the print services in terms of offering various ways for users to understand this data if they want to go in details and filter down.

 **Matthieu Mazzega** 25:41  
Hmm.

 **Lansard, Martin** 25:53  
On the table if they can, but if they want to see aggregate map view, world map view, it's also possible. That's I think the end for me. Time to shut up. What do you guys think? And then we can, if you want, I'm happy to screen share this beautiful prototype.  
We have here and of course if you guys have any question and my colleagues, Ray Pablo as well, maybe that's a good time.

 **Matthieu Mazzega** 26:12  
7.  
For me makes sense. I mean in term of data that's that speak for itself more or less. I mean we have to learn a bit the acronyms, but we'll get into it. My question is more, I mean.

 **Lansard, Martin** 26:35  
Yes.  
OK.

 **Matthieu Mazzega** 26:37  
It's more for me to understand the general structure of the Wallace report, what we see at as tabs here.  
Are they mean to be section of the report or?

 **Lansard, Martin** 26:52  
Oh.

 **Matthieu Mazzega** 26:52  
Or is there like custom report on the side of the global Wallace report? Does that make sense? My question?

 **Lansard, Martin** 27:00  
So the the Global Waters report has many section and those tabs are not like one tab is one section. Those come from various sections I would say of this paper guide.

 **Matthieu Mazzega** 27:13  
OK.  
OK.

 **Lansard, Martin** 27:17  
When we release the next edition, we would like that all the contents live on the platform, HTML, you know, all the text and links and all the statics reports.

 **Matthieu Mazzega** 27:25  
OK.

 **Lansard, Martin** 27:30  
But this is more like an interactive section, right? What can we make a bit more interactive? This is again a subset, I think of this and we structure it by a tab because it's easier at this point, but I think one of the overarching goals here for us.

 **Matthieu Mazzega** 27:34  
OK.  
OK.

 **Lansard, Martin** 27:47  
Beyond having the platform is having a central consolidated cloud database. Right now everything lives in Excel, in various Excel files and so on.

 **Matthieu Mazzega** 27:58  
Mhm.  
Yeah.

 **Lansard, Martin** 28:05  
So this is essentially what we're going to share with you and you guys are going to put it somewhere.

 **Matthieu Mazzega** 28:11  
Sure, sure.

 **Lansard, Martin** 28:12  
One of the big challenges and question is how do we build this somewhere, this database. So then you know we have some kind of processes. Maybe there's no longer Excel, maybe we put new collected data directly there somewhere.

 **Matthieu Mazzega** 28:25  
Yeah.

 **Lansard, Martin** 28:29  
But that's I think that's not the MVP for the MVP will be something quickly set up like this, but that's a big question for V1. I think it's a a topic we need to figure out and Pablo, maybe I can let you elaborate on this, but I I know a big ask on the data.

 **Vincent** 28:34  
Hmm.

 **Huff, Ray** 28:34  
If they maybe I can.

 **Matthieu Mazzega** 28:34  
Yeah.  
Yeah.

 **Lansard, Martin** 28:47  
Team side is really this like they want to move away from XLS soon as possible. Since the platform project is also on the roadmap and there's so much overlap here, we want to have like ideally a common data foundation that the data collection team can, you know, pour data in.

 **Matthieu Mazzega** 28:51  
OK.

 **Lansard, Martin** 29:06  
It's already optimized for front end access via the platform, but also internal access. If I wanna get there or if our colleagues who do consulting wanna get some data that should eventually also be able to access it and so on. It's crazy because we're this.

 **Matthieu Mazzega** 29:08  
Mm-hmm.

 **Lansard, Martin** 29:24  
Well established that the data company in our field and so on. But internally we don't really have a way, a simple way to just look. We have to download the PDF of the guide ourselves and search for data in it, which is totally inconvenient. So that's.

 **Matthieu Mazzega** 29:31  
Mhm.  
I see.  
Thank you.

 **Lansard, Martin** 29:39  
Just to give you the, I think my perception at least of the broader data, you know goals and challenges. Pablo, do you want to elaborate on that? I think you've also been evaluating pools in the past, not specifically Superbase, that is the one that is in your recommended, recommended stack right now, but I think you also.

 **aaron** 29:41  
OK.

 **Lansard, Martin** 29:59  
Maybe dig a little bit there.

 **Enrique, Pablo** 30:03  
Yeah, we definitely do wanna move away from Excel. Um.

 **aaron** 30:07  
Yeah.  
3.

 **Matthieu Mazzega** 30:15  
Mhm.  
It.

 **Enrique, Pablo** 30:15  
Cloud system, but we're kind of hesitant to do that before these platforms are developed. So yeah, we're we're completely open to to using.

 **Matthieu Mazzega** 30:27  
Sure.

 **Enrique, Pablo** 30:32  
The like your suggested option and and then doing I guess doing the transfer once rather than us, moving to a WS and then moving again to to your option.

