# Valery

1. Customer segmentation:   
   - Easy to difficult: 1) Large corporations (state & private); 2) Logistics companies; 3) IT companies - 2gis/Yandex, 1С/SAP. I have 1C and SAP company’s contacts.  
   - Small to big: tackle the biggest customers.
2. Customers:   
   - Other logistics companies: exclusive vs. parallel.  
   - What about text-to-voice services and dictionaries such as ABBYY? I thought about when I was updating the Govorilka dictionary with DPD.  
   - Think about nomenclature of РЖД in SAP. Do you know SAP companies/customers at all?  
   - Chinese (Japanese) and American internet shops.  
   - Financial companies.  
   - While it is early to start yet, think about foreign customers.
3. DPD: IQDQ vs. IQ systems.[[1]](#endnote-2)
4. Rebranding the logo.
5. We must develop very fast because the core idea is very simple, so others (Yandex/mail.ru) can overtake it.
6. In the future: What about a foreign office for reliability (in DPD)?
7. Why do not we stop any new contacts before we understand out positioning?
8. Marketing kit. Demo presentation. Demo video.
9. I remembered 1C CRM and 1C КЛАДР.
10. A landing page and the web site, Russian and English.
11. Taxi customers.
12. IQSystems: Nobody in the world except us! HFLabs: We have no competitors except Oracle… INTERTECH is the leader in MDM / reference data... Gul-Suu: We are unique, nobody in the world… Jehovah's Witnesses…
13. While I found cooperation with Vitaly hopeless, we should respect him and not be arrogant to him. W/o him and Maxim there was nobody of us here. We are just a modest overhead on top of their basis.
14. I need to know and double check everything:  
    - The engine  
    - See the code of the engine  
    - See the code of the web services  
    - The services  
    - The customers and their detailde specific demands  
    - The revenues from each service and customer  
    - Each team member’s engagement with the percenatage per service  
    - The servers
15. Maxim was very interested in me.
16. Maxim treats his stuff with love.
17. What is our mission?
18. Plan to cooperate with Jack Ma.
19. How else do you envision our production? IQSystems cannot do it… I am very worried about it… We must organize production. When we get a big customer like the customs we will have no production capacity.
20. How did you enter this business? How did you agree at the beginning? It looks like you trusted them too much then. I worked with another Virgo like you who trusted too much like that.
21. I listened to you again and asked myself whether I have enough experience… I have none. My project was smaller. I could program all alone with the consultants I organized. I knew the subject better. I had developed a similar application before. But here I am a novice. It is clear. Let’s first test how I can manage it with IQSystems and you on a smaller scale. I came as a programmer to cooperate with them but not to manage the whole project right away. Let’s first at least understand their technical and organizational part.
22. INTERTECH: License and System integration. Why? How? My little knowledge, sorry…
23. Why lawyer in structuring IQSystems?
24. I made a mistake about reference dispersion. They claim to practice a united semi-universal solution. But we just need to check that. It is possible.
25. Our market offer: Again, have a look at HFLabs.
26. My own or partnership business in structuring. I thought about it before after Znak.
27. Your intention to document all decision. Let’s think of automating our documentation. IQSystems has/uses RedMine e.g.
28. How approximately do you envision terms of reference for them? How to control adhering them?
29. I want a business, not a salary. No salary, but a wage credited under to be reimbursed from my share. I have to pay you for your business lessons.
30. Coming back to Raul’s motivation. You are very right to appreciate him and others with an income.
31. Мы в Пн. пропишем область применения. Информацию, которую я получил, с кем я разговаривал. Кому чистка адресов. Вообще в целом, а не по имеющимся клиентам. Мы не будем сотрудничать в таком контексте, как у них было. Мы должны для себя понять, что мы представляем. Позиционирование.
32. И это достаточно вдумчивый момент – разложить бизнес на составляющие.
33. Personal data for РССП: Did you mean this <http://rssp.com.ru/> ?
34. I would like to talk to Sergey and Yury more as well.
35. The questions in 180806\REC001.docx.
36. The questions in Contracts.xlsx.
37. Yet I need to see the SW as a user and enquire Igor about using our SW by the clients.
38. I am worried with installable applications sold. They can be decompiled. There is a technology that makes de-compilation more difficult.
