

#techbrains_cm

We love hear you: 1-3 slides, 5mins

September 26, 2020 10:00-11:30 AM PST

Session will be recorded!



Agenda Overview

10-11:50pm

Time	Topic
10:00-10:10 am	Kick-off
10:10-11:30 am	Presentations
11:30-11:35 am	Break
11:35-11:55 am	Startup-Demos
11:55-12:00 pm	Wrap up



Sako M

Love investment on people and self growth

Contact

- Linkedin: <https://www.linkedin.com/in/sakom>

Education

- MSc: ITU(US), Eurecom(France), Qafqaz Uni(Azerbaijan)

Experience

- Current : OpenGov, Metabob, GOUPE, JobHax San Francisco Area
- Past: Layer5 (CNCF), NGINX, Fraunhofer, SAP, Huawei, ZTE, Bakcell



Why we?

GOUP Tech Community

Community-driven open source accelerator with serial events focusing on:

- Collaboration with new friends
- Build & share skills
- Guide to use new technologies
- Direct contact & advice from experienced people
- Share idea or projects & build team
- Get the 1st customers & most importantly valuable feedback



<https://goupaz.com>

Collaboration formats

Structured and indexed data flow within community

02Hero

1.5-2h

- 1 Speaker
- TechTalk
- Public

TechBrains

2h

- 40 Senior tech
- 3-5m brief talk
- Invitation
- Public

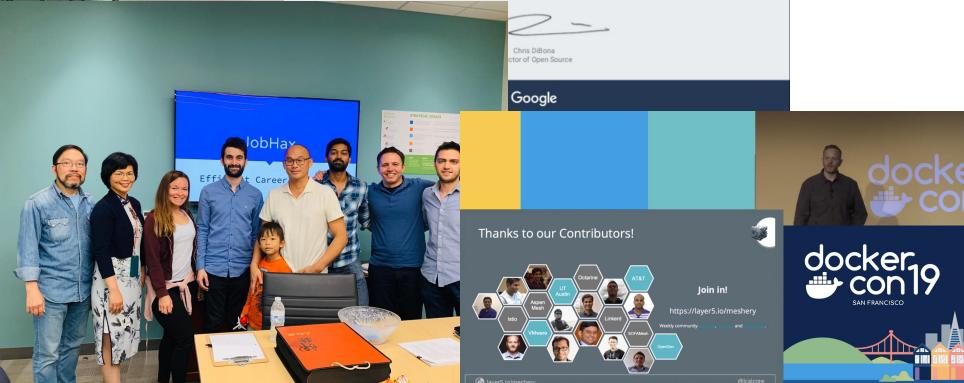
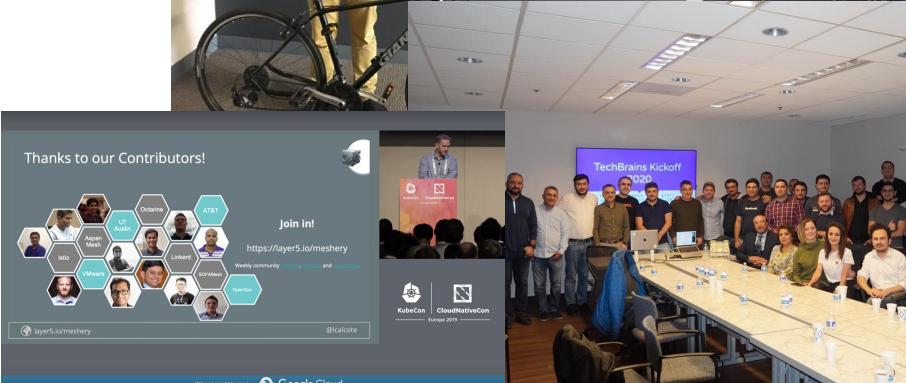
Kiss.Conf

2d / 35-45m talks

- 10 Speakers
- CFP selection
- TechTalk
- Public

Use Cases

NGINX, Layer5, GOUP, JobHax & more!



Tony Mamedbekov

helping enterprise clients with Digital Needs

Contact:

- Linkedin: <https://www.linkedin.com/in/mamedbekov/>

Education:

- University of Houston | Computer Information Systems

Experience:

- Current: Solution Architect | EPAM Systems
- Past: Capgemini, Perficient, Vestas, VUE, Toyota



In open source, we feel strongly that to really do something well, you have to get a lot of people involved.”



Why Open Source?

- Flexibility and Agility
- Speed
- Cost-Effectiveness
- Ability to Start Small
- Solid Information Security
- Attract Talent
- Maintenance Cost
- Future

Most Successful Open Source Projects

- Linux
- Ubuntu
- FreeBSD
- MySQL
- Apache
- Firefox
- Wordpress



Open Source?