 **Matthieu Mazzega** 30:36  
OK.

 **Lansard, Martin** 30:37  
First.

 **aaron** 30:39  
Oh.

 **Matthieu Mazzega** 30:46  
OK.

 **aaron** 30:47  
That makes sense. I have a question. So forgive me, I'm I'm the newest I guess right in on this project. I just wanna get a like a good understanding of the like the most common use cases. So like you guys mentioned that we're we're not really sure what we wanna from the UI perspective, but you guys are using this data already and you're.  
Coming into Excel, um, like what? If you could walk me through like the the common like use cases that you guys do already, like what does that workflow look like? Um, is there one particular thing that you're doing more often than not or?

 **Huff, Ray** 31:18  
Maybe I can get a OK.  
I could give a, I could give just like a little bit of context and even answering one of the previous questions, how this, how this data relates to the current Woller's report that we have the big paper report, you know, currently, well, OK, they say that they say that a picture is worth 1000 words.  
You know and and so but we have this, we have this theory that an interactive you know chart that you can filter and change and adjust and get get the just the specific data you want maybe worth a million words you know so that so currently we've got a Waller's report with about 100 different charts on it.  
Trying to cover these different regions, different technologies, materials, all of these different things that you guys are seeing in this spreadsheet and we make as many charts as we can to try to cover all the different use cases. But if you've just got, maybe you've got a dozen.  
Interactive charts, people can filter down and they can say, well, I exist in the APAC region, the Pacific region. I just want to know the business there involving these alloys, involving these technologies. I want to know what's being sold, how much is being sold, whether it's materials or systems. And then I want to output that graph.

 **aaron** 32:37  
OK.

 **Huff, Ray** 32:37  
Put it into a PowerPoint and either send it for a government grant, give it to my CEO and say I need more RND or you know, proving to investors that I, you know, there's market opportunity here. That's really what the majority of our of our clients are going to do with these is they're going to want to.

 **Vincent** 32:42  
Mm.

 **Huff, Ray** 32:56  
Put out graphs that really show they have a business case or they have a threat that they have to respond to. That's largely what what these things are going to be used for. Does that sound about right, Martin? I feel like that's a.

 **Lansard, Martin** 33:09  
That's totally right. Aaron, were you asking for this type of use case? Like what's the end users gonna do and what are they looking for? Or are internal processes more?

 **aaron** 33:12  
Yeah. I mean, I guess we're working towards both angles, right? Because we want to be able to provide that to your clients, right, and your customers who are gonna be consuming the data.  
But you also mentioned that, you know, we wanna start off with a version where we internally don't have like a sort of standard and maybe I'm paraphrasing it correctly here, but we internally don't have like a a a solid way for us, to sort of work from the same data and manipulate it in the way that we wanna see it.

 **Lansard, Martin** 33:47  
Yeah, OK.

 **aaron** 33:49  
I think that's.

 **Lansard, Martin** 33:50  
I mean internal access and internal tools and possible future development to improve our own data processes. I think it's something it's not part of the MVP of V1, but it's something that's already was actually proactively included in the proposal by Vincent, which is something we really like because yeah, it's not.

 **aaron** 34:02  
Sure.

 **Lansard, Martin** 34:10  
Only building something for external users, but eventually we see this platform becoming quite central in everything we do, including could become, you know, a way like there could be a community aspect where experts can log in with different.  
Status and published content and those type of things. So we want definitely to start envisioning this down the road, but at this point and to go back like the the really the the target here are decision makers in the Additive Manufacturing industry that want to make business decisions that need reliable information.

 **aaron** 34:40  
No.

 **Lansard, Martin** 34:45  
Now that is fresh up to date, it's conveniently accessible and that's kind of what why we're building this and want to move away from having only like a PDF or a paper guide to to give them.

 **Huff, Ray** 34:59  
Yeah, even to to add to that, you know what you've got put up here on the screen, you know you've got a list of companies. So imagine you're you're a company that sells filament and you want to know where qualified customers are and you go, OK, great, I can filter by country. I can filter by what systems they have. So I know if they can run my materials.  
And you know, in 3 minutes you've got a qualified list of people you can market to and start reaching out to. So that that's a hugely valuable thing. People pay thousands of dollars for that for a custom study. We we want to market to those people because we have events, we have products, you know, further market reports. So I think this is.

 **Matthieu Mazzega** 35:29  
Thank you.

 **Lansard, Martin** 35:29  
That's a very good point.

 **Huff, Ray** 35:39  
These are really powerful tools and people ask us, for this and you can print out a directory. Well, Martin is the expert on this because he had an online directory of and companies and it's very difficult to maintain and I just think he's just a boss for having done it as long as he did.  
But that's the idea is not only can we can we do that, but can we make it something that's practical to maintain, even maintainable by the community. Maybe even companies, you know, could could edit their own listings. That's further down the road. But anyways, lots of lots of very.

