0:0:0.0 --> 0:0:6.760  
Yuen, Steven  
Oh, it was a it's quick, quick, quick meeting anyways. Essentially it went through copilot, I mean like.

0:0:8.330 --> 0:0:9.410  
Yuen, Steven  
It's kinda like.

0:0:12.60 --> 0:0:13.860  
Yuen, Steven  
It there's a lot of overlap.

0:0:15.150 --> 0:0:44.110  
Yuen, Steven  
Between what we're producing right now and what they have, right, so we need to figure out a way to distinguish ourself, right. And I guess there's a couple of gaps that they don't really address. The first one is they they don't really, they're not really tied it towards an agile work environment, which Telstra is, right. So that can be one way we differentiate ourselves, right, which is focusing on the agile.

0:0:45.170 --> 0:0:45.970  
Yuen, Steven  
Work environment, right?

0:0:48.250 --> 0:0:51.730  
Yuen, Steven  
And the second thing is seems like.

0:0:53.240 --> 0:0:53.400  
Hong, Jason  
Yeah.

0:0:52.650 --> 0:1:0.890  
Yuen, Steven  
Conversations are like one off like say you have multiple meetings related to each other, right?

0:1:2.690 --> 0:1:5.130  
Yuen, Steven  
That AI may not directly.

0:1:7.130 --> 0:1:24.210  
Yuen, Steven  
You know, use all the contents, all the transcripts of all those meetings as context to produce an art, like an output. So those are two ways I see that we differentiate ourselves, right? We say that, OK, no, there's a third way. Sorry. But the 2nd way is.

0:1:25.120 --> 0:1:32.680  
Yuen, Steven  
Regards the context is that we can say, OK, we we make sure we use use up that context window so that we.

0:1:34.200 --> 0:1:37.160  
Yuen, Steven  
Essentially, our solution is able to.

0:1:38.540 --> 0:1:51.140  
Yuen, Steven  
Our solution is able to accumulate low knowledge from past meetings. Right now, the third differentiate differentiating factor is that our solution is like a lot cheaper, right?

0:1:53.220 --> 0:2:2.260  
Yuen, Steven  
I haven't done a pair head calculation yet, but what they have is theirs is 30 USD per person per month.

0:2:4.460 --> 0:2:9.940  
Yuen, Steven  
And I think that comes comes around about two what 5.4 million.

0:2:11.430 --> 0:2:29.630  
Yuen, Steven  
Her USD per person, I mean 5.4 million USD per like per year for the company, right? Yeah. So I'll also be cheaper, but then else doesn't have as much as many features as they have 'cause Mez isn't just meeting an agenda setting. We've got other \*\*\*\* in there.

0:2:31.160 --> 0:2:36.440  
Yuen, Steven  
So I think the first and second points, which is the agile and the.

0:2:37.760 --> 0:2:44.360  
Yuen, Steven  
Making the most out of the context window would probably be the way for us to differentiate our product from what they have.

0:2:45.740 --> 0:2:45.900  
Yuen, Steven  
Kids.

0:2:44.820 --> 0:2:50.140  
Hong, Jason  
Or can we just leverage copilot and to to make it more?

0:2:50.460 --> 0:2:53.340  
Hong, Jason  
To to tailor it to what we need.

0:2:53.660 --> 0:2:54.380  
Hong, Jason  
Instead of competing.

0:2:56.780 --> 0:2:58.340  
Yuen, Steven  
Copilot is.

0:2:56.740 --> 0:3:2.260  
Hong, Jason  
Well, we have this strategic partnership, right? So why can't we?

0:3:1.450 --> 0:3:20.810  
Yuen, Steven  
No, no. What we can do is that we can, we'll make our own agile like focused one, right, just for us and then we will say we will code develop it to integrate our solution into pilots. Copilot's solution that's how like long term plan before now it's a separate instance.

0:3:21.420 --> 0:3:22.220  
Hong, Jason  
Then.

0:3:23.500 --> 0:3:29.300  
Hong, Jason  
Would if you have the plan, I I don't know how much detail they're gonna think of this, but.

0:3:30.660 --> 0:3:33.340  
Hong, Jason  
I'm just thinking logically, if you have the plan to eventually.

