Gabriel Almeida Hey, man. Emilio Alvarez How's it going? Gabriel Almeida Good. How are you? Emilio Alvarez Good, good. Back. What percentage back are you? Gabriel Almeida Do you think you are like, 90%? Emilio Alvarez Okay, that's. That's good progress. Gabriel Almeida Yeah. Still like. Like, still feeling the stomach a bit weird, but nothing major. Emilio Alvarez Gotcha. Gabriel Almeida Taking the anti. Emilio Alvarez Did Julian accept? Gabriel Almeida Yeah, she did okay. Emilio Alvarez I just got back from the. From the vet and stuff. Mitra, Come here, girl. Gabriel Almeida Go again Emilio Alvarez They had to get a booster for their vaccines. And Mitrasil, her ear infection wasn't completely solved. Gabriel Almeida Where's your going? Juliana Sabó To the bank. Gabriel Almeida To the bank. Juliana Sabó No problem. Gabriel Almeida That way Milo can participate as well. Emilio Alvarez Yeah. Hey, Juliana. Juliana Sabó Hi. Nice to meet you. Emilio Alvarez Nice to meet you, Juliana. Gabriel Almeida Thank you for. For the time. We're happy to give you a little bit more context as to, like, you know, why we reached out, why we think that we can learn, you know, from you and this. This conversation could be productive. We just graduated from our MBA at MIT recently. Juliana Sabó Congratulations. Gabriel Almeida Thank you. Thank you. Wish it wasn't to be but we have to go back to the real world. And now we're like, in a startup incubator, an accelerator for new companies from and we're currently investigating, like, a thesis to build a business around like, digital tools for interior designers and architects. Like, basically software tools. So we would be great to just get your thoughts a little bit about. On, what we're thinking and how you see, like, the problems that we think we're solving. Juliana Sabó Sure. Gabriel Almeida So just to start off, Juliana, are you, like. Do you have your own office? You have your own firm? Are you a like, designer? Like, how do you work Juliana Sabó Yeah, I have my own firm. And now we are in. I have. It's me and two more employees. And I have also a partner that helps sometimes with me with. Helps me sometimes with some projects. And we don't have an. An office. We work remotely, so. Gabriel Almeida Got it. And the two employees? Emilio Alvarez No projects or people. Sorry, Enough. Projects or people? Juliana Sabó What do you mean enough? Emilio Alvarez So you said enough. Oh, maybe I misheard. I thought that you said that you don't have. Juliana Sabó Okay, no, we are in. We are It's me and two more employees, and we don't have an office. I don't know. Emilio Alvarez Got it. Juliana Sabó Yeah. Emilio Alvarez Misunderstood. Juliana Sabó No worries. Gabriel Almeida And Juliana, how are. Like, how do you split the work between the two employees that you have? Like, do they have specific functions or they all. They both do Juliana Sabó No. Yes, they do. One. One of them, she's actually in so I always tend to hire someone abroad because it's cheaper for me because I realize. And she's a drafter, so it's easier. She doesn't need to be going to any job sites or anywhere. So it's for us is enough staying there. And the other one, she's a project manager, so she goes to job sites sometimes with me, sometimes alone to receive furniture. She. She does kind of a lot of things and helps me also with finance. But yeah, she's project. She's a project manager. Gabriel Almeida Got it. So one of the things, Juliana, that we're thinking about is around the relationship and the interaction between the interior designer and the drafter who is usually overseas. Like, we see that's a very common, thread designers in the US Especially, a lot of them in the Miami area that we've talked to and Florida in general. So how is like, how is your work with your drafts here in Like, do you guys need to exchange drawings a lot? Because you need to give her like, annotations and things to correct. Like, how's that back and forth? Juliana Sabó Yeah, we do all by WhatsApp. So we send her. She has access to my drive, which all the files for all the projects are and anything that we need her, we just send her. Look, we need this drawing, this shop drawings for this presentation. Sometimes it also presentation. So. And we send all the files that she needs and that's it. Gabriel Almeida but like, how. How many times, like, do you have to receive a drawing from her, make annotations or tell us to tell her to change things and then she has to do it And like, how. Juliana Sabó It depends on the person that we hire. She's. I just, I recently hired her this one, and she actually had already been working with another company in Boca. Gabriel Almeida Okay. Juliana Sabó So she knows a little bit more about inches and because everyone you hire outside from us, sometimes they don't know how to work inches. So she already knows how to do so it was easier. And I noticed that she really knows what she's doing. So