39. Shall we make a clear finance/management accounting?
40. A time-table board visible for all at the entry.
41. 10-score self-evaluation every day.
42. My time-sheet as an example.
43. IQSystems’ dispersion between different references: I meant another dispersion. But this one needs checking because they may be efficient with different areas in deed thank to a unified technology.
44. Vitaly is good in forecasting the future. Let him focus more on projecting rather than on programming. Maxim can rather program what Vitaly projects. Raul can quickly realize pilot versions that Maxim and Vitaly can later on re-code properly.
45. Let Raul now update the FIAS references because it is a shame to see a May update while HFLabs update FIAS every week.
46. They often say that they keep Raul for his past merits. But that is wrong. Raul keeps generating valuable solutions every day. Maxim in fact acknowledged Raul a couple of times to me, once together with him. But Vitaly strongly and openly degrades him. We should officially raise his status with salary or any other reward / acknowledgement.
47. If we plan to cut personnel, we should give them an opportunity to do some other work.
48. The time-sheets should be on-line accessible via Dropbox for everybody to control selves and each-other.
49. The questions in Договоры.xlsx comments.
50. Split up contracts into active/terminated groups.
51. The contracts grouping used in the contract list. Grouping can be any different.   
    - Web-service,   
     - Active  
     - Customers 1. Web-service contract.  
     - Customers 2. Web-service contract.  
     - Terminated  
     - Customers 3. Web-service contract.  
     - Customers 4. Web-service contract.  
    - Applications,   
     - Active  
     - Customers 1. Application contract.  
     - Customers 2. Application contract.  
     - Terminated  
     - Customers 3. Application contract.  
     - Customers 4. Application contract.  
    - Development.  
     - Active  
     - Customers 1. Development contract.  
     - Customers 2. Development contract.  
     - Terminated  
     - Customers 3. Development contract.  
     - Customers 4. Development contract.
52. We can make the columns in Договоры.xlsx more narrow.
53. Some cells do not display multiple lines of texts in a mobile Excel but only one. I can format them properly, once you choose a layout.
54. Plug-ins: 1C and other. Thus we can cooperate with SW producers. 1C in fact does not need the 1C company for that. Perhaps something like that is needed in СДЭК.
55. I did not see a contract with DPD.
56. Actual and obsolete contracts need checking and separating with Maxim. Then the monthly income can be estimated more precisely.
57. Before making a customer survey it is good to talk to IQSystems, particularly Igor. I still need to see how the SW is set up and used.
58. We also should know as much a possible what the system integrators you are meeting know.
59. Our extended product is tightly bound IQSystem. Thus our options are:  
    - Selling the same service but with a license under ИНТЕРТЕХ;  
    - Complementing ИНТЕРТЕХ’s products/services with ours;  
    - Creating a brand-new product such as you told for banks: fast credit monitoring, parsing real-estate sale announcements;  
    - Plugging it in such as into 1C or various CRMs;  
    - Sell it to Sberbank and Tinkov. The latter runs on-line banking.
60. Договоры.xlsx:  
    - Narrow some columns;  
    - Group columns as well.
61. Analyzing business processes:  
    - Based on the available customers first (by viewing their concrete demand and testing with them, “cats”);  
    - Then based on the potential customers you have met e.g. customs (by viewing their concrete demand);  
    - And only then for other imaginary ones.
62. You could not understand Yury’s role the other day. Maxim appreciates him high for SQL. Vitaly said that only two people in IQ Systems (if not the universe) can solve his test assignment: himself and somebody else. I suppose Yury but that needs clarifying.
63. Yes, we have to help them get rid of their dispersion and focus on the tasks! They need to automate uploading FIAS. Vitaly can do that fast. But he is busy with something else there. With a clear picture based on the contracts we can help them get organized.
64. Vitaly told about an expert system and the Go language. Let’s listen to him. Unless another engineer fantasy, that might be a good business-process as you told yourself about Vitaly to generate one. He is quite good in that as you said.
