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# Highlights

* [06:41](#gjdgxs) 💡: (Speaker) for each customer. So we basically set up this Edward application and we set up the, the endpoints to receive a web host, or two, or desktops to consume the API.
* [08:07](#30j0zll) 💡: (Speaker) application called rewards.
* [12:15](#1fob9te) 🎯: (Steve) I'm saying what you would have him do in terms of defeat you know if he started tomorrow I mean other than the other project which will explain that in a second, which we may want him to bang out before getting into this, but you know what would you,
* [15:34](#3znysh7) 💡: (Steve) I'm saying that's really important to us high priority.
* [16:07](#2et92p0) 🎯: (Speaker) But that's really our goal is to have our middleware be able to talk to retracts that's that's priority number one, using the using the APIs.
* [16:24](#tyjcwt) 🎯: (Steve) Okay, do you want to. With that, that would be the first assignment right.
* [17:52](#3dy6vkm) 💡: (Steve) Okay. And then I'm like. And then, like I said before you kind of get engaged with this one we have a small project. That's important to us.
* [20:03](#1t3h5sf) 💡: (Speaker) later. So, thank you. Right. Yeah. Okay, sorry, go ahead. Sorry. Basically, this is the zoom rated presentations, it is like the first
* [25:19](#4d34og8) ✅: (Speaker) And we can share you access to the Roku application their GitHub. The project on GitHub so you can see the code, and we can have another meeting to show you exactly where we should
* [27:02](#2s8eyo1) 🎯: (Steve) Yep, start your Feel free to start at your convenience, whether that be today or tomorrow but we'll send you in the will start the WhatsApp thread.

# Transcript

*00:00 Steve:* Hey, can you hear me.

*00:05 Speaker:* Can you hear me.

*00:07 Steve:* I can hear you.

*00:12 Steve:* Yeah, let me change my earphones out, I think he might or where it out.

*00:19 Speaker:* Hi Steve Hi. Nice to meet you.

*00:25 Steve:* Hi Steve, this is Eagle from freelancer. Hi Marie Oh, yeah, I go to Hi, nice to meet you.

*00:29 Speaker:* I.

*00:33 Steve:* Thank you so much. I can go to. So. So, too, so eager, no one is more excited to meet you, then you could possibly imagine that the tale is

*00:43 Steve:* material that tells you that we've been looking for a long time for someone with your skill set.

*00:48 Steve:* And we've always been able to find the Python or the Django but not Python. And yet, actually understands equity, and the unique nuances, right, building in there so that's why we're very excited to meet you.

*01:04 Steve:* And so the thing about us and I hope that I explained it well, is wearing a white label version of that.

*01:16 Steve:* We built our own middleware.

*01:21 Steve:* And we and our middleware allows us to do things that equity doesn't do. and and the biggest way to describe that is when you sign up for equity as the store owner.

*01:27 Steve:* You get all these great sales and marketing tools which are familiar with. Right. But if you have.

*01:33 Speaker:* If you have affiliates or distributors, you have to then go to a third party company, and you have, and the distributors don't get the store owners stuff they get there, you know, post affiliate pro the time they get this inferior stuff market the product.

*01:46 Steve:* Our middleware connects all the stores into one business.

*01:52 Steve:* So, for instance, we have one client that has 7000 affiliates, they all get their own instance of an effort store, we replicate the website and the shopping catalog, all of those distributors, and they all have access to this to the same tool set.

*02:09 Steve:* So our middleware, not only handles the permissions and the payouts, but it links to all the individual sites.

*02:15 Steve:* I'm saying into a unified business, as opposed to 7000 different businesses, that makes sense.

*02:22 Speaker:* So, our middleware is the key. The other thing we do is we integrate with other platforms. I'm saying that sometimes when conditions over sometimes have their own network marketing companies and so we're integrating with many other companies, as well

*02:33 Steve:* net.

*02:39 Steve:* as working on the, on the functions and features that we have that. And so, to and the team decided they wanted to do this in Python and Django about like two months ago.

*02:53 Steve:* And we've had a lot of false starts, and, and they've done a lot of the work themselves. But, you know, now that already really to move to the next level.

*03:01 Steve:* We need someone like you to work with tail, and he's got two people in Ecuador, that are on the full time with him. And then we have another gentleman named Brian, or the United States, that helps right it's really a material that knows the system inside

*03:16 Steve:* and out. And, is the one that you'd be working with on a daily basis to do that. So with that, I'll turn it over to you and kind of tell him.