of course she's getting to know all the projects and sometimes she doesn't know also how we work. How I like to present. you know, the, the. The project and everything. So I think now in the beginning, it's a little bit more back and forth, but for what I've seen is way better than before because it really depends of I had to fire someone before. Juliana Sabó She stayed with us for two weeks because we had to, like, all the time correct what she was and she didn't know anything about so she had to get used to that. So. But now I think it's gonna be a. A better process, hopefully. Hopefully. Gabriel Almeida Okay, so when you tell her and give this person, like, corrections, like, on the drawings, do you just, like. Do you do, like, a screen recording and you send it to or do you just send You just call them and, like, I. Juliana Sabó Send audios and I draw with my hand and send. Sometimes, like, basically drawing. Gabriel Almeida Okay. Juliana Sabó What she needs to do. Gabriel Almeida Got it, got it. Juliana Sabó So WhatsApp helps a lot. Like, it's. It's really simple for us, like, you explain and send files back and forth. Gabriel Almeida Yeah. So one of the things that we're and I think it'd be great to, hear if you think this would be valuable or not, were thinking of creating, because this relationship that you have with your drafter is something that we see with a lot of designers, like, I mentioned, like, having the drafter overseas. So it's, like, all remote, like, corrections and remote communication. So to keep more organized. Because I imagine you talk about a million things in WhatsApp. were thinking about like, a application, a website, for example, that you go into a software where you can upload the drawings. Like, your drafter can upload the versions, and you can access and edit them directly there. Like, like, annotate on top of them. Gabriel Almeida You can do, like, a recording while you annotate. So she has, like, the instructions recorded there. Well, you were thinking of putting, like, AI, for like, in case you record yourself speaking and annotating, the AI, generates a transcript like, action points for like, to do, like, stuff like that. But I guess our question to you like, how much more productive do you think that would be from the way that you work Do you think it would, like, be super valuable? Do you think it'd be, like, honest? Juliana Sabó I'm a person. Like, I'm always searching for new tools to help me work. Like, my partner, for example, he hates it. For him like, WhatsApp, and it needs to be fast, fast, which I understand. I also agree that it needs to be something fast. Especially because sometimes I'm out. I'm. I'm driving a lot. So you know, the communication needs to be something fast. Because I don't want to to just stay there waiting for My, what it needs to be done. Gabriel Almeida Yeah. Juliana Sabó Also she needs the person again you hire. It needs to be someone that has sense of urgency and how to do stuff. So of course that makes a lot of difference. I, also was trying to use Monday. I never used it but also other programs that help us because there's for WhatsApp. The only thing that I think is the downside of it is since you have so many things going on so many projects. I can create one group for each project with my employees because I already have one group with it, each project with my clients. So when the day goes is a lot of messages, a lot you know, it's me talking. So that's it. Juliana Sabó So every time we send something, we write the project name and then what it's about. So if you need you know, search or what we're talking about and I'll. I always tag the person. But sometimes the person who was working with me she said she was overwhelmed with how much, how many things she needed to be done and then how fast it needed to be done. And I think she was also understand what her complaint about so many things going on at the same time, you know. So I think that's a little bit confusing with WhatsApp. That's why I, I told them last week, let's try some other app to help us organize. especially what is high important, high priority. Gabriel Almeida Yeah. Juliana Sabó So, so we can put the priorities. Because I told in our work there's some. Okay, tomorrow let's work in this project, do these drawings, et cetera. But then something comes up in the middle of the job site. We need to change everything and then start doing some changes on this project because they had a problem on the job site and they need this drawing to be done. So she needs to stop doing what she was doing to do something else know. So sometimes the priority but at the same time she needs to know as soon as she stops that what she needs to go back to and then go from there. So I think it helps a lot always to have tools for that to organize everything. But my only concern is too many steps can also delay process. Juliana Sabó So I don't know how to. Gabriel