**Product Description**

1. **Who is this product for?**

The target audience for this app are both social & casual alcohol drinkers, who are currently used to traditional socializing platforms like restaurants, pubs, bars and restaurants.

The anticipated user base can be broadly divided into 2 categories:

* 1. Millenials: Age 21-35, mostly singles looking to enjoy an evening or company
     + Working bachelors who like to wind down a busy/day week over a drink with friends & colleagues
     + Friends who like to celebrate a personal event with others like birthdays, promotion,
     + Corporates who want to treat or celebrate with clients or acquaintances
  2. Households: Mixed age groups, looking for decent outing to unwind & celebrate
     + Family celebrating a personal event like anniversary, birthdays etc.
     + Group events like kid’s birthday party, year-end party etc.
     + Retirees or corporate meetings
     + Groups who share choice of food pairings with drinks
     + Anyone who wants to try something different than daily routine e.g. working ladies or housewives

The services of the app would have bespoke arrangements to offer to each category individually and common events as well. There will be flexibilities for FL3 to host their events and allowing Admin to host on behalf of too.

1. **What are the product’s basic details?**

This is a multifaceted mobile & web application servicing both FL3 & FL4 users, to provision remote booze sharing, event management, socializing app to help improve FL3 business and provide interactive & informative platform to FL4 users.

Key features are as below:

* 1. Booze Sharing & Gifting:
     + To remotely gift a drink to friends & family who are socially distant
     + To buy drink for oneself through accumulated points, when unable to use cash
  2. Socializing & engagement:
     + Play games with fellow members in the location & make more friends
     + Chat with fellow members of similar interests, availability
     + Find local members to socialize over a drink or chat
  3. Event planning & registration:
     + Plan an event for FL3 & advertise on the app for boosting sales & engagement
     + Allow FL3 to host events of choice & immediately publish to FL4 users
     + Allow FL4 to request events on FL3 of choice
     + Standard event packages for FL3 to be made available to request & register e.g. with count of guests, advance token payment remotely with refund policy
  4. Point based servicing:
     + To promote true sense of gifting a drink of choice, instead of offering cash which could be impolite at times
     + To be able to procure a drink, in case of unavailability of immediate cash
     + Allow users to receive advanced services, by encouraging them to do more of what the like e.g. FL4 using existing features regularly, FL3 organizing more social events to gain more point valuation
     + Receive advance payments remotely from FL4 users, for event request & registration and ability to revert back in points (per policy)
     + Increasing liquidity by floating more points
  5. Deliver drinks? E.g. Party keg, bottles??
  6. Additional services like publishing FL3 offers, search products & services??

1. **Where would someone use this product? *Anywhere, Anytime***
   * + FL4 users to could using app at location, at comfort of home or even remotely
     + FL3 users to benefit by remotely managing all services with option to use via web based portal to run reports, pull extracts and for 24x7 access.
2. **When should someone use the product?**
   * + Anytime, to flexibly use services on demand basis
3. **Why is this product useful or better than its competitors?**
   * + There is no current product of such nature that provides a variety of integrated services at offer through this app.
     + This app eliminates the otherwise unseemly approach of gifting or dependency on cash and brings another dimension to digital sharing landscape
     + Based on lockdown experience, a clear need has emerged, to share feelings & happiness through drink of choice with remotely located acquaintances
     + Point based transaction will allow all kinds of users to flexibly use the points across services, maximize value for money and encourage social engagement
     + Can leverage a real-time tracking service to FL3 with ability to link with existing supply chain platforms
     + Socially distant FL4 users can make new friends with shared interests, in a new location or during transit e.g. airport
     + Elimination of hard dependency on availability of immediate cash, to enjoy a drink
     + Access to a wide range of social engagements to isolated customers
     + Preserves value & integrity of traditional business model for FL3 whilst providing flexibility to attract additional customer base
     + Economical mode of advertising & organizing social events
4. **How does the product work?**
   * + Mobile app and web based portals for anywhere, anytime usage
     + Additional feature to use Admin services in offline mode??
5. **Any additional supporting equipment needed**?
   * + Optional service of on-screen display of FL3 services at location, with potential features of delivery tracking, tokenization, message displays like congratulating on anniversary, birthdays etc.