0:3:36.60 --> 0:4:6.380  
Hong, Jason  
Codevelop and integrate copilot into your ecosystem, but then you're expanding resources to also create your own. So eventually when you move to copilot, the foundation you've built because like you wanted to kind of do that trial run. It wasn't that awful. Nothing. If you eventually migrate like because it's the same kind of solution anyways, the transcription feature of the the order meeting generator, things like that.

0:4:7.910 --> 0:4:9.230  
Hong, Jason  
Wouldn't that be wasted?

0:4:12.70 --> 0:4:12.750  
Yuen, Steven  
Yeah.

0:4:13.640 --> 0:4:14.480  
Hong, Jason  
That's the problem.

0:4:15.190 --> 0:4:21.950  
Yuen, Steven  
Yeah, yeah, it it it. But you know, I guess telsha's not very well known for.

0:4:23.390 --> 0:4:25.150  
Yuen, Steven  
Yeah, you're right, it will be wasted.

0:4:26.630 --> 0:4:26.750  
Hong, Jason  
So.

0:4:31.470 --> 0:4:32.990  
Hong, Jason  
What? What, what what?

0:4:34.40 --> 0:4:34.280  
Hong, Jason  
Oh.

0:4:26.630 --> 0:4:35.310  
Yuen, Steven  
I mean, but it it's you can think of it as a necessary evil to to prove our point, right? Because without that, we can't. We we can't do the agile thing.

0:4:36.310 --> 0:4:40.390  
Hong, Jason  
What's wrong with just using?

0:4:41.860 --> 0:4:46.540  
Hong, Jason  
Copilot initially and then we use it because the copilot.

0:4:45.430 --> 0:4:57.590  
Yuen, Steven  
Because 'cause copilots essentially an end to end solution already, right? Like we can't really add it, it's hard for us to add value to it whilst using.

0:4:59.430 --> 0:5:17.870  
Yuen, Steven  
But that's the first thing. Second thing is this limited access to copilot? Right now I don't have access. It's hard to get access only like only a couple of people. Maybe 200 different companies like selected people across 200 different companies have access to pilot, so we can't leverage it right now.

0:5:19.650 --> 0:5:19.850  
Hong, Jason  
But.

0:5:23.70 --> 0:5:31.430  
Yuen, Steven  
I mean I I think I understand what you mean about leveraging copilot thing that into our solution. Maybe. Yeah, you're right. Maybe we can do that. But.

0:5:31.390 --> 0:5:38.670  
Hong, Jason  
I'm just cause like I'm just thinking what the brief is the the the thing brief.

0:5:39.780 --> 0:5:39.900  
Yuen, Steven  
Hmm.

0:5:40.430 --> 0:5:58.550  
Hong, Jason  
It is it. It's just saying how can we use Gen AI like I can't remember the specifics, right? But from memory I remember it saying something along the lines of how can we use generated AI to improve employee experience and it doesn't really.

0:5:59.910 --> 0:6:13.910  
Hong, Jason  
That doesn't really necessarily mean we have to create from scratch, right? That means we can leverage existing platform. I I don't know, I'm just interpreting what the theme says, right. I think if the theme is like.

0:6:15.230 --> 0:6:41.190  
Hong, Jason  
Masking theme then it's more of like a build, but this one's more like. I don't know that like I'm thinking of. Yeah, just more of an integrate. But then there's obvious evident gaps within Co pilot that wouldn't really work with Telstra's ecosystem in Telstra where, where, where, where agile, we have a lot of recurring meetings, employee experiences hindered as a result because there's a lot of like.

0:6:41.820 --> 0:6:55.740  
Hong, Jason  
Things to do but Co pilot already has the infrastructure. We have a strategic partnership, we leverage that. But then also make a Telstra fight through like at filling in the blank. I don't I don't know that that's kind of how.

0:6:58.220 --> 0:7:3.660  
Hong, Jason  
My line of thinking 'cause it's still using generated AI cause copilot is Gen AI.

0:7:5.420 --> 0:7:7.820  
Hong, Jason  
And employee experience is the Telstra component.