65. I will start from analyzing other business processes. Analyzing the customers’ ones and composing a IT-landscape survey is better to do after learning that from them, Igor e.g.
66. Valery told me these first. Despite later but I understood it by my own. So, to confirm it with him:  
    - We must get self-reliant first. Organize IQ Systems up to a break-even: improve СДЭК and other customers’ efficiency;  
    - Focus on the two businesses now: 1) a SW for the customs; 2) an international business with DPD;  
    - Meanwhile project a brand-new product such as a credit audit with web parsing sites etc.;  
    - Our key advantage is MDM / data quality in combination with DB management with DB managing partners (ИНТЕРТЕХ, Navicon etc.) acknowledged and a professional seller.
67. Опросник ИТ системы компании-заказчика.xlsx: Но ещё надо пообщаться с внедренцами из IQ Systems, у кого опыт общения с заказчиками больше. И они знают типичные ИТ системы заказчиков.
68. The suggestions to Valery as per 20.08.2018:  
    - 1C  
    - Customs  
    - Talk to СДЭК based on my servey and with Maxim and Igor’s view  
    - Cooperate with logistics SW developers to insert our service, same as 1C.  
    - Good cathalog search engine at large shops like IKEA or internet shops like Alibaba.com.  
    - Importing the best western logistics SW with embedding our MDM / Data quality services. Think of customs like that as well.  
    - Make an MDM SW or manage projects like the [Master Data Management](https://www.youtube.com/watch?v=JF4mUqyoRFg&t=1s) video advertises [Reliable Software](http://www.rsrit.com/strategy-and-advisory/) company. Another good ad is What is [Master Data Management?](https://www.youtube.com/watch?v=h3LamD_K1vI&t=14s) about an [Intricity](https://www.intricity.com/intricity101/) company.  
    - I did that for the WB: I just took as the basis an international breeding technique and combined with for local breeding practices.  
    - Why not import their SW with in a combination with ours or cooperate in partnership with them?
69. Опросник ИТ системы компании-заказчика: Но ещё надо пообщаться с внедренцами из IQ Systems, у кого опыт общения с заказчиками больше. И они знают типичные ИТ системы заказчиков.
70. Надо понять, почему некоторые договоры не работают.  
    - We have to talk to them first to know their view.
71. The customs. What is their main problem?  
    - They have neither data nor system.  
    - They have data but scattered across the system.  
    - They have all above but want to fully automate decision making w/o a human being.
72. The customs. Привёл пример со входом-выходом груза из территории:  
    - What exactly was the example? I need to know to generate ideas.
73. Консультант из ЕЭК.  
    - Has he shared any valuable view/advices?
74. I tend to a solution based not on a single desk-top application but rather based on their existing SW infrastructure with our expertise and web-service in a close cooperation with an interested customer. Developing a fully self-containing solution suitable for many needs more experience to match demand and is a way expensive and therefore risky because of a mismatch. In my view we should start with customs that is with a very specific task and a ready-to-cooperate customer. We have a very limited experience to develop a unified solution for many.  
    An alternative for the beginning is ИНТЕРТЕХ’s order/s where we will build-in our service. Later on we will figure out a more specific segment and our positioning.
75. 1C doing MDM a lot as well. Keep in mind that that when thinking about cooperating or competing with 1C. We should either combine partners’ resources very well or stay very focused as narrow as possible on our good MDM service. See:  
    - [1С MDM управление нормативно-справочной информацией – YouTube](https://www.youtube.com/results?search_query=1с+mdm+управление+нормативно-справочной+информацией);  
    - [MDM-система "1С:Предприятие 8. MDM Управление нормативно-справочной информацией" - YouTube](https://www.youtube.com/watch?v=Nt7YGHxUQu0);  
    - [Вебинар "Формирование нормативно справочной информации в 1С: ERP 2.0" Часть 1 – YouTube](https://www.youtube.com/watch?v=ZQB8e9DVE1Y).
76. What about cooperating with companies such as ABBYY in clearing text scanning? See the example of inspecting a package for logistics. Same for any other industries?
77. A multi-dimensional analytical pivot-table.
78. A web-search service the way how I looked for the information about IQ Systems’ customers by  
    - Web site;  
    - Address;  
    - Phone;  
    - Juridical details;  
    - Director.
79. Show Valery Mobile Excel: Menu View: hiding the formula bar and row/column headings.

