

Total Fitouts

Jeremy Dyer (CEO Total Fitouts): [00:00:00] You mate.

Tim Geldard (CEO ConceptV): No, cause I won't say too much.

Cool. Thank you. So

I will first

tell you a bit about me and what it is that we've done. Yep. I put together a bit of a structure as to what that could mean for you based on what you told me, what your objectives were. And we did

some marker research. Yep. So now let's jump into it. All right.

So I've been doing this for She's sensitive mate. Yeah. Bloody hell. Geez. Don't ask me how to change it, the post.

Oh man. This is really throwing me off my game. Thanks guys. Yeah, that's pretty much it.

Yeah. So about six years ago I was doing my Bachelor of property economics.

And got, frankly, really just

annoyed at how much stuff needs to happen by people.

Yeah. And it just gets screwed up.

So I did the easy thing and started a company. Yep.[00:01:00]

As you

do. So I spent a couple of years looking into the psychology of decision making and information processing. And then started

developing. A like global system that can help with that.

So

this is the thing that we built.

One of the main things that we wanted to fix was just the inconsistencies with file types and

incompatibilities with different programs and

just the painful

nature of all of that. So we made a system where all of the. End users, like everyone that's on here can upload whatever files they have.

PDFs, debit files, IQ card, anything. And then from there we

can configure basically like a product system. I'm just thinking, I might

Jeremy Dyer (CEO Total Fitouts): see if Rob wants to jump in on this quickly. Of course. He's in the meeting room, mate. Hi, is he.

Continue so

much [00:02:00] take arounds and

still the best way is to just poke. Yeah.

Look underneath. Yeah.

Tim Geldard (CEO ConceptV): Yeah, so everyone uploads the existing files,

Into our server and

then we create a product system. Yeah. So we've created a few of them. But I'll show you a video first to give you an overarching

idea of what the client

facing side is.

Jeremy Dyer (CEO Total Fitouts): Have

Tim Geldard (CEO ConceptV): either of you guys put together a video before it is such a pain in the ass? Oh yeah. Yeah. Oh my God. That's what Jane does. Marketing Jane does. Oh, does my head in?

Jeremy Dyer (CEO Total Fitouts): So that's,[00:03:00]

I know the screen

Tim Geldard (CEO ConceptV): hasn't to the side. Just saw Steve's spin. Oh, sorry buddy. You're probably not seeing this awesome video.

Jeremy Dyer (CEO Total Fitouts): Ah, yeah,

its good.

Tim Geldard (CEO ConceptV): It's

Steve (Total Fitouts Operations Manager): a different, ah, you gotta share though.

Tim Geldard (CEO ConceptV): Yeah. Should I stop?

Jeremy Dyer (CEO Total Fitouts): Yeah, just go

Tim Geldard (CEO ConceptV): share.

Yeah,

it's probably better. Sorry for my guidance. I can turn down

the really awesome music as well. Sorry.

Jeremy Dyer (CEO Total Fitouts): So yeah, just stop sharing and then share again, just

go share.

Negotiate. Go not tap.

Yep. Yep. Perfect. That should work.

Yeah. Cool. That's it.

Tim Geldard (CEO ConceptV): All done? [00:04:00] I'm mute. Music's good? Yeah. All right. Keep up.

Jeremy Dyer (CEO Total Fitouts): Call. Call [00:05:00] so

Steve (Total Fitouts Operations Manager): quickly. Because I've been waiting for, it's just

Jeremy Dyer (CEO Total Fitouts): you might be interested to sit down on this.

Steve (Total Fitouts Operations Manager): Hey Nick. Sorry. Come about Rod. Tim. Good to meet you. Nice to meet you.

Tim Geldard (CEO ConceptV): Sorry Rod. Heads up our operations, Tim. Ah, yeah. All good. Yeah. Yeah. You

Jeremy Dyer (CEO Total Fitouts): don't have to but just you might find it quite interest to do

Steve (Total Fitouts Operations Manager): with software and tech.

Lovely. Gimme a two seconds, just wanna see how he's going cause he's outta town, so

Tim Geldard (CEO ConceptV): thank you. He'd be a really interesting guy to talk to. Yeah. He started solid software companies as well. Oh, did he? Sent an interesting, he'd,

so being surprised

that took a month to get together. Holy crap. I'm surprised [00:06:00] trying to put everything into a minute 20, like six

years of development into mid 20 into,

oh man. We made that

for VCs, so we're going through one and a half mill raise at the moment. Cool. But god damn, it's frustrating

what all of these standards, it's like you have to do everything in 10 minutes.

Yeah. And like this

stuff that I'm trying to squoosh down. Oh, it's just pain.

But basically everything that you just saw was snippets from live projects that we've got.

Yep.

And

just shows that the Property

Wizard, which we

finished like probably mid last

year. Yep.

We used that to create a whole bunch of different systems for different sectors.

So I'll go down a bit further.

I'll be setting

this to, by the way. Yep. There's lots of stuff in it

as about the team. So I started when I was like a nice little fresh faced little

20 [00:07:00] year old that was nice. And picked up a whole bunch of extra people along the way. A lot of specialists into different parts of software.

Yep. Which has been lots of fun. Okay. From this side down here, part of our release of these different product systems,

we're doing that with industry partners. So we've got these two on board,

In the luxury development space and in the large scale architecture space. Yep.
And Tamara which

this part isn't

public yet, but Tamara is one of the directors at the Australian Initiative
Architects Cool.

And super well connected.

She's becoming our

director of growth Cool. In a couple months. Awesome.

So we're at the point now where we've really been working on. Implementing
it. Yep. We finished it. These

are a few of the different,

So you've done some stuff with G's, have you? That's we've done 'em with one
of their franchises.

Franchises, okay. Yeah. Which

one? Oh. [00:08:00]

North coast somewhere.

Okay.

Can't remember exactly which one. Matt Dag. Matt Dag. Okay. Dunno.

Yeah. Working with them and eventually we're presenting something to them.
Great. But basically

we're making different product systems for a bunch of different sectors.

Yep. Cause the main

thing that we've done has been focused around making communication easy with the end client, making the process automated and scalable. Yep. Basically

that's our massive function focus. So we've

got a couple that are. In phase one and two in kit home and volume, home ministry.

So that is after we've developed the system, after we've done the research and test,

and then they're in the initial stages of

implementing it. So you can go to a couple of these guys websites and you'll see everything that's up there.

Yep. Main initiatives that we're bringing now with the capital raise is in residential architecture.

We did a soft launch agenda last year and in the development sales,

that's what one of the industry investors is for. Yep. As well [00:09:00] as the suppliers portal.