0:7:9.560 --> 0:7:10.640  
Hong, Jason  
Telstra employees feel happy.

0:7:12.100 --> 0:7:14.540  
Hong, Jason  
But yeah, I don't know.

0:7:16.460 --> 0:7:21.580  
Yuen, Steven  
Yeah, but The thing is, we can't. We can't access copilot right now. We can't really create anything to show.

0:7:23.690 --> 0:7:25.330  
Hong, Jason  
But then what? What's?

0:7:27.0 --> 0:7:31.200  
Hong, Jason  
Expectation timeline is it like now or is it like?

0:7:31.720 --> 0:7:36.0  
Yuen, Steven  
I mean they, they they probably want something that looks like it kinda works by by first day, right?

0:7:37.210 --> 0:7:38.130  
Yuen, Steven  
So as I.

0:7:37.290 --> 0:7:42.850  
Hong, Jason  
Oh no, I meant I meant, yeah, sorry. I I meant like, obviously for our prototype.

0:7:41.800 --> 0:7:44.80  
Yuen, Steven  
Long term, plus less strategic.

0:7:45.850 --> 0:7:46.250  
Yuen, Steven  
Like it?

0:7:45.40 --> 0:7:48.760  
Hong, Jason  
Yeah. Like obviously for our prototype, we do our own thing, but then?

0:7:51.850 --> 0:7:53.210  
Hong, Jason  
Yeah, OK. Yeah.

0:7:52.910 --> 0:8:14.670  
Yuen, Steven  
But like like we can say like I don't know I need to do more. I'm gonna do more research on the agile umm way of working but I don't 'cause I haven't worked in that environment before, but I'm guessing agile has like a lot of like time consuming administrative tasks and all that. Maybe we can tailor our solution towards reducing those times.

0:8:16.740 --> 0:8:20.260  
Gailey, David  
There's a lot of ceremonies which have a lot of things you have to go through.

0:8:21.700 --> 0:8:24.820  
Gailey, David  
So adjust it could be good and could make it Telstra focused.

0:8:26.560 --> 0:8:28.880  
Gailey, David  
Say copilot isn't necessarily.

0:8:31.180 --> 0:8:48.260  
Yuen, Steven  
Yeah, like maybe a date. Yeah. I think Sean was mentioning, like, oh, like, what's the meeting generator was to take into account, is what that meeting is for. Is it a retro? Is it a stand up? Is it a ceremony and adjust the output for that.

0:8:50.150 --> 0:9:6.830  
Yuen, Steven  
Because if we like we, we need to do this is the we've gotta steer our ship like towards like that this way. Otherwise we're just. There's just gonna be like, hey, we're copilot. Kind of does the same thing except it's more integrated. It's more seamless. So. So what's the? What's the value out of your solution, right.

0:9:8.170 --> 0:9:32.570  
Yuen, Steven  
That's fine. And and yeah. So so like, sure we can probably like sign our own thing and tailor it for Telstra. And then after that like thinking long term, right we can we can Co develop, collaborate and integrate with whatever Microsoft has like it doesn't have to be a solid plan but it has to be something that's kind of sounds reasonable. I mean of course there's going to be flaws but like it's.

0:9:33.770 --> 0:9:34.810  
Yuen, Steven  
It is what it is.

0:9:39.120 --> 0:9:39.680  
Yuen, Steven  
Yeah.

0:9:33.840 --> 0:9:41.480  
Hong, Jason  
Sorry guys, I'm gonna drop off, but I'm. I'm happy to talk later. Just let me know. Yeah, you guys discuss all right.

0:9:41.220 --> 0:9:44.260  
Yuen, Steven  
Yeah. Yeah, right. Sure. You drop off then.

0:9:44.480 --> 0:9:47.720  
Hong, Jason  
Yeah. Yeah, we can call later if you. If we need. Yeah, but.

0:9:50.60 --> 0:10:8.820  
Yuen, Steven  
So David, Chris, it's like, do you guys think think it's a good idea is that we we make like our problem essentially like Telstra and Agile focused rather than just meeting minutes and just meetings, so more tailored towards Telstra because otherwise we're gonna we're not gonna be able to differentiate ourselves.