# Maxim

1. I come back to my suggestion to make an ordinary GUI application that contains:  
   - A downloadable link,  
   - A path to download the files to,  
   - A Download button.
2. The mathematics of GUID generation.
3. Tell him the difference between JOIN and WHERE: why the latter is faster.
4. It is good that you show your so high expertise at the web site.
5. An inconsistency with CDI at the IQ systems website: [CDI, Client Data Integration](https://iqsystems.ru/products/iqmdm/), [CDI, Customer Data Integration](https://iqsystems.ru/products/iqmdm/cdi/)
6. The CDI term is Customer Data Integration:  
   <https://en.wikipedia.org/wiki/CDI>  
   <https://www.google.ru/search?q=Client+Data+Integration&oq=Client+Data+Integration&aqs=chrome..69i57&sourceid=chrome&{google:instantExtendedEnabledParameter}ie=UTF-8>  
   <https://searchdatamanagement.techtarget.com/definition/customer-data-integration>
7. What is [структурно-семиотический](https://iqsystems.ru/tech/iqsearch/) анализ in your view?
8. May I have a look at the code of your engine that fulfills this:   
   [IQ Search Engine:](https://iqsystems.ru/tech/iqsearch/)  
   Распознавание из справочников предметной области.  
   Поиск структурно-семиотическим анализом – не индексацией, а латентно-семантическим или полнотекстовым анализом.
9. How do you teach the system:   
   [применяется для «распознавания» в тексте любых объектов и их свойств путем «обучения» системы](https://iqsystems.ru/tech/iqsearch/)
10. Do you compile references or do you use available ones?  
    [создания требуемых онтологических справочников для целевой предметной области.](https://iqsystems.ru/tech/iqsearch/)
11. This must be your data cleansing, mustn’t it? May I have a look at the code?  
    [IQ Search Engine в составе MDM-решения выполняет ключевую функцию поиска подобных записей (дубликатов) в массивах мастер-данных.](https://iqsystems.ru/tech/iqsearch/)
12. How do you do these?  
    [превращение текстовых описаний в структурированные данные, сопоставление объектов между собой.](https://iqsystems.ru/tech/iqsearch/)
13. What about information security ([SQL injection - Wikipedia](https://en.wikipedia.org/wiki/SQL_injection) & [Анализ безопасности веб-проектов](https://stepik.org/course/127/syllabus)) and IQАдресатор.exe obfuscation ([.net - Compiling C# to Native? - Stack Overflow - reverse engineer - .Net decompiler from JetBrains](https://stackoverflow.com/questions/1921656/compiling-c-sharp-to-native))?
14. Show to me please the DPD web site where exactly they will insert the link to our service.
15. How about internet security?
16. Get a Kyrgyzstan standard address reference because customers sometimes demand.
17. Maxim: The IQ systems presentation:   
    - Is САП (page 4) SAP or anything else?  
    - Why www.post-address.ru (pages 11-12) does not work?

# Vitaly

1. Can we anyhow boost performance with assembly and C++?
2. c\_name c\_namerep  
   ак. академика To be changed to Академика et al. toponyms?
3. Only one change is updated out of the three when running Task 05.sql. How to enforce all the changes?  
   -- The data before.

|  |  |  |
| --- | --- | --- |
| c\_addr | id | updated |
| 143581, РОССИЯ, МОСКОВСКАЯ ОБЛ, ЛЕШКОВО Д, ЛЕШКОВО УЛ, Д 118 ОБЩ КОМ 406 | 25556 | NULL |
| 143582, РОССИЯ, ИСТРИНСКИЙ Р-Н, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . | 25562 | NULL |
| 143600, МОСКОВСКАЯ ОБЛ, ВОЛОКОЛАМСКИЙ Р-Н, ВОЛОКОЛАМСК, ПЕРВАЯ ЛИНИЯ 3, КВ.7, | 25570 | NULL |

-- The replacements.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| c\_ToDo | c\_name | c\_namerep | id | c\_addr | c\_addr\_replaced |
| 1 | р-н | район | 25562 | 143582, РОССИЯ, ИСТРИНСКИЙ Р-Н, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . | 143582, РОССИЯ, ИСТРИНСКИЙ район, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . |
| 1 | Россия |  | 25562 | 143582, РОССИЯ, ИСТРИНСКИЙ Р-Н, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . | 143582, , ИСТРИНСКИЙ Р-Н, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . |
| 1 | с/п | сппп | 25562 | 143582, РОССИЯ, ИСТРИНСКИЙ Р-Н, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . | 143582, РОССИЯ, ИСТРИНСКИЙ Р-Н, ОБУШКОВСКОЕ сппп ,ПАД, ., Д.1 . |

-- The data updated.

|  |  |  |
| --- | --- | --- |
| c\_addr | id | updated |
| 143582, РОССИЯ, ИСТРИНСКИЙ район, ОБУШКОВСКОЕ С/П ,ПАД, ., Д.1 . | 25562 | 1 |

1. Show Vitaly the progress in his task. I promised to show something this week (that began on Jul 30).
2. Have you planned cross-platforming?
3. Why not a Linux server? What is the FreeBSD server is used for vs. the Windows one?
4. What exactly do you plan to develop in Go?
5. Unlike the vacancy announcement , you currently do not use NoSQL but are planning to introduce TaranTool (with in-memory & NoSQL) (180717\Yuriy - In-memory, other DBMS, Linux - REC010.mp3 19:55). Could you share more details on that please?