So we're connecting suppliers with who they provide to,

basically. I called the

legal changes over the last year about putting.

Jeremy Dyer (CEO Total Fitouts): Oh man, I

Tim Geldard (CEO ConceptV): forgot the word.

Onus. Liability. There we go. Yeah.

And pretty much everyone that's

involved. And then

that changes coming up. I think it's end of this year. Yep. Where builders can't change from what's been specifically,

Stated by the architect. Yeah. Specified. Yeah. Yeah. So we've got a bunch of connections

in the supplier industry and we're basically making a separate platform, but we can connect with everyone.

Okay.

Jeremy Dyer (CEO Total Fitouts): So that's to basically eliminate, the questions around a lot of the time it happens when, they quote if plans change or something like that. This is tracking changing plan changes. I imagine suppliers can be tied into that

Tim Geldard (CEO ConceptV): too in the future. Yeah. There's a lot of stuff that we're building now that we've built the system.

We can implement it in a lot of different ways. Cool. That is our end goal. Now [00:10:00] everyone's getting this so you can. Clicking these different ones to see what the initial testing projects were. Yep. So what we do normally is we go and make the first test and then put that there for you to check out.

Cool.

So in how

it relates to you guys, we've spent a bit of time going on a bit of market research to see what your objectives

are, what your strengths are, what your competitors are doing, everything like that. And then, and that's based on the frameworks that we picked up during our.

Conversation chat. Yeah.

So I've worked out the skeleton of a, of an implementation strategy. Yeah.

And all based on this stuff. So what I'm looking at here

is you've got a, you've got a difficulty with inconsistency

in the way that your franchises are dealing with their clients, the

softwares that they're using, the level of 3D that they go into.

I noticed that's not really anything that you promote in your website. There is a teeny Little bit. Little bit,

yeah. Not heavily, no. 3D [00:11:00] as a whole. That industry is growing significantly.

There's a lot more VC money globally that's moving into the

animation and through the rendering side of things.

So from that perspective, we've looked at, okay, how's this gonna work with all this different stuff?

Yep. The next thing, so this is just a basic assessment

from preliminary research that we've

done to look at what your competition is. Yeah. There's a lot of big guys in front of you.

Yep. And where your strengths are.

So the quality and reputation is a really big

part to what

makes total fitouts Yeah.

Attractive.

Having that end to end service. There aren't too many fitout companies really that do the design side as well. Yeah. Especially ones that you can go

and meet with and you can have a human conversation and everything like that.

Yep. You already have a great name. You're very active on social media and there's a lot of traction movement in that side.

Yeah. I can see that you guys are very focused on

Yeah. Yeah.

And

really building [00:12:00] that, getting known for something amazing. Yeah. And you are already in the practice of

putting together

videos and collateral Yeah. About your projects?

From what we've been looking at elsewhere, we've picked up a couple of extra things that we think

are probably challenges. Please jump in and drop me if I'm wrong about any of them.

But a lot

of difficulties of the entire industry faces are because early detection and execution and planning, basically it's a pain in the ass and takes a lot of time.

Yep. Since Covid, there's

been a lot more movement towards adopting. Digital tools, both by the government, they have made a bit of tax relief Yeah. To make that more possible, as well as just where the money's moving.

Jeremy Dyer (CEO Total Fitouts): Hey Tim,

Tim Geldard (CEO ConceptV): can I just ask a question? You just a 0.3 there. Increasing project volume within Fit industry [00:13:00] over the last 12 months.

Where do you collect that data? That one came from IBUs Worlds. There's a link at the end of this presentation that takes

you to all of our research papers. Cool.

I'm not certain it's IBUs, but you, let's check it out. Now some of the data that we've collected from our other implementations that I thought were relevant here Yep.

Was basically it's easy. It's easy, and. And when people like it

pretty much covered this part. Basically what I'm

trying to do is make things simple because there's

so much friction everywhere. I just wanna make it simple to cut down costs.

So

there are four main principles that we put into every system that we make.

It's a bit to remove barriers,

to remove difficulties, to remove

training periods, to remove all this kind of stuff, basically. So we wanted to make it seamless. It has to fit with whatever people are already doing. Cuz this whole industry just

doesn't change. Yeah. They don't ever want to change.

So it has to work with that.[00:14:00] Definitely intuitive.

Cause one of the big reasons why people don't wanna change is cuz people don't wanna spend effort on learning unless they're convinced that it's worth it. Soon as you put that barrier in, you're

less likely to get it across.

Same for accessible.

Everyone's got different computers, everyone's got different technical skills, everyone's got different whatevers. So it's gotta be something that you can get to Yeah.

Everywhere and you already

know how

to use it. Then the end to end part is perfectly in line with what you guys do. Yep. And these are a few ways that we have implemented

the marketing side to show off the tools, the technologies, the abilities.

Yep.

Jeremy Dyer (CEO Total Fitouts): Where am I?

Tim Geldard (CEO ConceptV): Okay,

so here I'm gonna go through a couple of the key things that are relevant to

what I'm thinking for you guys. How much of your business

comes through referrals or repeat clients or

positive testimonial? Yeah good amount of it

Jeremy Dyer (CEO Total Fitouts): and pushing for more and more of it.

We obviously that's a big part of the social campaign. We're doing [00:15:00] a lot of work around testimonials on Google and whatnot. For Google Star ratings.

Tim Geldard (CEO ConceptV): Yeah. For each of archive. Cause they all run individual Google My Business.

Jeremy Dyer (CEO Total Fitouts): Yeah. Pages and that as well. So really it's about, for us at the moment, it's building that brand and image, particularly around being the experts and being people, being able to see what's out

Tim Geldard (CEO ConceptV): there.

Okay.

That's good. The way that we do the interface, cuz that's always different. We make sure that

whoever is providing it, their brand is right up front. Yeah. Cool. And we

have made all the things that we do, all the tours that we do. Very

easy to share. Yeah. Cool. Like I'm gonna leave you with a couple of things.

I've got some funny things

and unfortunately this one's a bit crinkled.

I That's alright. Forgot my

stock. But I can

give you a business card. Yeah, I can send you a text. I can

send

you an email. I can open it up on my phone

and you can scan it. It's

made to be access everywhere you can get to it [00:16:00] instantly click.

It's just a web, so having something

new, which is really

cool. Yeah. Cause I, I don't know if you've been through any of the tours that we've done. No.

We'll get to that. But it's fun. Yeah, cool. It's fun and it's cool and it's made to be that,

That's where all the psychology. Okay. So

they'll be sharing with people,

they'll be sharing with business partners

cuz communication internally is one of

the end client's biggest difficulties just like

everyone's is and making something like that, which you can very easily use and it's fun.