**Customer Profiling**

* + - 1. **What is the problem area? For:**

FL4:

* + - Lack of incentive for secluded or physically distant individuals to go out for a drink
    - Reluctance among reserved & introvert individuals to socially engage
    - Limited avenues to express & explore events of core interest
    - Monotonous social networking with neither tangible results or evident benefits
    - Restricted choice & non-experimental towards drinks due to limited exposure or knowledge
    - Seemingly busy lifestyle due to lack of alternatives for exploring interests
    - Higher cost of drinks in FL3 establishment

FL3:

* + - Restricted footfall on weekdays and afternoons
    - Competition with peers or/and FL2
    - Seasonal & psycho-graphical drop of sales
    - Dependency on costly & traditional promotion channels, that are slow & not far reaching
    - Extremely limited service value awareness
    - Time constraints in explore & stimulate alternative growth opportunities

**B. Typical customer characteristics for the app user:**

FL4:

* **Demography**: Single working individuals/groups and families, across industries (Age 21+)
* **Geography**: Urban tier1/2 population having lower liabilities & decent earning. Initial focus on Kolhapur, Pune & Mumbai
* **Behavior**: Outgoing, occasional or calculated spender but likes to have fun
* **Psychographics**: Interested to spend on interests & hobbies, flexible & open thinker, casual lifestyle, likes dressing up & preferably pretentious
* **Environment**: Culturally active or interested, ease of access & travel, digitally connected & informed

FL3:

* **Demography**: Liquor serving FL3 and possible delivery only merchants??
* **Geography**: Urban intermediate medium-large sized FL3. Initial focus on Kolhapur, Pune & Mumbai
* **Behavior**: Focus on specialized drinks, breweries, provider of good food pairings
* **Psychographics**: Having infra to host events, large groups, ability to spend on hosting
* **Environment**: Culturally active or interested, ease of access & travel, digitally connected & informed

**C. Who is this product for?**

Refer section A, in Product Description

**D. Data collection: (More details in Privacy & Security chapter)**

* **KYC**: ID, Address, Photo, Email, Phone#, Occupation, Education, Health
* **Payment**: Banking, UPI
* **Interests**: Personal choices, hobbies, favorites among interests, Lifestyle
* **Profiling**: Cultural, Locational, About, Regional, Looking for?, Family?

**Product Goals & KPI**

Expectations from product & performance tracking

* + - 1. **Top 5 goals of the app:**

FL4:

* + - Awareness
    - Sign-ups
    - Transactions & transactional users?
    - Points floatation under each category – Initial points gift that can’t be shared?
    - Memberships?
    - Multiple transacting users? Likes?

FL3:

* + - Awareness
    - Sign-ups (opt-outs feedback?)
    - Events hosted
    - Points redemption
    - Completed payments
    - Memberships?

General:

* + - Survey feedbacks
    - Integration with other apps?
    - Total points in rotation (apart from initial offer) – Value per point?
    - Revenue
    - Sponsorship?
      1. **Key Performance Indicator**
    - 1st Week: TBD
    - 1st Month: TBD
    - 1st Quarter: TBD
    - 1st Half-year: TBD
    - 1st Year: TBD
    - 2nd Year: TBD
    - 3rd Year: TBD
      1. **Goals by category**
    - Prospects: TBD
    - Sales: Outline a prospects to win ratio, TBD
    - Awareness: TBD
    - Customer: TBD
    - Defect/Losses: TBD
    - Maintenance: TBD
    - Enhancements: TBD
    - Periodic Growth: TBD

**Privacy**

Aspects for regulatory compliance

**All information should be on need to have basis only – may need to prepare an attribute/need mapping**

* + - 1. **Data collection: (More details in Privacy & Security chapter)**

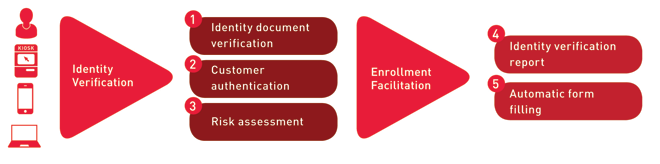
**FL4:**

* **KYC**: ID, Address, Photo, Email, DoB, Sex, Phone#, Occupation, Education, Health
* **ID**: Aadhaar (Optional Passport, Voter ID, Ration
* **Payment**: Banking, UPI, PSPs
* **Interests**: Hobbies, favorites, features, links, website
* **Personal:** About,homename, DoB, Sex, Alma Mater, Native, Anniversary, Workplace, Industry, Work anniversary, relationship status, Children count, ~~disability~~, height, ~~weight, religion,~~ mother tongue, diet

**FL3:**

* **KYC**: TIN, Udyog Aadhaar, Address, Photo, Email, Phone#, most as above
* **Payment**: Banking, UPI, PSPs, Credit Account, Debit Account, recovery account, top of chain information
* **Business**: License?

