FAI Assistant – SAE Call Prep Guide

1. Pre-call Strategy

- Create a short screen recording (2–4 minutes) that walks through the app’s main features:  
 • Home screen with Form buttons  
 • Example field explanation with AS9102/AI/Next buttons  
 • A calculator or checklist in use  
- Upload as an unlisted YouTube video and share the link before the meeting.  
- Keep tone informative, calm, and supportive of SAE.

2. Core Talking Points

- The app supports and encourages proper AS9102 Rev C usage.  
- It helps users understand and correctly complete FAI forms.  
- It promotes the purchase of the spec—it does not replace it.  
- It complements SAE by increasing adoption and reducing FAI errors.  
- It’s especially useful for small suppliers or new reviewers.

3. Likely Questions & Suggested Responses

4. Questions to Ask SAE

- Would SAE be open to offering a discount code or bundle for users who purchase AS9102 through the app?  
- Would SAE be interested in co-branding or validating the app’s educational content?  
- Does SAE have initiatives for supporting tools that increase spec adoption and training?  
- Is there a technical or legal contact I can collaborate with to ensure alignment with SAE’s expectations?

• Co-branding could include adding SAE’s logo or a “SAE reviewed” badge to specific screens or the app store listing to signal official support.  
• Validation might involve SAE reviewing and endorsing the paraphrased field descriptions as technically sound and aligned with AS9102.  
• These steps would boost trust and credibility among users, showing that the app is aligned with SAE’s values and guidance.

5. What NOT to Say

Avoid statements that imply copying or replacement of the spec:  
- “I reverse-engineered the spec.”  
- “The app replaces needing to read AS9102.”  
- “I didn’t think I needed permission.”  
- “I copied examples from the document.”  
- “I’m using it in ways that don’t require SAE’s involvement.”  
  
Stick with terms like: “educational assistant,” “paraphrased,” “supports SAE,” and “drives purchases of the spec.”

6. Demo Video Tips

- Keep it under 4 minutes.  
- Include narration or on-screen labels.  
- Demonstrate a real user workflow from opening the app to navigating forms and tools.  
- Show how the “Purchase AS9102” flow works.  
- Maintain a clear, calm, confident tone.

Final Tip

At the end of the call, say:  
“I’d love to keep communication open with SAE as I continue improving this tool. I want to do this the right way, in a way that benefits both of us.”