Almeida Yeah, that makes sense. Juliana Sabó That's a challenger for you. How to make this work because, for example, make you slower. Gabriel Almeida is what you're saying. Juliana Sabó Exactly. I, I use another program which called House Pro. I don't know if you heard of. is, great because yeah, I link with which helps me a lot. I also hire someone, a company that does all my bookkeeping. So she has everything also, like, she can have all. She has access to House Pro and QuickBooks. And the QuickBooks is good for me to organize everything that the clients approve and also to have everything like organizing in the sense of, this was approved. we purchased this, we. We bought that. This was paid this day, this way, that day. It takes but at the end of the day it's necessary. Juliana Sabó So one thing that I've tried because just to create a proposal invoices is a little bit time but at the same time, doing an Excel, putting pictures and putting the name of the item and et cetera is also time consuming. So what we do is we send sometimes to the client, the invoice from the store. So this is what you approved here. And then a spreadsheet of how much they need to pay. And then after we upload at House Pro, when we have more time, you know. Gabriel Almeida Got it. Juliana Sabó But. Emilio Alvarez And so what it sounds like is that like the. What's tough with House Pro is your ability to easily generate the invoices, Juliana Sabó Yeah. Like, I don't have many employees. It depends on the size of the company. If you have someone just doing finance for that firm, I don't think that will be a problem because the person will only do you know, she create invoices, she'll pay purchase orders, she will charge the clients, she'll do everything. But in my situation, I basically have to do a lot of that. And also who is my project manager, she helps me with that. So. And in the meantime, I need to be after clients, I need to be talking to clients, I need to go to job site. She needs. She's a lot out of the job site and receiving things. So it's hard you know, to stop and doing all this, let's say paperwork, Gabriel Almeida Yeah. Emilio Alvarez Anything else that isn't going well with House Pro? Juliana Sabó Let me think. No, I think that they like, I've been using their program for a long time. Like, I used to work for Design Solutions. I believe your. Your wife, works there? Gabriel Almeida Lara and my girlfriend. Juliana Sabó Your girlfriend? Gabriel Almeida Yeah. Juliana Sabó I introduced House Pro, which in the back at the time was Ivy, the name. And since then I you know, use them and I think they improved a lot. Gabriel Almeida A lot. Juliana Sabó It's Been like, I don't know, eight years. Gabriel Almeida You used to work there, Juliana? Juliana Sabó Yeah, I worked there for almost six years. Gabriel Almeida Awesome. Juliana Sabó And I think they improved a lot of how you input the information there. they like, you can scan the room and do 3D, the floor plans. I never use but I think it also helps if you you know, take the time to do but it's time consuming again. But. Gabriel Almeida Yeah. Let me. Let me ask you this. If you don't mind if I take a step back to, like, the. The drafting software that I was talking about. Like, when I told that. When I, like, described it a little bit to you kind of, like, immediately you were worried about if that would make you slower. What is it like? so what would, like, have to be true about it to convince you that it's, like, it would actually, like, make you faster? Like. Like, are you, like, are you convinced that it's actually going to make you slower if you do it through this platform and not the way you do it now? Or do you think it's not going to add a lot of Like, how does your mind. Like, how do you see it? Like, based on what you think? Juliana Sabó It's all about how you visualize the program. Okay, like I said. Emilio Alvarez Can you say more? Can you say more? Juliana Sabó Yeah, like, for example, like I said, we send many messages on and you cannot. The person cannot visualize how many things I asked her to do. Gabriel Almeida Yeah. Juliana Sabó At once. She needs to go back and then read it. Gabriel Almeida Exactly. Juliana Sabó So if somehow there were program you know, it'll be like, I don't know, something similar to. What's the name of the pro? Like. Monday. They have, like. What is it called when you see, like, the. Emilio Alvarez a Kanban board. Juliana Sabó Yeah. a board that you. You know, she could visualize everything that I'm asking her to do and then see because I think it's so many things that we have to think about it. So many things comes up in the middle of the day that if it's not in front of you or somehow you try to remember yourself, what you need to do, you forget it. Gabriel Almeida Yeah, yeah. Emilio Alvarez That's part. That's the idea. Like, part like, the vision, Juliana, is to allow you to. Have you ever used a Miro or