It's made to be shown off and you guys

right up front. Yep.

Oh, and then it can be plugged into all of your social

media stuff.

So the other side, and this is like a large philosophy that we build into everything that we do, we want to make it

very easy for people to find information. Cuz at the crux of it, that's what the problem is people not getting or being able to present.

Yeah. And you're just spending so much time [00:17:00] searching for it.

Jeremy Dyer (CEO Total Fitouts): So one of the things just to, and I'm sure you guys have probably seen it over the years as well, one of the things with design and where we, it often goes wrong. These customers think they're getting one thing in a design. They've sent it on a bit of paper and then they actually get there and they're like,

Tim Geldard (CEO ConceptV): why the fuck are there those tiles?

It's what's in the

Jeremy Dyer (CEO Total Fitouts): plans.

Tim Geldard (CEO ConceptV): Yeah, that's

Jeremy Dyer (CEO Total Fitouts): the plans. Say it. So we put it in, they go that's not what I wanted.

Tim Geldard (CEO ConceptV): It's in the plans. That's what we quote it for. Yeah. Yeah. That's

all you have to do is read it and then you still won't into the, they don't

Jeremy Dyer (CEO Total Fitouts): understand it. It's not, reading a plan for most clients is quite a tricky thing.

Tim Geldard (CEO ConceptV): Yes, absolutely. I spent ages talking about the. The brain inion. There's different types of memory and you've got your comprehensive memory at the

bottom. It's the worst of

processing at anything. Yeah. And then your visual spatial, which is thousands, sometimes better. You don't even think about it.

Yeah. You walk into a dark bathroom you've never been in before, your hand is gonna reach somewhere.

And

all of that, processing, all of that decision making is. [00:18:00] Through special visual. Yeah. So everything that we are doing is leveraging that fact. Yeah. So that people can do stuff easily and can automate heaps of processes.

Don't run into that problem. Yeah.

But finding

information is a really important part to that, cuz that's

the whole point. Contextually relevant information. So up here on the left we've got

the information hotspots. So basically those like points of interest in a game,

Where you can go around and you can click on things to find information about it.

Yeah. Now what we include in that can be images, PDFs, it can be videos, it can be different

websites, it

can be documents, it can be literally

anything. It can be a survey.

If you want. Yeah. And the markup tool, that one is really cool. Yeah. It's still in like late

beta stage, but we're starting to implement it.

Basically that means that people going

around the place who can't read plans, they see something that they're like, wait a second, no, I didn't think about that. This has

gotta be different in some way.

All they have to do is just draw using the same

motions they used to with any annotation [00:19:00] tool and get a database of every annotation that's been made by who, by when, all that kind of stuff.

And then you can start a, an instant chat about it. So if you had one of your people internally,

Who made a comment and you needed to reply to it, you just type in and then happy days. Sweet. And you can do all that from your phone or your computer, whatever you need.

That, and this is why that's really hard to fit

it into 10 minutes.

Yeah. Yeah. All of that stuff is a very small part of what the Property Wizard can actually

do. Yeah. But that is as much as I would feel comfortable recommending. Yeah. So far. Yep. There's a hell of a lot

of other things in

the future, like turning it

into super high quality renders for your socials to get your home chat, everything like that.

A lot of these fit out places could be going

into pre-leasing or pre-sales, so you can be providing the sales tools

because that's one

of our product systems we've already made.

There's different modes if people want to see [00:20:00] what it's like during the day or

at night or just

Whatever. Yep.

There's heaps of things

we can do. And then there's the connection side of things.

Like we're doing these partnerships with strategic partners in

different

sectors. Yep. But they all can connect, like we're doing seminars through the Australian initiative of

architects and most industry

bodies actually.

Yeah. That's future stuff. Over this one is probably one of the most important, is the data behind it. That's really important. Yep. Cause you can find out if you know what you're

looking for from what you told me over the phone. This is like a basic initial implementation. So the

way that I work.

Is I

will learn

as much as I can about that industry, about the way that they operate, what competitors do, what software they use, what the people are like, what they have problems with.

What are you need to key barriers how does it need to be approached.

From there, I come up with a more detailed proposal about what I would [00:21:00] recommend doing and why as well as what

we

Tim Geldard (CEO ConceptV): will do to facilitate that, to make it as smooth as possible. This is how I see

it initially

going.

Obviously this is just a skeleton based on a 15 minute call. But

after you get through your second revision round, which in the concept stage, which I imagine that would start somewhere about three weeks after initial. Yeah. Or at that stage, once they've done their first revision. They get

a virtual tour and they're given

a week or something like that Yep.

To come back with any Yep. Or make annotations. Because you can always see the annotations

that they're making. They can communicate internally across the various decision

makers and get opinions way easier. Yeah. And then come back with more detailed revision so that you can start going into working drawing.

Yep. And then a final one. Right before everything commences. That one they can use for

their marketing. They can use it for this site and whatever they can add to it if they want to. There's a hell lot of ways that they can benefit from that. But [00:22:00] additionally,

depending on the kind of information that we end up putting into it, that can be used on site for construction as well.

Yeah. Okay. So every trader that's coming in who isn't educated on reading a plan yeah. They're not fucking around trying to figure out what's what. They just scan a QR code, they look, yeah. Okay. That's it. Yeah. Okay.

Jeremy Dyer (CEO Total Fitouts): From that,

Tim Geldard (CEO ConceptV): how I see this working is

in line with a lot of the challenges that, that you guys have. Yeah. From what I could observe from initial whatever,

Solving your client's problem.

Is a huge part of what we're doing in these different spaces, that, that's our first thing

is we want to make it easier for end clients.

Cuz people pay for ease. Yeah. Yeah.

Simple as that.

Jeremy Dyer (CEO Total Fitouts): And

Tim Geldard (CEO ConceptV): yeah, people pay for it.

Cool. Time across, over runs just

[00:23:00] Reduces the issue with communication and then not

seeing things earlier. So there's an additional variation ground. Whole thing with accountability where people are going, I didn't

know it was gonna look like that.

I didn't know it was gonna be this. And you're like, dude, you're having an entire thing. It's

exactly that. Yep. In terms of,

Consistency that from the sounds of things is a big restriction for creating the image in the brand and whatever.

All of this stuff doesn't require anything to change really.

Yeah. Okay. Because the property wizard is made to click in all file times. Okay. So then are they doing. Effectively,

Jeremy Dyer (CEO Total Fitouts): they

Tim Geldard (CEO ConceptV): have to do the renders. They have to do the model. Okay.