 **Matthieu Mazzega** 36:00  
Yeah.

 **Vincent** 36:15  
Yeah.

 **Huff, Ray** 36:16  
Uh, good use cases.

 **Lansard, Martin** 36:17  
But you're right to highlight. Yeah, go ahead, Aaron.

 **aaron** 36:17  
I guess a a follow up question to that.  
Um, so Barton, yeah, that's a pretty cool day. So how did you maintain your directory? What was that process like?

 **Huff, Ray** 36:29  
I just assumed he never slept.

 **Lansard, Martin** 36:29  
It's, it's.  
Yeah, no, but it's a combination of a we had this self-serve platform where manufacturers had their own account, could log in, claim it, add their product listing. But you know there's just a fraction of the database. The rest is manual work essentially and you can automate.

 **aaron** 36:36  
OK.

 **Lansard, Martin** 36:48  
You know, ensuring, capturing all the latest news for new product release and maintaining your database. Here it's a mix of automated data scraping, historical data that we've had.  
Manual actions, those kind of things, right? So Pablo's team, they they do a lot of those, like they collect constantly data and so on.

 **aaron** 37:17  
It's so, so, so we're collecting the data. How often would you have needed to to sort of clean it up?

 **Vincent** 37:18  
Yeah.

 **Lansard, Martin** 37:27  
I think it, I think it depends on what data I guess.

 **aaron** 37:29  
Depends on.

 **Vincent** 37:32  
So uh, bringing it back to the MVP, it's an internal use only, but it of course needs to reflect real life Uh customer journey Uh.

 **Lansard, Martin** 37:40  
Yeah, we're just gonna dogfood it internally, but it should be like the users will see it in the V1, yeah.

 **Vincent** 37:44  
Yeah.  
So and and Ray, you already touched upon that just now with with a with an interesting example. Are there any kind of scenarios, customer journeys that you want to kind of maybe see laid out within visualizations meaning I I am.  
X and I'm looking for Z and this is how I'm gonna hopefully be able to slice and dice that information. Do you have maybe like a few scenarios or is it just the visualization? I'm asking because I think it's interesting for us to kind of understand a little bit the job to be done on the customer side to understand the.

 **Matthieu Mazzega** 38:19  
Mhm.

 **Huff, Ray** 38:20  
Yeah.

 **Vincent** 38:21  
That's way to visualize that data and maybe even beyond that. I'm not sure if you thought about anything beyond just the visualization. There's of course some sort of, I don't know, maybe insights that you could generate. There's there's a bunch of other stuff of course that you could do data export that.

 **aaron** 38:26  
Yeah.

 **Vincent** 38:38  
I think is something interesting in general. I'm not sure that should be part of it, but yeah, just just.

 **aaron** 38:38  
So.

 **Lansard, Martin** 38:41  
I think it's in the brief, it's in the requirement for MVPV one. It's there along with a bunch of older stuff you said, right. So I'm just looking at your prototype right now. General report. I liked it. I like to have some kind of World Report 2026 coming soon because it will be there.

 **aaron** 38:51  
Thank you.

 **Matthieu Mazzega** 38:52  
Mm-hmm.

 **Vincent** 38:54  
Yeah.

 **Lansard, Martin** 39:01  
Eventually and what was named Focus reports. We can figure out the real name, but I liked it. It could be like almost one tab is gonna be 1 little section like that and that was great, like the overview gives you like a summary.

 **Vincent** 39:02  
Yeah.

 **Matthieu Mazzega** 39:06  
Yeah.  
Exactly, exactly.

 **Lansard, Martin** 39:18  
You have some kind of a, you know, general information. You have the map view where you can filter that down on some stuff. You have the the data to really want to dig in the company and so on. And here I think are more like what you call maybe insight or database. I like this section also key insights.

 **Matthieu Mazzega** 39:21  
OK.

 **Lansard, Martin** 39:38  
Automatically generated just great. I think to me like this really is already something that adds a lot of value on top of the raw data that we have. So that's kind of capturing I think both what was in the brief and.

 **Vincent** 39:44  
Yeah.

 **Matthieu Mazzega** 39:47  
Mhm.  
Yeah.

 **aaron** 39:56  
OK, so so maybe for the for the MVP like we sort of just like get the the real data ported into this the prototype, right? So then you guys can actually.

 **Lansard, Martin** 39:57  
Where we see this platform going?

 **Matthieu Mazzega** 40:03  
Oh.  
Yeah.

 **aaron** 40:11  
Yeah.

 **Matthieu Mazzega** 40:18  
We do.

 **Lansard, Martin** 40:19  
For the amount of time, I mean it's nice all those stuff, settings, profile, blah blah, this will take our 4V1 right? But that would be maybe organizing those here and then we can see but essentially like having the spirit in spirit and I'm talking about myself, right? But the protocol.