Figma or one of those? Juliana Sabó No. Okay, which one is the other one? Emilio Alvarez Miro or Juliana Sabó No. Emilio Alvarez Imagine almost like a piece of software. In the middle, you have a 2D drawing, but you have the ability to do commenting, etc. But we're also tracking the versioning of that file. You can easily see the differences between version two and version three and you're making comments on what has to change. But as you make comments you're also generating the to do list assigned. Gabriel Almeida Do you want to show immediately the thing that you showed me yesterday of how you were sliding through the screen Juliana Sabó That's good. Emilio Alvarez I think it'd be really good. Gabriel Almeida But I think our vision for Julian Imagine if screen was kind of like a whiteboard or just just a white page and then there was a section that is for the drawings and you can see the different versions but you can also zoom out and put to DOS for your drafter about the project in general. It's imagine that you have a whiteboard or a digital table in your office for this project. But it's digital and then you have the drawings and everything that we make to make the drawings more efficient but at the same time place. Juliana Sabó I use certain interrupt I used before. What's the name of the program. Emilio Alvarez I'm. Juliana Sabó Going to try to find to. To tell you guys. But I use a lot back then with clients. On my iPad is a program specifically for architects so that you screen. You mirror your screen and then you show them you know, in. In real time the notations like presenting. It's not let's say like. we're doing right now, but actually it's a board and then I make notes and then I show them slides and comments and everything. And then while we go on the meeting we. We go through the. The. Emilio Alvarez Exactly. Was that good? Juliana Sabó Was really good. I. I need to. Because I don't. Emilio Alvarez Why aren't you using it Juliana Sabó It's a good question. Basically because most of the project that's been coming up it's more like. It's not like a full construction project, you know, it's more like furnitures and got it meal work and etc so. And my clients, most of them, they don't have time to stop and then take these long meetings again. So I just stopped doing because they didn't have the time to do and then I forgot actually. Emilio Alvarez To use it and then this is still a work in progress but do you mind if I kind of share you something so we can visualize a bit of what we're thinking. Okay, let me know what you think. So here's the idea, right, like, have your projects, And you can have, like, something with, like, a complex or, like, something residential. These guys, like, you have a team assigned. You have, like, people working with you, all these things. But you also have your files. like, you can have, like, a floor plan. You have your comments here, right? Imagine that, like, here you say, like, hey, here's like, a comment. Here's like, a video. The video can pop out. And here's like, this is obviously a dummy video, but, like, it would actually be you going through and, like, living your. Emilio Alvarez Leaving your comments. Gabriel Almeida Yeah, the. The video could be like, literally a screen recording, Julian. Of you, like, taking notes and like, certain things. Drawing to her. Emilio Alvarez Yeah. And like, the idea here is that you resolve. Resolve whatever it is, action items pop out. But then you compare here and you can actually, move through the different versions, Here's like, version 10, here's version 12. And just make. We're just making it up. And then you move. I don't know what happened to the slider. Gabriel Almeida It's up and down. It's up and down. That one. I mean. Emilio Alvarez That's why. No, it's weird. Anyway, something happened to the slider, but they just, like, you move the slider. Juliana Sabó See the new version, and you can. Emilio Alvarez See the changes, Like, you can highlight it with the different colors or what have and you can start tracking, like, hey, what happened here? You can, like, read the transcript from the videos. Like, see the. The transcripts right here. Juliana Sabó But can I take. Can I take Like, let's say with a. a pen or something around you mean? Yeah, no, inside the floor plan. Emilio Alvarez Yeah, yeah. So the idea here is, like, you can add a comment. So like, if you click. Click on comments. I don't know. I don't know what's going on. This is why there's still a work in progress. Juliana. You make. You click on comments here. Max is making a change. That's probably what's going on. Gabriel Almeida So, like, definitely Juden. You can write it with, like, your Apple pencil around it. Or in the full drawing, you can make like, typed, like, as you want. Emilio Alvarez Yeah. The idea like, you can type a comment here. You can say, like, this is great. Gabriel Almeida Or just use your pencil, right? Which