



# Business Requirements Document (BRD)

**Core Philosophy:** TableTop exists to solve the "**lonely gamer**" problem while stabilizing the financial health of local gaming businesses. We are moving away from a traditional e-commerce model toward a **Community-Driven Service Model**.

## Strategic Rationale

The **board game hobby** is currently limited by physical and social friction. High-quality games are **expensive**, and **finding** three other players with synchronized schedules is a significant logistical hurdle. For the cafe owner, revenue is often **unpredictable**, relying on "walk-ins" who may find all tables occupied or, conversely, empty tables during off-peak hours. TableTop bridges this gap by creating a predictable, digital "waiting room" for physical spaces.

## Key Business Pillars

- **The "Third Place" Anchor:** The primary goal is to establish the partner cafe as the definitive "third place" (not home, not work) for the user. By integrating **LFG** and **marketplace** features, we ensure that every interaction with the app results in a physical visit to the store.
- **Inventory Lifecycle Management:** Most retail businesses struggle with "**dead stock**." TableTop turns the cafe library into a **lead-generation** tool. By allowing players to **demo** a game via an LFG session, the business increases the probability of a "**First-Hand**" retail sale of that same title.
- **The Circular Credit Ecosystem:** Traditional second-hand marketplaces (like eBay or Facebook) take money *out of* the local community. By using a "**Credit-Only**" model for peer-to-peer **trades**, we ensure that the value of every pre-owned game sold is eventually spent back at the cafe on food, drinks, or new inventory.
- **Operational Predictability:** By digitizing the "Live Shelf" and "Table Map," staff spend less time answering logistical questions ("Is Catan available?") and more time performing high-value tasks like **teaching games** or **serving customers**.

## Long-Term Vision

**TableTop** aims to become the standard infrastructure for any physical space that hosts tabletop gaming. Success is defined by the transformation of a "shop that sells games" into a "hub that facilitates play."