# Raul

1. What exactly are the destination tables and fields?
2. tables.xlsx:  
   - Why two similar but separate sheets Лист2 and Лист3?  
   - What are the colour codes?  
   - Sheet iqdq4\_search\_ru: the ??? descriptions.  
   - What are the rest tables that are not from the iqdq4\_search\_ru DB? - From the w7n\_kladr\_raulsuperversion DB.  
   - What is Лист1 for?
3. Why not downloading directly to the destination tables?
4. Is the Полная БД ФИАС link needed?
5. Is [\\srv207\f:\FIAS\_KLD](file:///\\srv207\f:\FIAS_KLD) (22 Gb) Полная БД ФИАС?
6. How long does downloading take?
7. What is Databases\ФИАС\GACODE.docx?

# Sergey

# Yury

# Grigory

# Myself

1. Our goal is to become globally No. 1 in this sector.
2. The steps to download ФИАС:  
   - Wget downloads fias\_dbf.rar;  
   - Unzip fias\_dbf.rar;  
   - Create ADDROBJ and HOUSE tables;  
   - Import only the ADDROBJ01-99.dbf and HOUSE01-99.dbf files into the ADDROBJ and HOUSE tables;  
   - Convert the ADDROBJ and HOUSE tables to the destination tables.
3. Based on REC003 - Raul, Vitaly, Maxim - Task - SS, C#.mp3:  
   - Vitaly: Use uniqueidentifier IDs;  
   - Raul: Use char vs. varchar for fixed-length fields.
4. [В результате наших исследований созданы прикладные решения в нескольких областях:](https://iqsystems.ru/tech/iqsearch/)  
   - распознавание и перевод почтовых адресов и топонимов в сложных текстах, например, рекламных объявлениях, а не только написанных в «чистом» виде;  
   - извлечение и анализ личных данных (ФИО), наименований организаций, торговых наименований и т.д.;  
   - извлечение и анализ товаров, например, в отчетах торговых представителей с опечатками, «непонятными» сокращениями, разнообразными способами написания одних и тех же товаров, точек продажи, организаций и т.д.;  
   - поиск соответствия описания товаров в ГТД описаниям контролируемых товаров в нормативных документах таможенных органов;
5. [IQ Search Engine … представляет собой технологическую основу для всех продуктов нашей компании.](https://iqsystems.ru/tech/iqsearch/)
6. What is C# native compilation?
7. 1000 rub. to Raul.
8. Listen to Maxim telling IQ systems’ services in 180718\REC007 - DPD.mp3 from 1:22:20.
9. [C. Creating a multi-statement table-valued function](https://docs.microsoft.com/en-us/sql/t-sql/statements/create-function-transact-sql?view=sql-server-2017)
10. [SQL Server CROSS APPLY and OUTER APPLY](https://www.mssqltips.com/sqlservertip/1958/sql-server-cross-apply-and-outer-apply/)
11. [SQL Server Dynamic Management Views and Functions Tips](https://www.mssqltips.com/sql-server-tip-category/31/dynamic-management-views-and-functions/)
12. Lists of:  
    *- Customers, demands,* business-processes  
    *- Contacts/negotiations*
13. 25 services Valery mentioned when we met.

## Learning

1. Learn [collation](https://www.red-gate.com/simple-talk/sql/sql-development/questions-sql-server-collations-shy-ask/" \l "post-70501-_Toc479001442).
2. Learn business process:  
   - logistics  
   - banking  
   - customs.
3. Learn business processes of the available customers. *Segment them first by profiles.*
4. Learn technology:  
   - web technology (remember I written this down in DPD)  
   - searching unstructured text. Request Maxim’s book back again.
5. ИТЕРТЕХ’s expertise:  
   - [Products](http://www.intertech.ru/Production/products.asp)  
   - [Technologies and methodologies](http://www.intertech.ru/Production/sol+tech.asp)
6. Examine: [IT в таможне](https://tamga-group.ru/tamozhnya-biznes-revyu/it-vtamojne/)

1. 180718\REC008 - Maxim on the way from DPD - Marketing.mp3 [↑](#endnote-ref-2)