

Board Meeting Notes

2017 Jun 28

Attendance: John Spencer, Matthew Shaver, Gilberto Molina, Gary Higbee, Greg Rupprecht, Alex Randall

Cash Management Strategy

- \$33,000 a month going into a savings account to fund a team for Satellite development from Oct 2018 thru Dec 2019

Sales Strategy

- Need to average \$77,000 in additional sales a month, or total \$460,000 for normal operations, and no losses

Charlotte Leads

- Spence is looking to add positions and extend contracts on the Charlotte contract
 - Deloitte will be adding new members to the team
 - We would fill in during the hiring process and train the newcomers
- Ford Motor Company
 - Presales meeting with cyber security manager
 - Right now he is just hitting the low hanging fruit, but in the next 2-3 months will have larger, more complicated projects to work on

Stor

- Everything else is ops normal

Structsure

- Four man team has been stood up, and is working on building out the project

Pudding

- BrainGu branding from Punch was presented
- Greg recommended putting Punch in contact with some current customers for an understanding of what BrainGu is to them

Travel Policy will be sent out for review by the board