 **Matthieu Mazzega** 40:29  
Yeah.

 **Lansard, Martin** 40:39  
Has been shared internally and I think in general it was good feedback. We haven't collected like super detailed feedback because that was not the point yet. But I think the the consensus is, yeah, that's kind of what we have in mind.

 **Matthieu Mazzega** 40:46  
Mhm.  
And if we go back coming to your to your document with the data, the the tabs we we saw at the bottom, do you have way more data table than that?

 **Lansard, Martin** 41:09  
The green one was the one that we selected for the MVPV one.

 **Matthieu Mazzega** 41:12  
Yes.  
Yeah.

 **Lansard, Martin** 41:17  
I would say I think.  
The, the company, yeah, we have much more and I think and Pablo, I'll let you elaborate on that, but a lot of the potential that we will want to expand on will be on the company side.

 **Matthieu Mazzega** 41:22  
Yes.

 **Lansard, Martin** 41:37  
Here we just focus on two company types, the manufacturers of 3D printers and printer print services providers. But we have a whole bunch of other company type that we want to collect not only publicly available basic information like name, country, address, so on, but more strategic information. So it's not going to be.

 **Vincent** 41:41  
Mhm.

 **aaron** 41:48  
See.

 **Matthieu Mazzega** 41:53  
Mhm.

 **Lansard, Martin** 41:57  
Be necessarily the same depending on the company type, but that's the idea and I think that's kind of the real goal. We'll still have survey forecast, high level market type of data, but that's not something we'll refresh every other week, right? But the company directory will.

 **Matthieu Mazzega** 42:02  
OK.  
Mhm.  
OK.

 **Lansard, Martin** 42:17  
Keep growing and we'll probably want to have, I don't know, maybe there will be company explorers or whatever we call those. This one that we have could be like the one from print services providers and then we build one for manufacturers. That is not exactly the same in the overview and the analytics because we know.

 **Matthieu Mazzega** 42:36  
Yes, exactly.

 **Lansard, Martin** 42:36  
Users don't want necessarily, but as long as we have, we understand OK you can put any kind of variable here and this type of this, then we can figure out exactly how to fine tune those. But I think that's that's real, the real data, especially if we build in some strategic.

 **Matthieu Mazzega** 42:51  
OK, know that.

 **Lansard, Martin** 42:55  
Hard to get data like what's the revenue, what's the headcount of the company, this type of business decision making type of of data. Does that answer your question? Yeah.

 **Matthieu Mazzega** 43:00  
Yeah.  
Yeah, yeah, yeah, yeah.

 **aaron** 43:09  
Uh.  
Yeah, so I I guess my my number one question now is like what do you guys envision this the interface for determining which data view you want? Because obviously you guys have experience with like Tableau and I'm setting up maybe even Data Studio or something like that, but and those interfaces could be a bit more technical.

 **Matthieu Mazzega** 43:20  
Yeah.

 **aaron** 43:30  
How do you guys envision this for yourselves and for your your clients, your customers like are are they coming into go ahead?

 **Lansard, Martin** 43:37  
I would say it's.  
For clients, that's just this one. For ourselves at the beginning it would be the same because we'll have just the same accounts. Maybe we'll have some we envision to have like team access. So there will be a matter of gating some data behind the paywall, getting some free users, enticing them. Oh, but.

 **Matthieu Mazzega** 43:46  
Mm-hmm.

 **aaron** 43:46  
Yeah.

 **Lansard, Martin** 43:59  
I really want to see like the revenue data, but I have to upgrade my account, you know, like basic SAS approach. Um.

 **aaron** 44:04  
OK.

 **Lansard, Martin** 44:07  
Then for us, you mean company employees? Uh, yeah. I mean, eventually maybe we just want to have access also to the raw database or version of it or view version of it. I don't know. I don't think that's something that's uh.

 **aaron** 44:08  
Sure. I I I do like, I do like your approach of like let's let's dog food it, right? And then whatever's used for us, will be used for our clients.

 **Lansard, Martin** 44:25  
Yeah.  
Yeah.

 **aaron** 44:27  
I guess specifically from like OK, I want a specific focus report. Let's say I'm going to a form based interface to determine that like am I able to tweak that after I've created the data view? So let's like you're saying more now I want to see another data set, but I have to pay for that.  
Data set. Am I seeing that interface like on this dashboard in this data view? Or do I have to like go into the settings to sort of configure this? Like what does that configuration process look like?

 **Vincent** 44:58  
I think what you're what you're asking about is the like the ability of having some sort of a report builder, right? Whereas these are precreated more or less static reports versus you're able to basically create your own report, the columns you want and all that stuff.