So all of your people, all of your design software, the

core of what they would be doing is modeling the plan? Yeah. From my understanding, and this would be part of the, of my research

the most common used software is

SketchUp. [00:24:00] Acad.

Reven.

Yeah. All of those. You're doing the basic modeling work. So with our system, if they just upload that to our server. Then we can work with that. Yeah. So what level of,

like,

Tim Geldard (CEO ConceptV): when we're talking the

Jeremy Dyer (CEO Total Fitouts): model up though, so if we're, and I'm sure we'll see like a finished product soon, but if it's not a full you guys, or is the system doing

Tim Geldard (CEO ConceptV): the renders or are they doing the

Jeremy Dyer (CEO Total Fitouts): renders and you're just putting into the system

Tim Geldard (CEO ConceptV): and when are the rents?

Okay, so the whole visualization side of things. Yep. That's not something that needs to be worried about. It's an extremely Yeah,

technically detailed skill. Yeah.

Yeah. Excellent.

Yep.

Yes a little bit later, and this would be part of, again,

initial implementation research would be about,

A very slightly standardized way

of recording information, because basically the only thing that the system needs is

the same detail that you'd be [00:25:00] giving to your clients anyway.

But if they

use a standardized. Naming of

materials. Yeah. For instance, stuff like that. Stuff real easy, then that can cut costs down a lot. Yeah. Okay. So the intention here is to make the

entire thing automated. Yeah. So that's, they can just be doing whatever they do. Yeah. Automates.

These are basically the three stages.

So we're

in stage two with a couple companies and stage one with a

few others and so on and so forth. Yeah. It's the initial fact finding. So I would come in, I would ask questions. Yeah. I would probably send out a survey to all of your

franchises to find stuff. Yep. Then I would give a more detailed proposal of what I would be intending on doing.

Yeah. So the next steps on that one I'll come back to that.

Sorry, Tim I missed it.

You do integrate with Rivet? Yes. Everything. Okay. Yeah. Anyway. Yeah. Okay. Thank you. It's all right. [00:26:00] So the next thing that we would do from here, we would go and ask a whole bunch of questions. We get some more information, and then we would plan.

On

between three and five current projects.

So there is a variety of different levels of detail,

You would've seen in some of the examples in the video. Some are just there for spatial accuracy and for lighting distribution

or whatever.

Yeah. Others are first

behind whatever. So again, with the intent of this being something that can scale very easily and be automated in the future creating something that gives only enough as to be effective, not

more.

We would do three projects. At different levels of detail. Like you could say that it's a, I don't know a freebie for your special clients, put it up on your social media to go look at us. We're doing real cool stuff.

And then

we use those projects to collect data. We'd get the people to the franchisees to give us some information.

Yep. From

that we [00:27:00] would refine the proposal, have another chat, and then move from there. Yep.

So based on that shoot out questions, cause

I'm sure there are many. Yeah. And probably like a good

Jeremy Dyer (CEO Total Fitouts): place to start as. At the end in mind and seeing a live example. Cause these guys haven't told these guys much about what this does.

Ultimately seeing something in the end of what the, the franchise can get out. But just to keep it clear in my mind, so what you're saying is effectively they do their plans like they usually do. They pump it into the system. The system becomes the central point of

Tim Geldard (CEO ConceptV): contact for clients

Jeremy Dyer (CEO Total Fitouts): and the design team to work through and

Tim Geldard (CEO ConceptV): supplies whatnot.

So alongside the standard

email back and forth. Yep. Alongside that,

Jeremy Dyer (CEO Total Fitouts): Revisions can get updated in through it. So it keeps a live track of

Tim Geldard (CEO ConceptV): revisions, I'm guessing?

Yeah. So it's updated at stages. It's not a real time update. Yep. Okay.

Jeremy Dyer (CEO Total Fitouts): [00:28:00] Then, but the system effectively will spit out, so it automates. So plans in and then automates a 3D render

Tim Geldard (CEO ConceptV): and walkthrough effectively.

Yep. And then

from there, the design team and this is future

development, but from there the design team could go through the two

of themselves. Yep. And they could make their own information portals where they go, all right, I

have, this relationship has been about a particular clouding type.

So here's a

point. And if you click on this point, you'll get information all about that specific.

So how does then building out,

Jeremy Dyer (CEO Total Fitouts): help me understand, like looking at a finished product like this, right? How does it know what

Tim Geldard (CEO ConceptV): products to put up? All of that? So

Jeremy Dyer (CEO Total Fitouts): it's based on us uploading a library in

Tim Geldard (CEO ConceptV): the

background, we just need the name

Jeremy Dyer (CEO Total Fitouts): and then you go, so is that a manual process for you to go find the products

Tim Geldard (CEO ConceptV): and do that?

Initially, [00:29:00] So we have a whole lot of stuff internally that is already

automated. Yeah. But it's not automated. Yeah. We're still in development. Yeah. Okay.

Jeremy Dyer (CEO Total Fitouts): And then so what's your turnaround time then of a plan say, being put in and then it

Tim Geldard (CEO ConceptV): being. To the stage of a walkthrough.

That is gonna depend heavily on more research and everything like that.

Yeah. But as like a, on a standard, say fitout of a restaurant,

Jeremy Dyer (CEO Total Fitouts): 300 square meters since you've done some stuff, Red's group.

Tim Geldard (CEO ConceptV): Yeah.

So standard fitout there.

Jeremy Dyer (CEO Total Fitouts): Yeah. Obviously I'm guessing something like Lindsay's place here is

Tim Geldard (CEO ConceptV): a bit more detailed. But what are you talking a week?

Are you talking two

weeks? The aim would be inside

of a week. Yeah. Because I know that your design process is, it's pretty quick.

It's very quick. Yeah. It wouldn't be able to do that right out of the box. Yeah. Thus the implementation

strategy. Yeah. Yeah. So the aim would be to have it

within

Tim Geldard (CEO ConceptV): three days.

Yeah. Okay. Yeah. That would be a [00:30:00] mixture of our own development as well as very mild cooperation from the franchising. Yes. Only so much as

they

are going to do reliably. Yeah.

For the first ones, it is a good idea to not set too much of a deadline on it. Just go this is a free one that we're doing for you.

As part of a test, whatever, you can frame it however the hell

you want. But say within three weeks you'll have this. Yeah.

And I'd love to hear you feedback. Yeah. Stuff like that.

From there, if things went further ahead

Yeah. Then it would then go into, all right, what are the objectives of the business?

How does it work?