*03:23 Steve:* To do that. So with that, I'll turn.

*03:29 Steve:* I guess more of the specific scope of material. The other thing I was thinking to is, he could also work for us on that.

*03:36 Steve:* Zoom ready presentation. Maybe conversion, real quick and bang that out just as a first thing. So let me say this eager we own another business. We're one of the largest resellers of zoom in the world, under the name working live.

*03:49 Steve:* And the same thing we've created, we've created zoom experiences that you can't get through zoom.

*03:54 Speaker:* And we've developed our own middleware for that as well. In order to provision people, and so we thought we have a really small little quick projects that we can do with you, where you can help us with that.

*04:04 Speaker:* And then, and that'll give you up to speed on what's working together and then we kind of have a long term project requirements for a middleware platform on Android.

*04:16 Steve:* So Mattel, I'll turn it over to you.

*04:18 Speaker:* Thank you. Okay. Basically, as Steve said before, we've been working on our middleware that integrates egg with with with that with one client. Okay. So, yeah, basically, each client has use a different technology for instance, some of them use WordPress some of them

*04:41 Speaker:* use. I don't know any other technology. And we basically are. We basically. We basically tried to integrate their platform with with our system, which was, which, We.

*05:01 Speaker:* In order to do that. What a breast. Yeah, I got it make sense now. Sorry. So you're integrating other platforms like WordPress. Companies like platform Right, right. Right.

*05:20 Speaker:* Great. So in order to do that, we have creative. We have great.

*05:27 Speaker:* One equity application for each client. For instance, if, If I can share my screen to show you, it would show me. stop share. There you go. It's all yours.

*05:37 Steve:* It would ya. Okay,

*05:45 Speaker:* share my screen right now. Okay. This is our Django project so

*05:59 Speaker:* each customer is a building an application in this Django project for instance, shake some 1111 client Bcn and our client and the lifespan of the customer. he.

*06:12 Speaker:* So, basically, we thought we have one application for each client. Okay. So yeah, okay.

*06:20 Speaker:* The same one. Let me, let me show you my screen.

*06:28 Speaker:* Can you see my screen right now.

*06:30 Steve:* Yeah, yeah.

*06:34 Speaker:* browser. Okay. So basically the same thing on Android, we create one application

*06:41 Speaker:* for each customer. So we basically set up this Edward application and we set up the, the endpoints to receive a web host, or two, or desktops to consume the API.

*06:59 Speaker:* And we can integrate with that with that client specifically.

*07:06 Speaker:* And we have a reseller dashboard, because we have a partnership with a quick. So we're white, white label so we are able to, to create stores to update stores that name every everything we want.

*07:21 Speaker:* And I don't know if you're familiar with the, with the Edward know with with any partner API.

*07:31 Speaker:* Yeah, I'm familiar with I quit and I have experienced that many ecommerce projects, I have developed a projects on running on the planet.

*07:40 Speaker:* Okay. Okay, so let me share this.

*07:58 Speaker:* well. well. All of these clients will have these, the section which is another

*08:07 Speaker:* application called rewards.

*08:10 Speaker:* Where, where they will see their, their commissions down lines, and

*08:19 Speaker:* basically their words, so they can cash out their words they can see their distributors, they can email.

*08:30 Speaker:* You know what, so. Yeah, I can see on the screen. Yeah. So basically, basically, we, we offer a negative instance for each distributor,

*08:45 Speaker:* so they can see their work session, but we, but we will let down or we hide some of these options on, not for one company, let me show you real quick.

*09:07 Speaker:* What do we basically do we embed the agricultural panel on the company's website rage distributor or

*09:19 Speaker:* something like that.

*09:20 Speaker:* So, the distributor, know that what is working live or what is that they will see this embedded control panel, and we just allow them to have the egg, for instance the Facebook.

*09:35 Speaker:* Facebook section or Instagram and and rewards And, and rewards.

*09:44 Steve:* them every charge them added additional fee to open up more features, but every, every, every affiliate or distributor gets this as a basis as a back office. Every.

*09:56 Speaker:* So, we have to do the same thing we have to embed the agricultural bundle hide some sections and connect everything with with the commission system, which is a third platform

*10:15 Speaker:* that handles commissions and everything, it's another API. And basically, we should be equity orders by using web hooks, we passed that order information.