is. Emilio Alvarez Or you can go to video and, like. And, like, you can record it and all those kinds of things. And then you send it and it's recorded and you'll look like, who sent it, what time. Yeah, all these kinds of things. Juliana Sabó And this is only between employees or you think it'll be also with Gabriel Almeida It can be with clients if you want. Emilio Alvarez The idea is with clients as well, you can have client access as you do the versioning. Juliana Sabó Got it. Yeah, because they'll. They'll be good. Because I had before, for to send a presentation to a client and it was a long presentation. She's a very busy client. And I downloaded a program that I also forgot the name that records me doing comments on the presentation on PowerPoint. Emilio Alvarez Maybe something like Loom. Juliana Sabó Yeah, Loom. Gabriel Almeida Yeah, yeah. Emilio Alvarez So like this. Yeah, this functionality is like loom. Loom. Like. Gabriel Almeida yeah, we can easily build that in. But. But think of it as Emilio showing you. It's more than just a place for you to do your drawings on Najulena. It's basically like a digital portal that you can organize everything for the client and for the project. Project. So you can put like, tasks, you can give access to the client, you can do recordings of your PowerPoint. You can interact with your drafter specifically here. So it's more organized per, project and it's more traceable and hopefully requires less back and forth between you and your drafter because everything is recorded there for her. Minimizes her mistakes, probably. So this is like the vision. This is the idea. like, how do you feel about Gabriel Almeida Like, does it worry that it's going to make you slower or you think it's great? Juliana Sabó oh, I think it's a great idea. It's just how much information you visualize at the same time. Gabriel Almeida Okay. Juliana Sabó That maybe I'll do something you know? Emilio Alvarez Yeah, yeah, it's. It's still super early. Like, we're like. Juliana Sabó I think it's more. Again, it's how. How you visualize things. Because this too many, you know, information in one screen. I don't know. Oh, I have to click here. And I think it just need to be easy. Gabriel Almeida Yeah. Juliana Sabó How to do it? Because otherwise, like I said on WhatsApp, I just attach file. I draw with my finger with a pen and then send it. Gabriel Almeida Yeah, for sure. Juliana Sabó Exactly. I just think it needs to be something very like, minimalistic. Gabriel Almeida Right. Juliana Sabó Maybe a TED file or. Because understand also that you have many is not just sending files. You have more than one. Emilio Alvarez No worries. Juliana Sabó You have more than one. Let's say. How do you call it? plugs. But I think it's how actually you visualize everything and how you can contact the person you know, like, I don't know, maybe you can drag and send it to that person, send to the other person and then make the note and then forward, you know? Gabriel Almeida Yeah, yeah. We can do APIs with several things, Juliana. We can do APIs is basically connecting, right? Like, it's. APIs are, it's, we call it like middleware. What it does, it's basically, it's software that like, platforms with other platforms. So, for we can connect this platform with your Google Drive. We can potentially connect this platform even with your WhatsApp, for example. like, we can like, smart connections. So things integrate in a way, all while making it very simple and minimalistic. Like you're saying, Like, make it less options, less tabs, less buttons. Like, that's all part of the design process, but, like, assuming that it's the way that you envision, the ideal way of the product. Gabriel Almeida Because like, if we go forward with this, Juliana, like, people like you are the ones that are going to shape the product. Like, we're not going to do what we think is best. We're going to do like, the product that you all think is, like, the easiest to use and that you like the most. All that and we're not like, obviously, I'm not trying to sell you anything here, Juliana. We're just trying to, understand if there's enough interest for it to be worth our time. Juliana Sabó No, for sure. Building it for me, like, because I think. I don't know the other architects you spoke before. But like, having an office like, a lot of that's not my idea. now I'm. I'm a new mom. Gabriel Almeida Congrats. Juliana Sabó I want to spend more time with my. Thank you. I want to spend more time with my son. And also I love what I so I want to keep working. But again, whatever we can do you know, like, my day by day, you and hired people abroad, which is, again, for me is cheaper and everything. Yeah, I'm 100% in. Like, I'm a fan of programs. Gabriel Almeida Yeah. Emilio Alvarez And Juliana, out of curiosity, would a price, like, given the valid we've described, provided that it solves the issues that you're talking about. Like, it's