

Recommendations

Immediate Actions

1 Verify Progress

Request code access or live demonstration from Develutions to verify claimed 55-60% progress

2 Confirm Regulatory Status

Consult compliance attorney on PPRA and FSCA requirements for the sourcing fee model

3 Define Business Requirements

Document the end-to-end investor journey and how technology should support each step

4 Clarify Revenue Flow

How is the 5% fee currently tracked and collected?

Questions for Develutions

- How will this rebuild enable InvestRand to scale to R500M in transactions?
- Where in the architecture is the investment transaction flow?
- Why is financial calculations at 35% when this is the core value proposition?
- Why is CRM integration at 0% when this is how leads are managed?
- Why full migration versus Vue 2 → Vue 3 incremental approach?
- What is the data migration and rollback strategy?

Questions to Consider

- How do investors currently invest? What is the actual process?
- How is the 5% sourcing fee currently collected?
- What specifically prevents scaling today — technology or process?
- Is the problem the technology, or the business process?

These questions help determine whether the solution is a technology rebuild or a business process redesign.

Key Insight

The core issue is alignment between technology investment and business needs — not technical modernisation.