# BRISA

Basic idea is we track employees that want ton work for us and jobs that we can fill. Then either we place an employee at client locations for $ with active marketing or we find a resource for client job . Can we contact this leads model? We do sub contracting or we place candidate as a sub contracting invoice client or vendor. Then we pay employee salary, back ground costs, immigration costs, operation cost for rent HR payroll fee etc. We assign a % for project then deduct these costs to get an idea in pnl. Can we build requirements to relate this salesforce model? To build our own app but taking cues from Salesforce or similar applications. Give quick summar we can expand later on other features like tasks, reminders, renewals etc

# PROMPT

If you need to continue this discussion in a **new chat**, use the following prompt to quickly bring me up to speed:

**"I am building an IT consulting firm app called Brisa. The app tracks employees looking for jobs and client job openings. We either place an employee at a client location (direct placement) or subcontract a candidate for a client job. Revenue comes from client invoices, and expenses include employee salary, background checks, immigration, operations, and payroll. The app should track P&L by assigning a % margin and deducting costs. We need a monorepo with React (Fluent UI) for the frontend and Spring Boot (PostgreSQL) for the backend. Provide code, infrastructure setup (Docker/Terraform), and API design. Let’s finalize features and structure before development."**

This will ensure we pick up right where we left off!

**Brisa IT Consulting Firm App – Core Model & Requirements**

Brisa is an **IT consulting firm management application** designed to **track employees, job opportunities, contracts, invoicing, expenses, and profitability (P&L).** It follows a model similar to **Salesforce’s CRM & Financial Tracking**, customized for IT staffing.

**1. Core Business Model in Brisa**

* **Employee Tracking** → Manage **candidates looking for jobs** (our bench).
* **Job Management** → Track **client job openings** to place employees.
* **Placement Models:**
  1. **Direct Placement** → We place our employee at a **client site** (active marketing).
  2. **Subcontracting** → We **hire external resources** for a client job.
  3. **Subcontracting Invoice Model** → Employee is a **subcontractor** invoicing either the **client or vendor**.
* **Revenue Model** → **Clients pay for placed employees**.
* **Expense Model** → **Employee salary, immigration, background checks, operations, rent, payroll, HR fees**.
* **P&L Calculation** → Assign a **% margin per project**, deduct **all related costs**, and track **profitability per deal**.

**2. Key Features & Entities**

| **Entity** | **Purpose** |
| --- | --- |
| **Leads & Contacts** | Track **potential clients & employees** |
| **Opportunities** | **Client job openings & candidate marketing efforts** |
| **Employees** | Candidates looking for jobs (our bench) |
| **Jobs** | Positions available at client companies |
| **Contracts** | Agreements for direct placement or subcontracting |
| **Subcontracts** | When we place a candidate through a vendor |
| **Invoices** | Client billing based on placements |
| **Bills** | Vendor/subcontractor payments |
| **Expenses** | Salaries, immigration, payroll, rent, HR costs |
| **P&L Tracking** | Revenue - (Employee & Business Costs) |

**3. Relationship Model (Similar to Salesforce CRM & Billing)**

1. **Lead (Candidate or Client Inquiry) → Becomes an Employee (for jobs) or an Opportunity (for placements).**
2. **Opportunity (Job Matching) → Converts into a Contract (Direct Placement or Subcontracting).**
3. **Contract (Placement Agreement) → Generates an Invoice (Client Pays Us).**
4. **Subcontract (When We Hire a Vendor) → Generates a Bill (We Pay Vendor).**
5. **Payroll, Expenses, Immigration, Operations** → Tracked under **P&L calculations**.

**4. P&L Model (Profit Calculation for Each Placement)**

| **Project** | **Client Invoice ($)** | **Employee Salary ($)** | **Immigration & Background ($)** | **Operations (HR, Rent, Fees) ($)** | **Profit ($)** |
| --- | --- | --- | --- | --- | --- |
| Project A | $10,000/month | $6,000 | $500 | $500 | $3,000 |
| Project B | $12,000/month | $8,000 | $700 | $800 | $2,500 |

✔️ **P&L tracking per contract** gives real-time profitability insights.  
✔️ **Can allocate a % margin** before finalizing deals.

**5. Can We Build Brisa Using This Model?**

✅ **Yes!** Brisa can be built using a **Salesforce-inspired model** with our own **custom application**.  
✅ **Tracks IT staffing workflow** → **Leads → Placements → Contracts → Invoicing → P&L**.  
✅ **Handles both direct placements & subcontracting**.  
✅ **Automates expenses & payroll deductions** for accurate financial tracking.  
✅ **Integrates with invoicing, payroll, and compliance tools**.

**6. Next Steps**

* Define **Tasks, Reminders, Renewals, Follow-Ups** (for client & employee tracking).
* Automate **contract expirations & renewal workflows**.
* Add **vendor management & compliance tracking**.
* Build **dashboards for financial & placement analytics**.

Would you like a **detailed schema or feature breakdown next**?