super easy to send, communicate all those kinds of things. Like, if were to sell this for a price of 55 per month per is that something where, like, the value would get your purchase? Juliana Sabó Yeah, I think so. Emilio Alvarez Awesome. Juliana Sabó House Pro, which is not Complete. If you maybe somehow put all. I don't know, maybe it's going to be too much because it mixed with finance. Emilio Alvarez That's a longer term vision. Juliana Sabó Yeah, yeah, I think that's too much. But I think they charge 112 or one something like 140, I don't remember. They, they change a lot. the beginning was way cheaper. But also I believe they charge also something like that. So if it's something really changes how we work, for sure it's something that I'll pay. Gabriel Almeida Yeah. Emilio, do you want to ask Juliana real quick about the other product? You have 10 more minutes or you need to run? Juliana Sabó Sure, no problem. Gabriel Almeida Thank you. Emilio Alvarez Yeah. So the other thing that we keep hearing, and we think they're but we think that to start we need to choose one problem to solve and something that you were kind of talking about which is the communication aspect. It's like you probably email clients, WhatsApp, someone else maybe slack in your own team and everything's going For example, WhatsApp is not meant to handle files. It's not meant to help you manage projects. It's not meant to do these kinds of things. But that's how you communicate. One of the things that we're considering is what if were to build something where we can consolidate all of your communications via software. We create groups per project and allow you to manage. Emilio Alvarez The communications are both internal and external as they map to a particular project and then do some of the other things that we're talking about. It's like if in the message or the voice memo for WhatsApp or whatever you say like, hey, Gabriel, I need you to do xyz. It analyzes that, it creates a to do's and then you're keeping track. Is that something that is also valuable to you? Gabriel Almeida yeah, just to clarify, Juliana wouldn't replace WhatsApp. It wouldn't replace email. What it does. It. it's a. Juliana Sabó It's merge everything. Gabriel Almeida It's a huge API. it connects to all of them. So it connects to all your WhatsApp groups. It connects. Juliana Sabó for sure. Because I was going to ask you if we could link that program that you're showing me with email. Gabriel Almeida Yes. Juliana Sabó Because sometimes I need to send to a vendor can you please quote wallpaper for this area and then select or you draw whatever the errors that I need. Or put you know, the dimensions and forward to them. Otherwise I need to create a PDF save in my folder and then. And also maybe connect with Drive, you know, so programs that we use, Google Drive, email, what else? I don't know if AutoCAD or. No, maybe AutoCAD or the PDF program. How to call the acrobat. Adobe. Yeah, PowerPoint. Gabriel Almeida But what. can you describe again what you wanted to do with that attachment that you just mentioned from. From email? Juliana, I don't think I got that. Like you said you wanted to get something and do what with it? Juliana Sabó No, if I need to send a quote to a vendor. And mostly we have to send a. The floor plan or a drawing of what we need them to quote. So if I can do something fast on the program, like, I need this wall in this bedroom, in this living room, this and that. Put the dimensions and then forward directly. Gabriel Almeida got it. So you don't have to put it in your drive attaching an email. Got it, got it. Juliana Sabó Exactly. Because what I do on WhatsApp, I ask her, can you send me the floor plan? Let me show you what I need. And then I. I mark all the walls. Gabriel Almeida Gotcha. Juliana Sabó Send it to her. She does everything. She. Anything she needs to do on AutoCAD, she creates a PDF, send it to me. It's okay. Like this. And then for you know. Gabriel Almeida But how. so that's like, it's clear how helpful it would be that for the connection with the email. And what you would use that for and your files. What about a connection like that to WhatsApp, Juliana, like, would that be valuable so that you could extract all the action points from WhatsApp for a specific client? Juliana Sabó Yeah. Or not really helps because sometimes on WhatsApp we also receive other drawings, receive pictures. Gabriel Almeida Okay. Juliana Sabó Also it's good to have enough as an idea for you guys, but picture of the job site or do a weekly. You know how to say them. Sorry, the words in English are like. To the client. So I think. Gabriel Almeida Okay. Juliana Sabó It's very fast for us to take pictures sent by WhatsApp because already on the phone and then. Yeah, upload on the program. I think that will help too. Gabriel Almeida so you mentioned how you have this inefficient process with the email. Because like, you need to