 **Matthieu Mazzega** 45:03  
It's, yeah.

 **Lansard, Martin** 45:03  
Oh.

 **aaron** 45:07  
Right.

 **Matthieu Mazzega** 45:10  
Yeah, I I would complete that because that was that was a bit the next part of my question before that ideally in the future.

 **aaron** 45:17  
Yes.

 **Matthieu Mazzega** 45:20  
In a way, I I don't want you to call us each time you want a new view to say, well, we need to build and code basically something else. So we have to find that would be the work here to find a way to say, well, all the report that focus report we are talking about.

 **aaron** 45:20  
2.

 **Lansard, Martin** 45:28  
Yeah, yeah, of course. Of course, yeah.

 **Matthieu Mazzega** 45:38  
How do we find a general and structure language on top of them so they have the same structure, even though they are slightly different. That will be our work to find something consistent so that again, I would say in the future, yeah, it's some sort of a report builder. I'm not sure we can go that far.

 **Lansard, Martin** 45:43  
Yes.  
Yeah, or maybe a template that we can work on. Completely agree. I think down the road that's also something we definitely want this to be an evolative platform that we can own and and work. I guess the approach is up until the V2 and the actual launch.

 **Matthieu Mazzega** 45:58  
At least something exactly, exactly.  
Yeah.  
Yeah.  
Sure.

 **Lansard, Martin** 46:15  
Maybe focus on building it out for the end users and not necessarily focusing too much on building a super scalable tool, just because if this doesn't work at all, there is no adoption like you know, but you're right that it's important.

 **Matthieu Mazzega** 46:21  
Yeah.

 **aaron** 46:28  
Yeah.

 **Matthieu Mazzega** 46:31  
Yeah, sure.

 **Lansard, Martin** 46:33  
To mention that now because it will certainly impact how you guys think this through from the data standpoint, from the whatever builder standpoint and so on.

 **Matthieu Mazzega** 46:41  
Which, yeah, in a way, we we should think about it pretty early. That's a bit my point. We should think about it, yeah.

 **Lansard, Martin** 46:47  
That's why we, yeah, totally. That's why we shared a little bit of higher plan, but it's just up until external launch. It's not such a long term plan, right? But the idea to give you a maybe a even higher view of of that is.

 **aaron** 46:49  
OK.

 **Matthieu Mazzega** 46:52  
Yeah.  
Yeah.

 **Lansard, Martin** 47:02  
So we we come from Additive manufacturing, but we are part of a advanced manufacturing division within a STM, which is like a fifty person group focusing yes on Additive but also on all kinds of other emerging technologies.

 **Matthieu Mazzega** 47:19  
Hmm.

 **Lansard, Martin** 47:20  
And we recognize there's really a a gap here on the market in terms of market intelligence offering that we want to fill gap of something that is a modern on demand tool to access reliable trusted information for decision makers. So we want to prove.  
This with Additive Manufacturing and expanded in other verticals, right? So that's the idea of having this eventually this platform. But yeah, there should be a way for us, to build apps or reports or whatever we call them.

 **Matthieu Mazzega** 47:50  
Yeah.

 **Lansard, Martin** 47:57  
I think we reports like this are quite useful and nice.  
I like also that I I see this platform eventually becoming kind of a toolbox, right? You come, yeah, you can navigate and with your AI assistant, navigate the big report that just came out. But you also have more focused reports if you're interested in getting just a view of what are the.

 **Matthieu Mazzega** 48:08  
Mm-hmm, mm-hmm.

 **Lansard, Martin** 48:23  
Print services providers in France that use metal filament. Yeah, great, we can do that. But also you could have tools. If I want to estimate the ROI of me adopting this technology, I could we we could have a tool around this. We could even have a tool with the data I want to, you know.

 **Matthieu Mazzega** 48:28  
Mhm.  
Yeah.

 **Lansard, Martin** 48:41  
How much it's going to cost me to produce a thousand part of that bill volume while we have almost the tool right with the data that I shared earlier on the quotes from service providers. So that's kind of the idea. We're also thinking we know one of the big challenges decision makers in our industry.  
Encounter is is really following the industry sentiment. What's being discussed? What are the hot topics? What are people talking about among the sub communities? You want to know what's being discussed on LinkedIn or in other community groups.  
Maybe we maybe we have a tool for that. Maybe we embed some kind of third party or whatever API that allow us, to tap into LinkedIn and we it can be basic, right? But the idea again is we know all of those things or Questions that CEOs are asking themselves.

 **Matthieu Mazzega** 49:21  
Mhm.

 **Lansard, Martin** 49:36  
And we think we are in a good position to give them, you know, the right tool and that with the right pricing this could get adoption. So that's the idea, but we don't really know. I'm talking about industry sentiment, maybe people don't care and maybe it's just going to be a lot of data and.

