

Ampersand Opportunity

FOUNDER SIGNAL

Ezra mentioned Chand becoming "fractional owner of the product" - openness to partnership beyond vendor

Recommended: Three Pillars

IMMEDIATE WINS

- Fix 11 documented bugs
- Address 15s load time
- Fix CRM integrations
- Add security headers

STABILISATION

- Performance optimisation
- Monitoring + alerting
- Mobile experience
- Operational playbooks

STRATEGIC PARTNER

- Fractional CTO model
- Business-aligned roadmap
- Phased modernisation
- Equity discussion

DEVELUTIONS MODEL

R55k/month x 60 hours = R917/hour

Hours-based, gives more work to founder

AMPERSAND OPPORTUNITY

Outcome-based, strategic partnership

Takes work away, provides leadership + execution