All of the detail that goes into it, and then we can configure a system to meet.

That's basically

how it works. Yeah.

Okay.

Now, from your side of things,

What are you wanting to do with the business?

Like you're a franchise model. Yeah. You're a young guy in imagining.

So [00:31:00] design for

Jeremy Dyer (CEO Total Fitouts): us is a huge piece going forward and it's something that

Tim Geldard (CEO ConceptV): we're already talking to.

One of our franchise partners,

Jeremy Dyer (CEO Total Fitouts): sorry you guys probably don't know this yet, but talking to one of our franchise partners around teaming up on a design company. So I wanna look at bringing a design solution in house, but now a lot of our guys also have internal designers as well. There's a big opportunity for us with corporate clients to do design where they're, they're doing multiple rollouts for new franchise partners that just, guys the first couple of years might not put on a designer or don't wanna put on designers.

That we can do those designs, that kind of thing as well. So ultimately we'll end up probably going down that design track of having a design shop ourselves.

Tim Geldard (CEO ConceptV): Would that be remote design? Some of it. So

Jeremy Dyer (CEO Total Fitouts): probably be based in a couple of different areas. Initially it'd be based down Adelaide. But then look to expand that, with a designer like there's four or five designers down there already, Increase

that across

the country.

And then [00:32:00] outsource, certain stuff might get outsourced and that's where, some of this visualization stuff. Initial thoughts where you outsource some or

Tim Geldard (CEO ConceptV): yeah,

Jeremy Dyer (CEO Total Fitouts): but always open to looking at how things have done better. And if it is, something, we'll obviously take this away and discuss this internally.

It might be something present to Sayre, get him to have a look at and see if there's, cuz he would be the one that would have, real interest in that initially

Tim Geldard (CEO ConceptV): is a local franchise. But like I said, he's got four or five designers out of

Jeremy Dyer (CEO Total Fitouts): his business.

Tim Geldard (CEO ConceptV): Yeah.

Jeremy Dyer (CEO Total Fitouts): Which is, yeah. Which is great. So they, most of their stuff is designed, a lot of the stuff they designs between, 500 and a 1.5 million.

There's some decent design fees

Tim Geldard (CEO ConceptV): that they're charging. There's as well.

Jeremy Dyer (CEO Total Fitouts): It eventually, it's obviously all gonna go this way. A lot of it's gonna go this way. And again, that's also what we're trying to achieve, being that sort of to market

Tim Geldard (CEO ConceptV): the might be a

way that you could start doing the wide ranging [00:33:00] designer

by helping them cooperate.

Remote design. There's a way that we can implement this

with the markup tool and everything like that to enable

designers to be really across the country. Yeah. Yeah. If you've got a couple of franchises

that already have designers. Designers, yeah. Why not? Yeah. Why not use them? Yeah. Yeah.

At first. Yeah. That's right.

Jeremy Dyer (CEO Total Fitouts): Yeah. Utilize that. And so you're saying like without work, they could design it out of Adelaide, but then deal with the client here?

Tim Geldard (CEO ConceptV): Yeah. By taking 'em through a VR journey on it. Yeah. Cool. And doing it over Zoom or whatever. And there's a built so that the end client knows how to use it.

Yeah. Cool. Okay. So if all the information's there, which is curated by the designer Yeah. Then they can just do the annotation thing. Yeah. All right. So take us through, take us on a journey.

All right. Here. I'll

go through. A couple just

interrupt when you want. There's many. So this is [00:34:00] a bit of an example of

different stages.

So in the initial stages

where the intent is around

like flow movement, space,

logistics, basically very basic. So everything is just mute colors but the lighting is accurate according to how much natural light goes in. Yeah. We can add in accurate lighting according to lighting plans. Yeah.

But I would imagine it would be better as an extra.

And depending on the way that your franchises work and if there is consistency, a

lot of designers will give up to three initial concept options to their clients. Yep. Everyone works

differently. But if that's the way that they go, then we can build in exactly that.

So you can go through what the different options

are and then you can make a, yeah. Okay. Next stage to that could be

once they've chosen all their finishes and the fixtures and

stuff like [00:35:00] that. And again, it depends on what level of accuracy you

want. We could do like real life example of that

particular thing, or if it's a guide.

Depends. So

again, with the finishes and whatnot,

Jeremy Dyer (CEO Total Fitouts): And you guys look a great incident. Very frustrating incident.

Tim Geldard (CEO ConceptV): I'm in West End, so

internet there is,

oh man. No, not the good stuff. It's terrible.

You got 1.5 upload. Yeah. And we're a tech company. So yeah, you can switch out to that. Yeah. Now in

terms of the markup tool I'll show you through the communication side.

So I imagine that you are

I client. Yep. You've gone through a tour and you see something about that wall. You don't like that wall. Yeah. It doesn't look

how you thought it did. Everyone

[00:36:00] has, I'm gonna need to remember my password. I has not anticipated that.

Jeremy Dyer (CEO Total Fitouts): It's just it's a short arrangement.

Tim Geldard (CEO ConceptV): That's the

Jeremy Dyer (CEO Total Fitouts): range. Sorry.

Tim Geldard (CEO ConceptV): One of the things I'll be doing after I leave today still not work. Maybe just gonna the computer.

Jeremy Dyer (CEO Total Fitouts): What did that work?

Tim Geldard (CEO ConceptV): I remember the password. That never happens. I dunno about you guys, but. I can never keep

track of what my passwords [00:37:00] never very

Jeremy Dyer (CEO Total Fitouts): simple format.

I can remember the format. So here

Tim Geldard (CEO ConceptV): have you saw something that you didn't like? Cause you've gone around

and you wanted to show it off to your

designer then, and keep in mind it still is late beta. Yep.

Jeremy Dyer (CEO Total Fitouts): Then

Tim Geldard (CEO ConceptV): you can do that. So

final thing then,

Jeremy Dyer (CEO Total Fitouts): so you can

draw

Tim Geldard (CEO ConceptV): point, have some texts, stuff. Yeah. All that kind stuff. Lines, different things. You can crop it, resize that for your social media. Yep. You

can adjust the images

in here. Yeah. To give them a bit of extra, whatever you're looking at. Yes. And that

Steve (Total Fitouts Operations Manager): a notation, can that be done during the VR

Tim Geldard (CEO ConceptV): walk around?

Not in vr, because you [00:38:00] need to be interacting. So the VR outside, which I'll

Steve (Total Fitouts Operations Manager): show you. So the vrs like limited to

Tim Geldard (CEO ConceptV): walkthrough type engagement. Yep. We're

expanding on it so that you can. Interact with the

menu so that you can switch the styles and different things like that. Switching product, switch out stuff.