 **Matthieu Mazzega** 49:50  
Mhm.

 **Lansard, Martin** 49:54  
Maybe the big, the big value add will be on data collection. We need to collect more hard to get data. Maybe that's the mix of everything and maybe you guys will come up with great ideas as well because I think already here there was a bunch of ideas.

 **Matthieu Mazzega** 50:02  
Yeah.  
Mhm.  
Yeah.  
Mhm.

 **Lansard, Martin** 50:30  
We want to be bound to 1 vendor. Of course, no one wants that. We want to have some kind of a productive, mutually stimulating partnership, right? That's at least how I envision it.

 **Matthieu Mazzega** 50:40  
Yeah.

 **Vincent** 50:45  
Yeah. So if we talk, if, if, if there's no other questions around this, maybe we can talk a little bit about logistics in terms of timelines.

 **Lansard, Martin** 50:52  
Yeah, we have 10 minutes, so maybe we do that 'cause, yeah.

 **Vincent** 50:58  
Yeah, I think, I think that's clear, but I think just to set some expectations here. So the the spreadsheet you are sharing is basically the scope of the data that we're gonna be working with in the reports for the MVP. And then in terms of timeline, yeah, we talk about starting next week.  
While you're out, um, do you have any expectations around delivery or deadlines you want to meet? What's your?

 **Lansard, Martin** 51:21  
Yeah, yeah, it it it's end of August.

 **Vincent** 51:25  
OK. Yeah.

 **Lansard, Martin** 51:28  
Because I we see soft launch is the week of October 6th, so the platform should be finalised the week before that and that includes everything up to hosting it on the subdomain, linking with RIT to do that and so on.

 **Vincent** 51:36  
Yeah.

 **Lansard, Martin** 51:48  
On connecting WordPress user accounts, we can speak about all that more into details with the V1 scope and we can agree to say something like we are not gonna do any payment right now cuz connecting all the pipes.

 **Vincent** 51:57  
Yeah.

 **Lansard, Martin** 52:07  
Hassle. Maybe we launch and if they click on upgrade, maybe it's just an e-mail to me for the first weeks and that's OK, right? But we still want it to be externally ready, so that's quite tight, right? We'll talk like less than a month to get the MVP and then we pick the vendor and then we have roughly a month.  
Like 4 weeks to build it up to make it externally ready.

 **Vincent** 52:31  
Yeah, understood. OK, OK, that's all clear.

 **Matthieu Mazzega** 52:32  
Yeah.

 **Vincent** 52:39  
Anything else we need to discuss?

 **Lansard, Martin** 52:41  
Yeah, so do do we schedule the next meeting already just so it's pencilled in everyone's calendars or how how do we want to do that? Like if I share with you right now the spreadsheets, you have enough to.

 **Vincent** 52:42  
Any questions? No.

 **Matthieu Mazzega** 52:45  
Mhm.

 **Lansard, Martin** 52:58  
To get started, do something like again, I want to make myself very clear. I'm super available. This is a priority, right? I wouldn't want this timeline to be completely derailed because I was out next week. So at the same time I saw what you did.

 **Matthieu Mazzega** 53:12  
Sure. No, I think the.

 **Vincent** 53:14  
No.  
Yeah, I I think that.

 **Lansard, Martin** 53:17  
In such a short amount of time, I think it's still OK, but you guys have plenty of other things to do and at least.

 **Matthieu Mazzega** 53:19  
Yeah.  
Yeah, no, I think, I think, I think as you said, I think the first step is really sharing the data because there is certainly the most work we will have to do to in a way understand also how we can link data together, you know what I mean? I see you use you use company in different places. So they will be thinking for us to say well do we need.

 **Lansard, Martin** 53:28  
OK.

 **Vincent** 53:29  
Yeah.  
Oh.

 **Matthieu Mazzega** 53:41  
An index of company. There'll be some work about that, so I think it's definitely the first step.

 **Lansard, Martin** 53:46  
Yeah, OK, totally. And by the way, and I think that's maybe something we can discuss either in a separate conversation but or touch base right now. But I was thinking the same in some tabs we have company name.

 **Matthieu Mazzega** 54:00  
Sure.

 **Lansard, Martin** 54:00  
As the field, sometimes this company sometimes is supplier. I mean of course it's seems like we need to normalize things. So is this something we should be doing? Go at least take a pass before sharing it with you and sharing at least on the subset that we are sharing like company name is.

 **Matthieu Mazzega** 54:05  
Yeah.

 **Lansard, Martin** 54:19  
Always called company name or print service is the same as printing services, right? And it's just even me like it bothers me. So I think we could do that at least and then from your perspective is I think one step beyond that is really.

 **Matthieu Mazzega** 54:25  
Mm.

 **Lansard, Martin** 54:36  
I don't know exactly know how that work right, but thinking table like matrix like whatever. But how everything interlinks and start building this database really.