*10:27 Speaker:*

*10:35 Speaker:* Okay. Okay. each, each customer has different requirements so we basically have to add more features like a special discount the special buttons on their equity instances, and

*10:47 Speaker:* or more. wonderful.

*10:58 Speaker:* we pay for, for third party integrations, some of them use different tools.

*11:04 Steve:* They may use a particular shipping company, you know, we'll have a mobile app, we integrate those as well for each individual client.

*11:12 Speaker:* Yes. So,

*11:17 Steve:* yes, and we don't limit, we don't limit them to the apps. You know that are in there in the store for instance like someone had a special shipping company, as long as that shipping company had API's we integrating it you know on their, you know, for them,

*11:31 Speaker:* you know. Yes.

*11:33 Steve:* So that was great.

*11:37 Speaker:* So, the reason that someone like Edward likes this right, is we have one clock, we have one client right that signed up 7000 distributors. So we created 7000 stores in one day, where normally no one in equity have ever used that with that way right they

*11:54 Speaker:* would do one store owner and then they would send it out to some third party affiliate company, but we actually created 7000 individual stores, but to the, to the company was just one.

*12:04 Steve:* It was like a replicated back office replicated website replicated back office.

*12:10 Speaker:* And that's kind of the business model. And so the table so explained to him.

*12:15 Steve:* I'm saying what you would have him do in terms of defeat you know if he started tomorrow I mean other than the other project which will explain that in a second, which we may want him to bang out before getting into this, but you know what would you,

*12:30 Steve:* But, you know. what would his basic job be over the next you know 30 days on the, on this platform.

*12:38 Speaker:* Okay, um, Let me open the code again start sharing my screen.

*12:52 Speaker:* Okay. Well, right now, we basically need need some help with this.

*13:03 Speaker:* Remember that I told you that we use a third, a third platform to, to run commissions to when we had the orders to that commission engine.

*13:13 Speaker:* Well, that there are other platforms to run commissions, one of the platforms, is, is info tracks, which is another another number application in this project info tracks, it to completion.

*13:27 Speaker:* It's to commission base. It's to commission, basically, a commission platform that we have to integrate with with our middleware. Basically, you know, at the distributor plays an order would pass that order to do that commission engine but they have a lot of different, for instance,

*13:44 Speaker:* they have out of shape options. Not only commission but out of shape their own features that we have to integrate with, with this middleware

*13:58 Speaker:* and show them, and this, and this is replicated dashboard.

*14:04 Speaker:* Okay. Okay. The reason she do that. They can run a commission is that all of them have the same catalog the same same same instance. So, so they can share the catalog and Facebook they can share the catalog with Instagram.

*14:26 Speaker:* They can integrate the catalog and Amazon and they can sail on those platforms, and they will earn commissions, doing that, that all.

*14:35 Speaker:* Doing that little bit.

*14:37 Steve:* So, with this company with this company the client is named is a jewelry company. And there was an info tracks now currently provides all the services they provide the replicated website, they provide the back office they provide the conditions, and they're His name.

*14:43 Steve:* Is it.

*14:53 Steve:*

*14:54 Speaker:* unhappy within four tracks. So we're going to take over the shopping cart process all the orders.

*15:02 Steve:* And then we're going to feed that information back to info track so in contrast to pay the conditions. So that's why it has to kind of be a two way street there's some information we're going to pull from info attracts, we're going to migrate their information

*15:20 Steve:* into our system. We're going to process all the orders that the customers purchase on websites. And then we're going to send that information back to him for tracks.

*15:22 Speaker:* So that's where that our middleware is going to do that. So we have to connect equity to the middleware to infer tracks is really the first big job.

*15:34 Steve:* I'm saying that's really important to us high priority.

*15:39 Steve:* That makes them it is a concept, you know again we'll get more into it. But that's the big job so you're going to, obviously already familiar with excellent which is great.

*15:50 Speaker:* Next thing is get familiar with our middleware, and then hopefully we'll, we'll do a better job of explaining the use case right now. Input tracks will have a sandbox, they'll have documented API's for you to work with so you're not going to be going

*16:00 Steve:* Go. into dark, you know, and we'll be there obviously to work with you.

*16:07 Speaker:* But that's really our goal is to have our middleware be able to talk to retracts that's that's priority number one, using the using the APIs.