**High level process**



**KYC Non-compliance could lead to:**

* Suspension of operating license
* Penalties: One time of 5L-1CR in 30 days per contravention & 25k daily until compliant. Could still vary based on variety of factors - <https://www.rbi.org.in/Scripts/NotificationUser.aspx?Id=11785&Mode=0>
* Arrest of compliance officer
* Blacklisting

**Process flow for FL4:**

1. Add all KYC details including Aadhaar details
2. Share latest photo or click a photo
3. In backend, app to either complete manual validation or automated API call
4. Once validated, activate client profile for all basic services
5. Validate authenticity at membership anniversary & expiry dates & raise prompts to user if needed

**Process flow for FL3 (Need to sit with Rajesh for this):**

1. Add all KYC details including Aadhaar, TIN, partners and partner’s individual information?
2. Share latest photo or click a photo
3. Possible store visit?
4. In backend, app to either complete manual validation or automated API call
5. Once validated, activate FL4 profile for all basic services
6. Validate authenticity at membership anniversary & raise prompts to user if needed

How about using sudesi?

**KYC policy attributes:**

* **Customer Policy -** <https://m.rbi.org.in/scripts/BS_ViewMasCirculardetails.aspx?Id=4354&Mode=0>
* **Customer Identification Procedures (data collection, identification, verification, politically exposed person/sanctions lists check) aka Customer Identification Program (CIP)**
* **Risk assessment and management – Need to find balance with marketing, sponsors and advertisers, need to know basis only, should be hack free, botnet attack free, impose antivirus on android**
* **Confidentiality – KYC data should be held in encrypted format only, locked to be shared with anyone else except on audit demands with approval from partners or legal advisor only. No geolocation, sharing with shared planforms, external links, 2 factor auth, strong passwords, data access to other information on mobile to be restricted to on demand only, no 3rd party sharing including FL3 – only non-sensitive stats can be shared**
* **Ongoing monitoring and record-keeping – Periodic (daily or anniversary?) checks on authenticity should be performed e.g. address, data cleanup per record retention policy. Data archive for recovery?**

## More actions:

## KYC: Regulatory clause? AML, Tax, OTC derivative, Market reform rule? Fraud/risk check? GDPR, counterparty data mgmt. solution? Legal data? Due diligence required based on client?

## Minimum data to capture: Define for app and find is under need to have per regulation

## **AML check? Likely not needed for businesses not registered on SEBI**

## **Identify and collect missing or incomplete data and documentation for compliance**

## **Performing Classifications of Clients / Counterparties / Accounts**

## **Push Golden Source Client Data through the Institution**

**Security**

Aspects for regulatory compliance to meet in the app

**Use HackerOne? Kyzo?**

|  |  |
| --- | --- |
| **Principle** | **Description** |
| **Authenticity** | **Claim on the information should be correct i.e. authentication of users**  **2F, login alert, 1device1time, trusted contact (email/phone/authenticators)**  **Every transaction to be authenticated with explicit consent** |
| **Confidentiality** | **All data to be securely captured, stored & presented**  **Sender-Receiver exchange should be secret**  **Keep users informed and signoff their acceptance of policy**  **Hierarchical access based on data sensitivity, reporting & extract**  **Data exchange control algorithms, Secure browsing**  **Data stored in BS only controlled secured servers, behind firewall with access protection & limited to need to have basis only, in encrypted format – Breach clause?** |
| **Integrity** | **Data must not be altered without explicit & documented approval**  **Must not be shared without consent**  **Firewalled, access controlled, encrypted, device independent**  **Spam detection, profanity check, data routing (china example)**  **Point transactions are accurate & balances are correct. Point to Rupee valuation to be stored for a period**  **Cancel a pending payment after a given period - TBD** |
| **Non-repudiation** | **Digital signature enabled**  **Information request e.g. Audits, disclosures**  **Transaction logs to be maintained (unusual transaction check?)**  **All basic action must require fingerprint auth – so that no one else can use even if handed over or phone is open? - App actions to be encrypted?**  **Notification of key actions, profanity filter** |