 **Matthieu Mazzega** 54:43  
Yeah, that that could be, that could be because in a way I I did that a bit for the prototype. If you think about it, I had to go one level higher in terms of database or table as a a table of materials type for example, you know.

 **Lansard, Martin** 54:58  
Pablo asked me. I I remember Vincent told me that some work had to be done and Pablo asked me yesterday like what did they do? I wasn't really able to answer actually, so we looked here.

 **Matthieu Mazzega** 54:59  
Yeah.  
But.  
Yeah.  
I can't even show you. No. But in a way, when I say this is work we have done, I mean it's a nice work to do even for us to, you know, get data. So that that's not an issue for us. In a way, it's a nice thinking for us.

 **Lansard, Martin** 55:12  
That I don't know.  
Yeah, yeah.  
Such a nice table.

 **Vincent** 55:29  
It was with the row based on like there were multiple instances of the same company in the same row, right? But something along those lines.

 **Matthieu Mazzega** 55:35  
Yes, because yes.

 **Lansard, Martin** 55:35  
Oh, OK. So it was kind of cleaning it up, right? OK.

 **Matthieu Mazzega** 55:39  
It's a bit, I mean, restructure it in a way.

 **Vincent** 55:39  
No, I was like.

 **Lansard, Martin** 55:43  
Restructuring. OK, so I guess my question is, do you want us, to do something on the on that like EU United Kingdom or sometime it says United Kingdom, do we want to take a pass? Is it something you guys have processes and tools to do?

 **Matthieu Mazzega** 55:44  
Well.

 **Lansard, Martin** 56:00  
Do we just drop, drop it like this and you figure it out?

 **Matthieu Mazzega** 56:04  
I think that's fine. We can definitely start with that.

 **Vincent** 56:07  
Mhm.

 **Lansard, Martin** 56:08  
OK, so I'm gonna we have a meeting actually in half an hour internal meeting with our manager to review that. So that's the base. After that meeting I will share the file with you so you get access.

 **Matthieu Mazzega** 56:21  
Yeah.

 **Lansard, Martin** 56:23  
Is there anything else at this point that you would need?

 **Vincent** 56:29  
Well, there's some, there's some admin stuff in terms of being able to send an invoice. That's a separate conversation. Other than that, what?

 **Lansard, Martin** 56:40  
So that's, yeah, I want to sort it out before I go. I'm pushing into, I'm pushing internally, but I mean, I'm confident there will be. You will get a DocuSign soon enough, hopefully by tomorrow and you can invoice us, for sure.

 **Vincent** 56:45  
But that's fine. I mean that.

 **Lansard, Martin** 56:58  
And I appreciate the understanding. I mean, I I realize, I mean we were working outside of a sign agreement and that's a big flexibility. So thanks for that.

 **Vincent** 56:59  
Yeah, I'm not worried about that.  
Uh.  
No, no, that's that's OK. I think the other thing in regards to the project itself, normally what we will do is create a scope document, review that together, I'm, you know, given the time.

 **Matthieu Mazzega** 57:11  
OK.

 **Lansard, Martin** 57:17  
Yes.

 **Vincent** 57:23  
We may want to skip that a little bit or at least give you keep you in the loop of certain kind of directions we're going into. I I think we want to move to the delivery quite fast since it's since we already have a good base and I think the base is something that we can kind of agree on in terms of structure.  
UI. So I don't think we need to spend too much time on that. If you have specific visualization requirements that came from the feedback that we currently did not include, that is of course very welcome as feedback. If there is any other feedback that was invented in the team.

 **Lansard, Martin** 57:55  
OK.

 **Vincent** 57:59  
Around the prototype, that's also very welcome. And then I think we'll just, we'll set up a meeting ASAP to discuss the the approach and then we'll get the work. He'll be out next week. So I think that will give us some time to just get some work done and then by the end of that week.

 **Lansard, Martin** 58:02  
OK.  
OK.

 **Matthieu Mazzega** 58:14  
Thank you.

 **Vincent** 58:16  
Um, we will be able to share something or the week after.

 **Lansard, Martin** 58:18  
I guess based on your progress, if you Vince, that it's good that we have this conversation with you and me before you go for whatever reason, happy to jump on a 30 minute call from the camping site. It doesn't really matter.

 **Vincent** 58:30  
Yeah.  
Yeah.

 **Lansard, Martin** 58:35  
If not, if everything is good, I'll check emails, right? So I I'd like at least before you go on vacation, I'm asking you because you're the one that I've been interacting with, right? I don't wanna it's just if you if if we can get some kind of update next week, just so we know you guys have been.  
Doing some progress. What we can do is already schedule something for the week when I'm back. So not with you, but maybe with Matt, Aaron. We can have a sync meeting on the Monday, on the Tuesday so as to not lose any time. It will be August 18th or 19th.