*16:18 Speaker:* Okay. makes sense. Thank you pleasure. Thank you.

*16:24 Steve:* Okay, do you want to. With that, that would be the first assignment right.

*16:29 Speaker:* That will be the first project. Okay, I got it.

*16:35 Steve:* Okay. So, and we'll again we'll, we can send him the, the documentation on infra track so you can become familiar yet.

*16:43 Steve:* You have the documentation on equity APIs, it's just a link right you probably have that already, so you don't need that from us.

*16:51 Steve:* Send that. And then we'll, we'll write out that scope of work for you, of exactly what we're, how to approach it, and then come back and start the engagement on that.

*17:02 Steve:* So it makes. Does that make sense.

*17:06 Steve:* Is there any. Is there any access you want to have any things to kind of you, the potato needs to give you to help you get familiar with things.

*17:16 Steve:* You can just let us know. You know access to our middleware those kind of things access to four tracks will send you all that, if you don't mind. Will.

*17:26 Steve:* If you want to say, I don't have your email and phone number and all that stuff and had it was best way to communicate you is what's the best way to communicate with you.

*17:34 Speaker:* That's what I use the most.

*17:40 Speaker:* So, you already showed me your budget what's number in Freelancer so I contact you after this interview.

*17:44 Steve:* Okay, perfect. I use widget. And then I'll start a train, you know, Fred with the three of us on that one.

*17:52 Steve:* Okay. And then I'm like. And then, like I said before you kind of get engaged with this one we have a small project. That's important to us.

*18:01 Steve:* Which, which should be relatively simple.

*18:08 Speaker:* But I do want to explain the WordPress plugin. Zoom ready and presentation job. So,

*18:21 Speaker:* hello.

*18:22 Steve:* Yeah, he's just pulling it up for you.

*18:37 Steve:* So we have about 200 different clients that sells zoom for us.

*18:44 Speaker:* Each one, and we give them their own URL for tracking so like Mary Kay, that working live.us company be working live.us, so we have this middleware that allows us to track.

*18:57 Steve:* Enroll customers provision them into zoom and take payment. So they sign up, they take that we take payment, and we automatically enroll them into zoom,

*19:12 Steve:* This was our. This was our core business, which, which

*19:17 Steve:* creates a zoom reseller. So one of the things that we do in here is we create zoom ready presentation so when they're doing the zoom.

*19:26 Steve:* You know they they have basically speaker notes. You know scripts, so they can all say the right thing to go do that.

*19:34 Steve:* But we created these presentations in a way that is not working well in people's browsers, because it wasn't written in the right language or the right code.

*19:47 Steve:* And so we have a lot of people complaining about it so material was looking for someone to convert this rewrite this or recreate this in a language that will eliminate the challenges that we're having with our customers who are trying to access it.

*20:03 Speaker:* later. So, thank you. Right. Yeah. Okay, sorry, go ahead. Sorry. Basically, this is the zoom rated presentations, it is like the first

*20:17 Speaker:* one when when you click on share but it'll flip chart. Guess pages, you will see like You will.

*20:25 Speaker:* I said as a presentation with slides that helps you to to present your product or present your business to other to other people to other customers. So, when you click on a speaker view.

*20:38 Speaker:* And let me share all my screens, show you.

*20:42 Speaker:* When you click on speaker view, you will you will see, these, these new window with, with some features to help to help the host to present these, these slides. You will you.

*20:56 Speaker:* slide. So you have you have these these new window here, like a like a.

*21:05 Speaker:* We would sound features that help you to present this, these, these slides. so you have this

*21:14 Speaker:* speaker notes, you have the, the, the hub feature here he was the single mom.

*21:23 Speaker:* And the problem right now is when you, when you try to share these, these presentation on zoom, you have you have to choose this this window is browser to present the slides.

*21:39 Speaker:* And when you try to do a full screen. They cannot, or it doesn't allow you to see the speaker notes.

*21:50 Speaker:* So you cannot use that feature. So the idea was to replicate this.

*21:56 Speaker:* this. These two to present the slides about we've.

*22:05 Speaker:* For instance, week in our Django projects as another application that we can embed, for instance, on a, on equity application or whenever we want because, actually this is a WordPress plugin.

*22:20 Speaker:* And there there's, there's a JavaScript library called rebel.js.