Yeah. Sweet. Yeah. Awesome. But this side, doing the typing minutes, so the end clients

Steve (Total Fitouts Operations Manager): in vr major instance, can the designer switching in and out stuff in real time whilst they're engaged,

Tim Geldard (CEO ConceptV): they will be able to, will be, that's one of the things people could be in at once basically.

Jeremy Dyer (CEO Total Fitouts): Sorry. So two people could be, so if someone's in it on this side, so they've logged in and they're walking through, the designer can be in the other side, say they're going through in VR mode, and then the designer can be like, oh, cool.

They'll pick something up. Sweet. Let me make,

Tim Geldard (CEO ConceptV): I'll change that on my Yep. Exactly that. So that's one of the things that we're developing for the remain aspect to it where the designer can be for controlling it. Yep. And then

the person's sitting there either with one of these Yep. Which

is like 35 bucks.

Yep. By the way.[00:39:00] Or just on their computer. Some people don't like VR and

be guided

around the place. And if I'm like, oh wait, hold on. What was that? And maybe I take over. Yeah. Maybe not discussion. They can just put this in. Yeah. Maybe adaptations and

Jeremy Dyer (CEO Total Fitouts): make real

Tim Geldard (CEO ConceptV): changes.

Jeremy Dyer (CEO Total Fitouts): Yeah.

Tim Geldard (CEO ConceptV): So the comments you

apply, anything like that, we are

maybe gonna make it a bit prettier.

This was the design is programmed this, so it looks like my IT class in sixth grade. Basically, that's what this is. You can create categories, use permission so that only certain people can see some things. You can tag,

Jeremy Dyer (CEO Total Fitouts): uses all the standard

Tim Geldard (CEO ConceptV): stuff basically.

So that is this one. And now I'll show the other stuff.

So in terms of making it real easy, if you guys wanna see some VR stuff. Yeah. All

right. Grab your phone.

You

Jeremy Dyer (CEO Total Fitouts): can do VR mate.

Tim Geldard (CEO ConceptV): The expert more than myself. We can bring these out, which one flies and stuff like [00:40:00] that again.

Yeah, so this is for the product platform that we're doing for the volumes. So

for their one, what we are doing is

we're targeting first home

buyers who, cause they have a mentality at the moment where they don't think that they can afford a thing, but there are ways that you can yeah.

So for these guys, we're making an online order

integration

to that.

Does

Jeremy Dyer (CEO Total Fitouts): it? Yeah. So what you do now is,

Tim Geldard (CEO ConceptV): now, first in my feel, weird, this conversation things, but

now when you're looking around,

so you'll see like a couple of. Like floating spinning balls. Yeah, there you just, there's a black point in the center of the screen. You just put the black point on one of those for a little bit and you'll move.

Jeremy Dyer (CEO Total Fitouts): What about the black

Tim Geldard (CEO ConceptV): balls? Oh

yeah. [00:41:00] Oh yeah. That takes

Jeremy Dyer (CEO Total Fitouts): you.

Tim Geldard (CEO ConceptV): So in the future we're building out a VR user interface so that you can go through the different concepts, you can find information, you can do everything in the space. Is that something that you reckon your clients would want?

Steve (Total Fitouts Operations Manager): I'm interested to watch the space cuz as you said before, not everyone's into vr.

And my kids love it and seen it from the gaming aspect. I wouldn't necessarily say pick up these massive,

Tim Geldard (CEO ConceptV): no, it's not, there's heaps of mixed results. And some people like it. Younger people tend to lack a lot more. Yeah. Nick likes it for other reasons.

Steve (Total Fitouts Operations Manager): He might have mentioned that.

Some comments. So I'm interested to watch how the market takes it on. I think the 3d, when you're in the walkthrough, the being able to do that for a motor, I think that's got legs.

Tim Geldard (CEO ConceptV): Excuse me. Yeah.

Yeah, just this top of engagement. Not sure we actually went in the direction that we did because [00:42:00]

VR

mixed results.

Yeah. Okay.

Very mixed results. It's a pain in

the ass to buy and set up. It's expensive to get people to set the thing up. Yeah. You need to physically be there with someone. Cause it's an expensive machine. 80% of the population gets vertigo. Most people with glasses and then girls, lot of makeup also don't want to do it.

Don't like it.

Jeremy Dyer (CEO Total Fitouts): We live in

Steve (Total Fitouts Operations Manager): a diverse world. You can't just say girls with makeup these days.

Jeremy Dyer (CEO Total Fitouts): That's they with makeup.

Do

you want me to mute that whilst starting? Yeah.

Tim Geldard (CEO ConceptV): Forget I said

that over. Yeah. Yeah. My mute. So just catch up policy. But okay. So

roughly like. Roughly per design, not cost

Jeremy Dyer (CEO Total Fitouts): per design for something to,

Tim Geldard (CEO ConceptV): yeah, get

something spa out. I will give you an answer. Yep. It varies very heavily on the research, so

there are ways that you can increase mild costs to offset heaps of this.

To, for point, your marketing budget, whatever. Yeah. [00:43:00] There are ways that you put in a greater percentage into your base fees as well as attributing some of it to marketing and cost of acquisition, but more so if I'm, yeah. Cause

Jeremy Dyer (CEO Total Fitouts): I imagine there's a per project

Tim Geldard (CEO ConceptV): cost right there.

Is and can be.

Yeah. So the way that I would recommend setting this out, and again, more research, but having your core elements. Yeah, your core offering, which is built into every design project

that you do over 150 K or

something. Yeah. And then the option to add in extra things. Yeah. Because different people care about different things.

Yeah. Yeah. One client might really care about what their view

is. Yeah. Just I'll be understanding their clients. Yeah, we can send a drone operator out anywhere in

Australia. Yeah. And you can build in the actual

view

yeah. Of that space. Yep. So there's heaps of other things that can go from a, but

the

base

for the base model that we're going into

everything, I don't have [00:44:00] an answer for that.

It's way too early to tell 'em, but a potential pricing structure that

we could, in theory work with would be a percentage base with caps on either side. Yeah. You might find ones that 45

k is really great because they want to use it for their own

marketing and stuff like that.

And then be spending 80 grand on renders anyway. Yeah. So that'll be blue ribbon, all the bells, right? Yeah.

Jeremy Dyer (CEO Total Fitouts): Yep. So then, so realistically, like if the clients, our average, average design fee would be eight to 10 K. I would say very few people would be keen to, and particularly in a pretty price driven market, which we are in, luxury homes.