send a quote to a vendor and then you need to take a PDF that's on WhatsApp, put it in the Google Drive, and then attach it to the email to then send it. So, like, does that type like, manual bridge happen in WhatsApp Juliana? Like, you need to get something from email, save it to the driver, and then put it in the WhatsApp group or, from a private chat on WhatsApp and put it in the group chat. Like, does that happen a lot? Juliana Sabó A lot of vendors send quotes also by WhatsApp. Gabriel Almeida Got it. Juliana Sabó So. Gabriel Almeida And then you need a lot of times forward to, like, your employees on WhatsApp or put it in another group chat. Juliana Sabó And also with my gc. I don't know if. Of course. Probably. You heard of Gabriel Almeida Yeah. Emilio Alvarez Yep. Juliana Sabó But it's another program that specifically DSGC uses. Gabriel Almeida Yeah. Juliana Sabó And they need to upload the floor plans and the changes and anything that goes going on at the job site. Gabriel Almeida Yeah. Juliana Sabó And we have WhatsApp groups with them with clients and then with the GC. And then. So it also helps to connect and then. Gabriel Almeida Okay, got it. Emilio Alvarez And if you. And if we could solve one of those two problems, like, either it's. Gabriel Almeida Either it's the. This, like, communication thing. Juliana, which we, like, connect to all your communication channels and make stuff centralized and make it easier for you to, forward things between each. Like, that's one idea. And the other is the hub that Emilio showed you. Which is the drafting collaboration software, like, organizing the project. Like, we would have to, pick one of those to start. So, like, for you, which one would be the most immediate, like, valuable and why? Juliana Sabó I think I mix. Gabriel Almeida Okay. Juliana Sabó The second one, because I don't know how complex it will be. So that's a. But for me, it's kind of time consuming, like using so many things at the same time. Gabriel Almeida Okay. Juliana Sabó You like, so many times. Gabriel Almeida Meaning, email, WhatsApp. Juliana Sabó Yeah. Gabriel Almeida Okay. Juliana Sabó Because like you said, it just. It will be a plugin or something that connects the program with Outlook or whatever. So you also have. If you need that information on that program, you also have that information, on my. Any computer that I have my email or whatever. But if you have a place that you can put everything. Because if my employee. It's in Brazil or whatever, it's one place that everything is there. You know, I don't have to, like, she doesn't have to go to drive and then to go to the email and then to everything there. So I, I think it's. It makes less. It's. It avoids any errors, I think. Less errors, maybe. Gabriel Almeida I don't but just to be clear, Juliana, like, you're saying that, like, for you personally, you will be more excited to start like, the communication thing because you think you would immediately have a higher impact right. In your productivity. But if for some reason we choose to go, like, the route like, the drafting collaboration software with, like, that project hub, is that still something that you're interested in and would like to Juliana Sabó Yeah, I am. Gabriel Almeida Okay, cool. Emilio Alvarez Okay, great. Gabriel Almeida Awesome. Juliana, thank you so much for the time. It's like, super helpful and welcome. Juliana Sabó Good luck. Gabriel Almeida Thank you. We're going to need a lot of it. Emilio Alvarez As we continue, I'm refining, like, the way that these products would actually look and feel. Would you be willing to have another session so that like, basically part of the process So, like, we have ideas based on, like, we've spoken with, I don't know what is it gave them that, like, 20 or so designers. And so we like, themes are starting to emerge. And now what we're trying to figure is, like, well, what, how can we actually provide what is, like, what is the minimum set of things that we can do that actually helps you guys do your job and what are nice to have so we can build Juliana Sabó Sure. Emilio Alvarez Right. Is that something where you'd be willing to talk to us about? Juliana Sabó Yeah. Gabriel Almeida Awesome. Juliana, do you have any, because we're trying to talk to as many people like you to like, make sure that we speak to, you and hear about, like, a lot of key points about how this has to look. So do you have any other, like, friends in the space, like, other architects, interior designers, I don't know, like, GCs that could potentially be interested in that, like, you would be willing to connect us to just so we can have the conversation like we had with you? Juliana Sabó Sure. I, I could, like, I can for them, your and then for sure. Gabriel Almeida Thank you. Amazing. Juliana Sabó Appreciate it. You're welcome. Emilio Alvarez Okay, thank you. Gabriel Almeida Have a good day. Juliana Sabó too. Gabriel Almeida Bye.