0:10:10.90 --> 0:10:19.210  
Gailey, David  
Yeah. I mean, I think still include those features because they're good and they're easy to demo. But yeah, push it towards the agile focus because that gives it something of a unique setting point.

0:10:20.530 --> 0:10:23.530  
Gailey, David  
But I I think you and Jason need to sort out that.

0:10:25.910 --> 0:10:27.230  
Gailey, David  
Copilots question.

0:10:31.220 --> 0:10:31.620  
Yuen, Steven  
Yeah.

0:10:28.800 --> 0:10:35.960  
Gailey, David  
'Cause it we need to be prepared for that one. But I think as a general rule a shift towards agile is quite reasonable.

0:10:37.720 --> 0:10:40.160  
Yuen, Steven  
You're right. But what do you think, Chris?

0:10:40.860 --> 0:10:46.700  
Qu, Chris  
Yeah, I think that's good. But like, are we going to then make like the ticket generation like our main thing then?

0:10:49.250 --> 0:11:0.210  
Yuen, Steven  
Not too sure if I need a research more on agile. I think. How about like us, I'll spend some time today and I'll I'll figure out what kind of features we we kind of need.

0:11:2.500 --> 0:11:7.740  
Yuen, Steven  
Uh, But yeah, based off our previous discussion, yeah, probably ticket generation will be a big part of it.

0:11:11.750 --> 0:11:11.870  
Yuen, Steven  
Hmm.

0:11:9.600 --> 0:11:23.520  
Qu, Chris  
So with the copilot stuff now like, are we, like gonna just, like, do a brief mention about what we had originally, like the meeting minutes? Stuff like, is that just gonna get scrapped or are we still keeping you?

0:11:27.620 --> 0:11:27.820  
Qu, Chris  
Mm hmm.

0:11:23.700 --> 0:11:36.940  
Yuen, Steven  
I think meeting minutes will be part of it, right? 'cause like even in. OK, I'm kinda guessing what agile is like right now. There's different types of agile meetings, right? You've got Retros you've got.

0:11:41.60 --> 0:11:41.300  
Gailey, David  
Yeah.

0:11:38.520 --> 0:11:50.360  
Yuen, Steven  
Ceremonies and all that stuff. Right. And so it'll be nice if those meeting minutes were tailored towards that rather than just. It's a meeting minute, right. Do you understand what I mean?

0:11:52.180 --> 0:12:7.780  
Qu, Chris  
Umm with agile like daily standups, you don't really need minutes on what like my experience so I guess it would just 'cause like at least for the teams I was in like we'd never had minutes for any of the agile stuff.

0:12:8.660 --> 0:12:10.940  
Gailey, David  
No, you just update your tickets basically.

0:12:11.260 --> 0:12:11.940  
Qu, Chris  
Yeah, yeah.

0:12:14.0 --> 0:12:18.720  
Yuen, Steven  
What about? What about the ever stop the retros? The ceremonies?

0:12:17.780 --> 0:12:21.860  
Qu, Chris  
I'll be honest to me like Retros was always pretty useless.

0:12:26.540 --> 0:12:35.180  
Qu, Chris  
I guess like from the business point of view, they would love it. 'cause they wanna, you know, push that stuff. So I think it would still be good, but.

0:12:36.800 --> 0:12:41.360  
Qu, Chris  
Like the people who actually use it, I think, though, think it's kind of like, yeah, whatever.

0:12:44.990 --> 0:12:55.590  
Yuen, Steven  
You know, Retro is right. I'm guessing what happens is that you look over what you did and then you figure like you kinda say, oh, this is what we did. This is what we could have done better. Like is that is that what what kinda happens?

0:12:57.190 --> 0:12:57.550  
Yuen, Steven  
Like.

0:12:55.770 --> 0:13:0.290  
Qu, Chris  
Yeah, yeah. But things like people don't talk in retrospect.

0:13:1.300 --> 0:13:2.940  
Yuen, Steven  
Yeah, we don't talk.

0:13:5.390 --> 0:13:10.670  
Yuen, Steven  
That's fine. All. I don't know. I don't know what what an executive would think like, do they?

0:13:12.100 --> 0:13:15.60  
Yuen, Steven  
Do they know that? Like what if we go off?