<https://www.swiggy.com/terms-and-conditions>

**Patent & Copyright**

Need & planning

**Patent:**

*A software can be patented if it is attached to an invention and that it is a component of such invention. To avoid the claim of sec. 3 (k) it is essential to show that a hardware is an essential part of the invention along with the software or computer program* - India

* + - 1. **Is there a need for patent for Boozeshare?**

**Pros:**

* + - Prevent anyone else from copying your application’s design
    - Increase company valuation if needed for venture capital
    - Protects both design & code, whilst copyright just protect the code
    - First mover’s advantage is retained for longer term
    - Licensing revenue
    - Acquisition possibilities

**Cons:**

* + - Design needs to be publicly disclosed
    - Speed – Patent process slow is a slow burning activity as regulations aren’t clear – 1+ year
    - Cost – Its majorly legal costs but it’s in addition to Capex+Opex
    - Alternatives – Copyright or trademark is more secretive and safeguards IP
    - Cost varies by geography & there could be maintenance fee
    - No guarantee that patent will be granted, especially for open source model
    - More expenses in controlling infringement

**Copyright**

**Is there a need of Copyright for Boozeshare?**

**Pros:**

* + - Economic right on the software i.e. to sell, earn, use, distribute etc.
    - Eases court decision in case of infringement
    - Can license the IPR, straightforward process
    - Its reasonably priced and allows to claim royalty
    - Protects source code
    - Some shared advantages with patent, although in mild form
    - Longer tenure than patents i.e. 60 years
    - Mild restriction to competition

**Cons:**

* + - Inability to share work
    - Design can still be copied, just not the code (i.e. reverse engg. etc isn’t possible)

**Copyright allows to:**

* + - To sell or give on hire, or offer for sale or hire a copy of the computer program, regardless of whether such copy has been sold or given on hire on earlier occasions. It may be noted that Copyright confers a number of rights, some or all of which can be granted to others either exclusively or non-exclusively.
    - To reproduce the work in any material form including the storing of it in any medium
    - To issue copies of the work to the public not being copies already in publication;
    - To perform the work in public, or communicate it to the public;
    - To make any translation or adaptation of the work

**Conclusion - Do copyright first and then explore patentability options**

**Launch** – Branding & Promotion

Bonus point, FL3 discount

Point valuation

Gift product

Customer category:

Age-

1. 25-45: Product range 1
2. 45+: Product range 2

App consultation:

1. List of FL3 by city
2. Which cities or by region

**Branding:**

1. **Popular promoter**

**Problems in market:**

1. **Slack period or off season – Monsoon, final exams mid-feb to end-march, Visarjan/Navratri, Shravan month no meat – Alcohol is directly proportional to Meat consumption. Think of days when meat consumption increases e.g. holi.**
2. **Slow noons – usually 5%**
3. **Delivery app charges 22%**
4. **Lockdown related issue**
5. **Hygiene factors**
6. **Customer connect**
7. **Cheap Ad media**
8. **Managers/owner don’t have time for creative thinking**
9. **No analytics platforms available to regular FL3s**

**Fl4 Appraisal?**

**Games:**

**Chatting:??**

**Socializing: Remote chat, people search – people wont go to FL3, privacy risk**

**How about google hangout concept?????? Future phase based on study**

**Monetization Approach** Earning model

**Budgeting** Costing & funding

**Usability Study** Will it work & how, why?

**Development Expectation** MVP, timelines, phases & future

**External Support** Collaboration with existing tools to expand coverage?

**Flexibility & Future Enhancements** Avenues of service expansion

Qs:

How do we make users check the app first thing when they get up in the morning and throughout the day? How to make them addict like twitter or facebook?

Get feedback from customer? Several surveys are needed (FL4/FL3)

How about hygiene factor after lockdown is lifted?

Weaknesses of app?

Make in India

Use Jumbo privacy service?

Do we need initial reserves for customer? Need surely for maintenance.

eKYC alerts as a value added service? Security threats?

How to show the app is authentic & state of the art through the pricing? E.g. paid usage must reflect seriousness and that we are genuine & legitimate.

Prompts on birthday to FL3/4 for some value added services or promotions?

How to make FL3 know what is needed by customers in their area? Or trending stuff?