I get it. They go, yep, I really wanna make this right. We on say like a million dollar job, your fees might be up at around 2% the we charge, right? An architect typically might run at three to 5% depending on what kind of work they're doing. So you are suggesting that it would [00:45:00] sit somewhere in that, what, three to 5% on top of their design fee.

Again,

Tim Geldard (CEO ConceptV): potentially it, it depends

on how it's invoiced. Yeah. A because that, that is something that, that you're run into it, it has to be framed in the

right way. Ran into the same thing. It's a cost to our guys. It's gonna,

Steve (Total Fitouts Operations Manager): no matter which way they skin it in marketing or put it into the bill price, we're looking at roughly this cost, 5%

Tim Geldard (CEO ConceptV): cost.

Is that roughly what you probably suggested to be per project? 5% project value? Could be. Yeah. Yeah. Again, that's what all the research and collection is for Yeah. Is to work out. Maybe that's not the most viable, maybe. Yeah. Okay. So from that we've experienced

similar things in, in, in other markets.

Yeah. Like it's new. If you read something

that's new on paper Yeah. The

first response to that in a price driven market is expensive. I don't need this.
Yeah. Yeah. Because I don't know what

it is. I don't It used to before. Yeah. Yeah. I've [00:46:00] been fine without it.
So

framing it in a different way, it's very important.

Yeah. In the

residential architecture space, we're doing like a concept tour. Yeah. Which is
basically an inclusion in everything to

help with that perceived value and their value to their clients. Yeah. Which is by
one I thinks like a. A thousand dollars

tour. Yeah.

Okay. That they built in. Yeah. And then from there they have, now this is what
lc can do.

Yeah. Cool.

Jeremy Dyer (CEO Total Fitouts): And I think that's that would be the way
you'd have to, in my view, you'd have to look at it, is they might be able to
justify and go, okay, on a project where we're charging eight to 10 grand, we
can now charge a client nine to 11 grand as part of that, hey, you've got a

Tim Geldard (CEO ConceptV): foot, you got a full, 3D walkthrough

Jeremy Dyer (CEO Total Fitouts): at a basic level to help you understand
flow, understand the key points.

Cuz that's, particularly when we're dealing with restaurants medical, it is heavily about flow.

Tim Geldard (CEO ConceptV): It even more so important than,

Resi,

Jeremy Dyer (CEO Total Fitouts): right? Like the flow in a restaurant, how that works is so important. So [00:47:00] that's where I could see value then. Yeah. Yep. And then you'd think about then going, okay guys like.

You're spending 1.3 the wharf, right? Yeah. You're spending 1.3 million on a fitout. It's you're marketing this thing, you're putting a shit ton of money into it for an extra five grand. We can show you, a full detailed version of it or something like that. You know what I

Tim Geldard (CEO ConceptV): mean? Have the

add-ons.

Yeah. Available. Yeah. Having a base model with it that's a, that's an important part to it, because it is

that mental thing of,

I, I haven't used it before. I'm not familiar with it.

I'm gonna write that off. Yeah. But if they use it have a play with it. After I

leave the stuff, I'll send you guys.

It is really easy. Yeah. And

it's good and we have a lot of data to support that. What would be really good is for us

just to have a

Jeremy Dyer (CEO Total Fitouts): play open and have a chat around where we can see, the key sell would be to our franchise partners and then have a chat to our franchise partners and say then hey, jump and have a play.

What [00:48:00] do you think? If you could do this, what's it worth? You, without even going through the whole presentation, just shown a couple of things that, hey, this is what you could do. Imagine you just had a base model where people would walk through, understand, flow, that kind of thing, and it could range between, a thousand bucks and 5,000 bucks

Tim Geldard (CEO ConceptV): depending on what level of

Jeremy Dyer (CEO Total Fitouts): stuff you're doing.

But I think it would have to be, For us, percentage base wouldn't really work. Okay. I think it would heavily have to be, these are the services based on square meters. Say like generally that's how

Tim Geldard (CEO ConceptV): we would work. So that's a really difficult part. I've been trying

to work out how to make it into a square meterage unit.

It, I can't. Yeah. It doesn't work like that. You can have something that was a thousand square meters, that

might be 1% of the effort of something that's 50. Yeah, true. Yeah. Yeah. True.

Steve (Total Fitouts Operations Manager): But the cost per project with

Jeremy Dyer (CEO Total Fitouts): different steps for different spaces Yeah. Is probably

Steve (Total Fitouts Operations Manager): more geared to what our guys could be able to sell.

Yeah. Based on your client engagement and

Jeremy Dyer (CEO Total Fitouts): client type. It's [00:49:00] gotta be so simple. Yeah. Whatever it is, it's just gotta be really simple as to this is what you get for your money. Yep. At the end of the day, like clients don't really, again, we don't work on percentage when we talk design to our clients.

I know a lot of

Tim Geldard (CEO ConceptV): architects

Jeremy Dyer (CEO Total Fitouts): do because they go. At this real high end stuff where okay, this is, we're quick in and out, we've got a set process, it's X

Tim Geldard (CEO ConceptV): amount. Okay. For a project like that. So do you give your quotes like relatively upfront? How do you sort work out upfront? Yeah. So how do you work

out the design

fees?

Yep. So the guys go through and go, okay

Jeremy Dyer (CEO Total Fitouts): it's a, hospitality, right? Then they go, okay, it's 200 square meters, it's 500 square meters, a thousand square meters, right? So they generally break it into, square meter rate or square meter size and then go roughly, we allow extra amount of hours for this.

From there they'll then go, okay, do you want just concept drawings this level again, work out the services they need. Break it down from there and then pull [00:50:00] out, how long they think each one will take

Tim Geldard (CEO ConceptV): based on size. Okay. So everything this cost based pricing, which you go through in that

initial, yeah.

Okay. So do a full design proposal. Yeah.

Jeremy Dyer (CEO Total Fitouts): With that. And that's where I'd suggest that put something like this in to go, Hey, you get a base level of this for a thousand bucks. Or we could do a full, here's an example. Click on a link. Here's an example of what you could get for an extra \$5,000. You could have a full tour, which you can then use on your social media.

Da. Yeah. So you do a sell, whether it be a price, basically

Tim Geldard (CEO ConceptV): associated that product. Okay. We could probably provide pricing estimators that would fit into that process that you're do. Yeah. Like

Jeremy Dyer (CEO Total Fitouts): they would, I'd have to get that process drawn out by, one of the good design teams like Adelaide.

Yeah. Like this. Understand how they, for us that, cause I'm, we're not the experts in, that's not our jobs.