0:13:16.960 --> 0:13:22.760  
Yuen, Steven  
As a result of this retro, we now have like a supporting document that has been Odo generated.

0:13:24.380 --> 0:13:27.660  
Yuen, Steven  
Would that be helpful, at least from the business like an execs point of view?

0:13:31.440 --> 0:13:32.360  
Qu, Chris  
So probably.

0:13:35.520 --> 0:13:42.160  
Yuen, Steven  
We're like, what other ideas do you guys have like to solve this problem that essentially copilot?

0:13:45.80 --> 0:13:48.320  
Yuen, Steven  
Kinda overlap with a lot of the things that we were originally doing.

0:13:53.580 --> 0:14:8.180  
Gailey, David  
Perhaps. I also think that like having that unique or that that tool that dashboard to manage everything is useful, better keep track of everything and to go to like have one meeting flow into the next. So you can build up a consistent timeline.

0:14:9.450 --> 0:14:10.210  
Gailey, David  
That's useful.

0:14:9.550 --> 0:14:12.830  
Yuen, Steven  
That's something I that's a really good point, David.

0:14:14.410 --> 0:14:29.370  
Yuen, Steven  
Clymis have access to copilot right now. No one knows how. How how well it is. It's very limited in terms of feedback, but I don't think I saw that. They have, like a centralised dashboard or anything. It's all just integrated, right? It's.

0:14:30.990 --> 0:14:37.990  
Yuen, Steven  
It's integrated, but it does number central dashboard and that's that point of centralization would be a really good differentiating factor.

0:14:39.300 --> 0:14:58.580  
Yuen, Steven  
Look, I'll, I'll take a look at what? What we can, what we can grab from agile and also the dashboard and all that stuff and then I'll see how we can differentiate ourselves if we can differentiate ourselves and that way of differentiation provides values to our users then that is how we will answer the Co pilot question.

0:15:0.620 --> 0:15:1.780  
Qu, Chris  
Yeah, sounds good.

0:15:3.680 --> 0:15:15.360  
Yuen, Steven  
Yeah. Alright, I'll, I'll, I'll get. I'll get started on this. I'll try to balance like the work and all that stuff, but hopefully I'll get back to you guys sometime soon.

0:15:18.300 --> 0:15:19.140  
Qu, Chris  
Hello. Hello.

0:15:21.640 --> 0:15:22.720  
Qu, Chris  
Oh yeah, yeah, I was gonna.

0:15:16.770 --> 0:15:23.130  
Yuen, Steven  
But I'll I'll say continue working on what what we do right now, because we can probably rework it for whatever we need it for.

0:15:24.800 --> 0:15:25.280  
Yuen, Steven  
Sorry.

0:15:31.820 --> 0:15:38.700  
Yuen, Steven  
Oh. Oh, maybe. Maybe Chris got pulled into something else to to talk someone else to talk to in the mean in the office.

0:15:41.20 --> 0:15:41.420  
Yuen, Steven  
Alright.

0:15:43.240 --> 0:15:43.640  
Gailey, David  
OK.

0:15:44.440 --> 0:15:59.400  
Yuen, Steven  
But yeah, my main point is I guess for you guys, maybe keep on going at it, whatever you guys are doing, we can probably figure out a way to rework it and it's probably a good idea to get some experience on that. So you can answer questions if need be.

0:16:0.720 --> 0:16:1.600  
Gailey, David  
Yep, OK.

0:16:6.260 --> 0:16:9.500  
Yuen, Steven  
Yeah, alright. I think we'll end it at this then.

0:16:10.940 --> 0:16:18.820  
Yuen, Steven  
Hey sorry did anyone get around free like requirements requirements like file or anything like that.

0:16:21.320 --> 0:16:22.440  
Gailey, David  
No, I don't think so.

0:16:23.720 --> 0:16:25.80  
Yuen, Steven  
Uh, I'll go chase them up.

0:16:27.200 --> 0:16:30.160  
Yuen, Steven  
Alright, cheers. Talk to you soon. Bye.

0:16:28.800 --> 0:16:30.720  
Gailey, David  
Alright, cool. See you. Bye.