*22:27 Speaker:* That allows you to do you do that,

*22:33 Speaker:* where you have these speaker notes. Let me show you really quick.

*22:45 Speaker:* Yes, you have all the features right here, all the modules, the API to do replicating

*22:55 Speaker:* the WordPress plugin on Django.

*23:01 Speaker:* So, these WordPress plugin use this library called rebel js.com revolve RJ Yes.

*23:08 Speaker:* js conference room. So we want to make this the speed, these these this on Django except instead of a WordPress plugin

*23:26 Speaker:* submission to you. Sorry, I hope. sorry. It's okay. I guess the cold.

*23:41 Steve:* At least it's not cold good right.

*23:45 Steve:* So, did you get that last part was so the first project, right before we get back to the equity one is can you convert this from a WordPress plugin into the Django.

*23:58 Speaker:* Of course, of course I can. A horse or.

*24:00 Steve:* Okay. That's a good answer. So, what do you what do you need from Mateo to start that engagement.

*24:11 Speaker:* Well. Well, from this mutters explanation I've realized that you're going to implement stickiness plugin like a detective IO in soon so I did research about that, and deeper.

*24:29 Speaker:* And, of course, I need the access to this to this site and well done some testing and, yeah, we can.

*24:37 Speaker:* A lot of things like this.

*24:39 Steve:* Okay, well, we'll make, we'll send that over in the WhatsApp to you today.

*24:46 Steve:* And then anything else you need, you just just request.

*24:59 Steve:* Is there anything else who needs to know Mattel.

*25:03 Speaker:* I don't think so but we can have another assume meeting, so I can explain you with more detail. The code and the project and and share share you the project, we're using a Hiroko application.

*25:19 Speaker:* And we can share you access to the Roku application their GitHub. The project on GitHub so you can see the code, and we can have another meeting to show you exactly where we should

*25:33 Speaker:* we should add this this new project for the presentations.

*25:42 Speaker:* Okay,

*25:46 Steve:* so eager where do you live where are you based.

*25:52 Speaker:* I'm based in Moscow in Russia.

*25:53 Steve:* Okay. My parents, my grandparents were from Latvia, so maybe we knew each other one, though they have great, pa.

*26:05 Steve:* .

*26:16 Speaker:* But it's funny material yesterday said maybe we can find someone in Russia since that's where we started from, you know, 12 hours later, you appear. So, yeah, I was right.

*26:19 Steve:* We actually tried the equity forum, but we didn't get the response. But,

*26:27 Speaker:* but the child's be better. Equity has a Slack channel where you where you can, where we can use it to to to ask.

*26:40 Speaker:* Ask any any any, any anything with anything to do with developers and other developers, they have aeration channel and English channel that we can use.

*26:51 Speaker:* Just in case. And, yes, where we can start. If you agree, we can start right away. Yes. Right. Yeah.

*27:02 Steve:* Yep, start your Feel free to start at your convenience, whether that be today or tomorrow but we'll send you in the will start the WhatsApp thread.

*27:12 Steve:* Immediately today. Today, And also in their material put will put you know, you'll be able to get in contact him directly whether it's email or WhatsApp whatever works best for you.

*27:25 Speaker:* Yeah, okay. So, I'm available now so I can start your job right now just like now. Don't worry about that time.

*27:34 Steve:* All right, that's great. Then I will. So, in our mind again this is just a project for our working lives zoom platform that again it's a small project but it's a huge benefit to us to elimination of these customer service issues we have with this long term we're going to have more work on

*27:56 Steve:* the, on the zoom platform that we're trying to convert the tail wants to convert the whole platform into the Django and and Python. Right, integrated into the upward platform.

*28:09 Steve:* And then, again, the equity platform for us is the long term opportunity for us to work together, because again we have a lot of projects that we want to do with that.

*28:15 Steve:* Because again.

*28:21 Steve:* That'll be that'll be ongoing, so you'll be able to to really have a long term relationship with us if you, if you like that. So we look forward to getting to know you well.

*28:34 Speaker:* That's great. I think you can benefit much.

*28:40 Steve:* I think compostable 15 rebooting your middle name is the most of our projects so yes of course my.

*28:49 Steve:* Absolutely. Okay. in what's happened at Mateo to that chain, and we'll get started today.

*29:00 Speaker:* Okay. Okay. Thanks so much, nice talking to you.

*29:08 Speaker:*