 **Vincent** 58:54  
Yeah.

 **Lansard, Martin** 59:11  
Um and I just.

 **Vincent** 59:11  
Yeah, that's I might be able to be available for that. Again, as I said, there's a bit of overlap. Matt's out next week, the week after. I will be out the week after next week. You'll be back the week after next week. So we'll just, we'll make it work. We'll find a way to get it, to get it logistically.

 **Matthieu Mazzega** 59:17  
Yeah.

 **Lansard, Martin** 59:24  
Europeans.

 **Matthieu Mazzega** 59:26  
Yeah.

 **Lansard, Martin** 59:27  
Aaron doesn't take it. Aaron doesn't take any vacation.

 **Vincent** 59:28  
All this vacation? No, he's available all, all along, every day.

 **aaron** 59:33  
No, there's there's only like 3 months of good weather, so you're here, so.

 **Vincent** 59:36  
Weekends, no weekends, doesn't matter. Yeah, so no, I I think.

 **Lansard, Martin** 59:39  
OK, let let me know how you want to progress. I think from my perspective I would love when I'm back if I have another version of the prototype or whatever of the the first version of the MVP that I can show in the team meeting to Ray, to Pablo and to our manager.

 **Matthieu Mazzega** 59:50  
Yep.

 **Vincent** 59:52  
Yeah.

 **Lansard, Martin** 59:58  
So we can start if we have like a big feedback, it's not going to be like 2 days after the before the deadline of end of August. It's going to be we have some perfect time, right? OK, maybe we put that this way and so on. Is that OK?

 **Vincent** 1:00:10  
Yeah.

 **Matthieu Mazzega** 1:00:12  
OK. Yeah.

 **Lansard, Martin** 1:00:13  
Ray and Pablo, did I forget anything? Do you guys have because you, I know you have also your perspectives on that. Do you think we are on the course of a successful project?

 **Matthieu Mazzega** 1:00:31  
Great.

 **Huff, Ray** 1:00:31  
Kind of find, yeah, almost like templates for the various types of graphs, tables, presentations. That's that'll be brilliant. So, but I think once you start to dig into it, you'll probably have tons of questions. If you want a list of acronyms, hit me up. I've got you covered. Anything else, you know?

 **Lansard, Martin** 1:00:31  
But.  
Oh, sorry.

 **Matthieu Mazzega** 1:00:46  
Yeah, yeah, great.

 **Huff, Ray** 1:00:49  
Do our best.

 **Vincent** 1:00:50  
OK, cool.

 **Matthieu Mazzega** 1:00:52  
Great. Alright guys.

 **Huff, Ray** 1:00:52  
OK, awesome.

 **Vincent** 1:00:52  
Alright, uh, we'll be providing the file, the final finalized MVP file and then we can get uh started.

 **aaron** 1:00:55  
OK.

 **Lansard, Martin** 1:00:59  
I'll do that and I'll keep you posted by tomorrow regarding contracts and so on. And yeah, I think that's it. So thanks so much for the productive conversation. It's also good to to meet everyone.  
I'm not sure everyone's going to be at every meeting and we can do a lot asynchronously, but thank you so much for working on this. And yeah, that's very happy to finally kick things off with you guys. So thank you if I don't speak to you again. Have a great vacation next week, Mathieu and.

 **Huff, Ray** 1:01:15  
Yeah, really nice to be.

 **Vincent** 1:01:23  
Yeah.  
Thanks.

 **Matthieu Mazzega** 1:01:28  
Yeah. Thanks a lot, guys. Thanks a lot.

 **aaron** 1:01:29  
Yeah.

 **Vincent** 1:01:32  
Me too. Oh, lastly, are you able to share the transcript of the call just to?

 **Lansard, Martin** 1:01:33  
And uh, yeah.  
Yeah, yeah, I will. I, I, I will do that. Yeah, I will do that with the AI notes and so on.

 **Matthieu Mazzega** 1:01:38  
Yeah.

 **Vincent** 1:01:43  
Yeah, but it also if you have the full transcript, the AI note sometimes skip certain important things. I think we discussed quite a bit of interesting stuff that we can use for the scoping. So if you have the full that would be great.

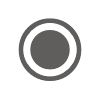
 **Lansard, Martin** 1:01:52  
OK, now you're right. And sometimes you have action items on your name that you had no idea where is there. So it and then it's the proof it can be brought against you. So I'll share the raw transcript if I figure out how to find it and the AI notes in case you're lazy and you just trust AI. Awesome. All right guys.

 **Matthieu Mazzega** 1:01:58  
I.

 **Vincent** 1:02:06  
Yeah.

 **aaron** 1:02:09  
Yeah, it it should be there. Thanks. Thanks guys. Thank you guys. Nice meeting you.

 **Matthieu Mazzega** 1:02:12  
Bye, bye guys. Bye bye.

 **Lansard, Martin** stopped transcription