Tim Geldard (CEO ConceptV): That would be my job. Yeah.

Basically

would be to out with them. Yeah. Yeah.

Jeremy Dyer (CEO Total Fitouts): Yeah, look, I think good next step for us would be to have a play, have a look at a few things, and then actually sit down.

We've got Brady up here next week and have a chat to him around, Hey, this is what it does. Like [00:51:00] how many of your clients have they asked about this? Do you see it? Yeah, cuz they're constantly looking for ways to, win the work. Be above and beyond over any other design business. Or for their business.

So yeah, that's probably a big way we'll have a chat to him and then from gauging his interest, Maybe put

Tim Geldard (CEO ConceptV): you guys in contact. I think that'd be a good

idea. I think that there

could

be a lot of value in making like a product video for

the end client.

If it's there to win more jobs.

To get people on board to, to get things going with that. They're making it very easy for them to understand exactly

what it is. Yeah. Oh, a

Jeremy Dyer (CEO Total Fitouts): hundred percent. You'd have to do it as an example of the services in a video. Yeah. And this is what they'd get out of it. This is tier one, this two. Yeah.

Yeah.

Steve (Total Fitouts Operations Manager): And if we can sell to Freddy

Tim Geldard (CEO ConceptV): and Z type people Yeah. Then they can sell it. Like that's,

Jeremy Dyer (CEO Total Fitouts): yeah. Because that is a big push for us. We know we close 80% [00:52:00] of jobs we design versus 30% we don't design. So it's a big

opportunity for us.

Tim Geldard (CEO ConceptV): Okay. So

we have developed a fair bit of staff for our large scale

residential Yeah.

System

like for, massive,

Private sector public sector. Yeah. As well as, For the development pre-sales a lot of those would be relevant to this. Yeah, a hundred percent. Actually there's use of related data on

that, so we could come,

we could make a very short, punchy. Video that features all the key strengths.

Yep. And

this part of

it, the big benefit there is every

other proposal that they're looking at. Yeah. Won't have that. No, of course. Yeah. Cuz

I,

not meaning to sound grandiose, but there is no one else in the world that can do this, etc. Us. No.

Yeah. Now with [00:53:00] that,

if I had a list of who your key competitors are Yeah.

Then depending on what happens, could consider some form of exclusivity. Yeah.

Okay. So the next thing is for you guys to have a chat Yep. For you guys

to so we'll have a

Jeremy Dyer (CEO Total Fitouts): review of this, we'll jump on and have a bit of a play. And again, just get clear in our own heads what those, review this again, what key things it can offer

Tim Geldard (CEO ConceptV): Yep.

And serve our guys and what we think we'll relate

Jeremy Dyer (CEO Total Fitouts): to our guys. We'll have a chat to Brady next week

Tim Geldard (CEO ConceptV): and a couple of the guys have got

Jeremy Dyer (CEO Total Fitouts): a couple of the guys over have a chat to them about it and see if they see value in it. Cuz again, it's not about whether we see value, it's whether they see value.

Cause we can't force anything upon anyone. Yeah. And then once if they go, yeah, actually that's really interesting, I'd love to learn more. What we'll do is put you directly in contact with them and you can go present it to them, help them understand, the full grasp of what it can do.

And I think Brett is the best one to probably talk to. You know from that, oh, I suppose actually sks who inhouse designers as well. Yeah.

Steve (Total Fitouts Operations Manager): Oh, and it's core part of his business. Yeah, true. Yeah, [00:54:00] true. Not mention

Tim Geldard (CEO ConceptV): in that operation. Super great. If I could chat to both. Yeah. Cool. But from my point of view, I think

Steve (Total Fitouts Operations Manager): be cuz two different ways of thinking.

Yeah. Diverse range. Yeah. So that'd be
awesome.

Tim Geldard (CEO ConceptV): Cool. Okay, great. We'll do that.

Jeremy Dyer (CEO Total Fitouts): That's next week. So we'll

Tim Geldard (CEO ConceptV): maybe

Jeremy Dyer (CEO Total Fitouts): touch base at the end of next week and let you know

Tim Geldard (CEO ConceptV): how we went with that. Yeah, sure.

Jeremy Dyer (CEO Total Fitouts): And then can Yeah. Based on their feedback, look at

Tim Geldard (CEO ConceptV): next steps.

Cool. Talk about it. During that period we have a lot of research and different ways whenever, so no doubting questions.

Yep. About, oh, how's that gonna work with this, that, or whatever. Yep. Shoot 'em through and I'll send you back an answer with source references. Cool. Awesome. Perfect. Love it.

Jeremy Dyer (CEO Total Fitouts): Mate, thanks very much for,

Tim Geldard (CEO ConceptV): Sharon it with Usk?

No. No. All good. Jesus covered it. We'll cover it off next week when I come over as well.

Obviously there's a bunch of questions that I have in my head

and being a kiwi, I've got short arms and deep pockets.

So I wanna know,

Tim,

our team will talk about it first, but obviously I want to get into the money.

Jeremy Dyer (CEO Total Fitouts): And that's gonna be the biggest question from [00:55:00] our

Tim Geldard (CEO ConceptV): guys is the money.

Yeah.

On that, that is one of the key parts of that first bid. Yeah. Because it's gotta be something that works for the business. Yeah. A hundred percent money's got away properly. Yes. Yes. Yep. Cool. Awesome. Alright. Awesome. Thanks Phil. No worries. I'll I'll go outta here. I'll leave that one with you.

They're not expensive. Oh, cool. Legend. Check my, I'll pick that up when I get over there.

I'll send you a follow up email with a bunch of the, in the information that you've mentioned. Yep. Would be helpful. Yeah. Cool. Perfect. Sweet.

There you guys.

All right mate. See you

Tina. Nice to meet y'all.

Thanks mate. Yeah. Really appreciate it popping up and yeah. Cool product. You got that. So thanks.

Yeah. Water well done.

Cheers, man.

All right. Try up safe. Cool. Thanks mate. Thanks for your time. You too.

Jeremy Dyer (CEO Total Fitouts): I

Tim Geldard (CEO ConceptV): forget trouble. Just give you a call ended next week or? Yeah, so we've got the call [00:56:00]

Steve (Total Fitouts Operations Manager): Wednesday, Thursday, so probably Tiger Friday.

Jeremy Dyer (CEO Total Fitouts): Cool.

Steve (Total Fitouts Operations Manager): And then we can give some feedback and proceed

Tim Geldard (CEO ConceptV): those next steps. That'll be great. Awesome. Cheers

Jeremy Dyer (CEO Total Fitouts): man. Enjoy.