Short: Open-source platform for knowledge and experience sharing

Long:

- egoless
- collaborative
- competent
- decentralized
- scalable
- fun
- community culture
- structured
- indexed
- data flow within community

Motivation for Open Source?

It's fun: According to Wikipedia, open source is a hobby

Great advertising for you and company: Maintainers of successful open source projects are often seen as industry leaders

Learn to code in modern style: Open source is a great way to learn how to code

Fueled with new ideas

Reduce duplication effort: You should focus on your core competency

Train the next generation and get trained by top mentors: Many of the industry's most prominent engineers today learn by OSS

Follow the hot trends

What we contribute?

- Time or luck of motivation or fair to lose
- Nerves
- Money
- Shame
- Electricity
- ...

What we get?

- Experience
- Knowledge
- Visibility
- Friends
- Ideas
- Entrepreneur skills
- Love of people
- Reputation in global tech
- ...

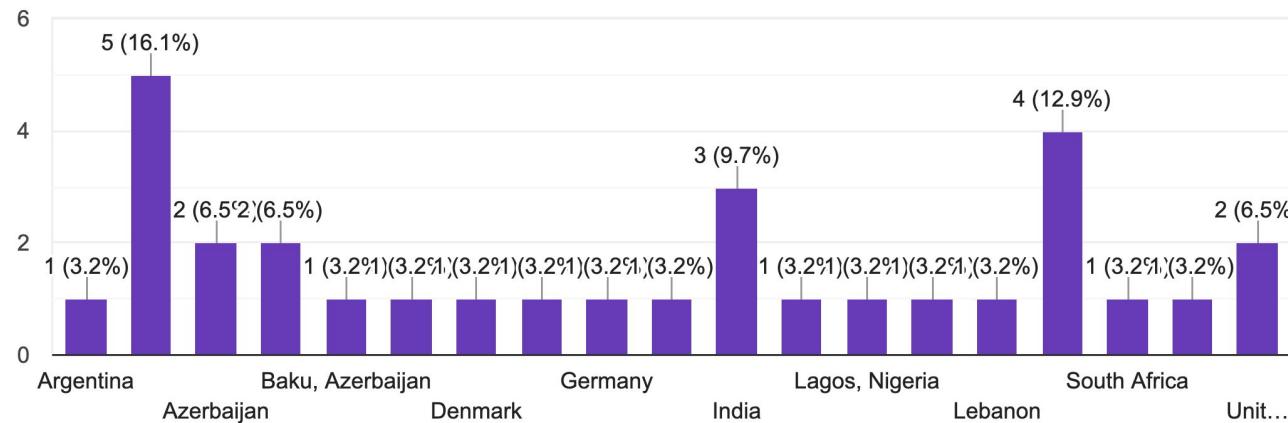
Community Work Model

- Decentralized, You are boss!
- You define / delay / postpone / cancel scope & deadline

Diversity matters - 31 contributors

Where are you based in? Country?

31 responses



Keep community engaged

- Understand what the community wants
- Listen to what they are asking & looking for
- Synchronous and asynchronous conversations among community members
- Provide entertaining and educational content based on key trends in relevant markets
- Hackathons, workshops, webinars, network sessions, competitions, success stories, trainings, healthy debates
- Share new technologies and new innovations in the tech field, sourcing good contents from other sources to bring for discussions in the community
-

Grow & measure community

- Use Google Analytics, SemRush, Tweetreach, Hubspot, Sprout Social, Hootsuite
- As it is not only about size but also about the value brought by the members
- Community health matters, no one unregisters an account, they just abandon it
- Participation increase: member posting a three part blog post on an epic new project, or clicking a like button
- Using the Value Creation Framework
- Actively follow and measure people's needs and desires
- Share activity metrics and top contributors in a weekly or monthly digest with our users
- Offering membership-based incentives, referral-based incentives
- Create scale metrics like saying 90 - 100 new members is a success, 60-90 can be stated as average, then 50 below can be regarded as poor performance

Double social networks presence

- Make people aware through video content on what GOUPE does
- People from LinkedIn, Twitter, Youtube should also be directed to Slack
- On LinkedIn, Youtube and Twitter, good contents are always the best strategy
- Humanize the posts, make sure we target the audience and speak to them accordingly
- Focus on relationships and helping the community
- Use tracking tools to analyze what's working and what's not
- Sharing our story on LinkedIn profiling community members and achievements
- Encourage our community members to build their own channels on slack
- Planning a rewards system for active engagement
- Organize 1:1s with influential community members that can attract more participants

Community revenue strategy

- Identify organisations and reach to them for partnership in a manner that benefits them
- Increasing audience will automatically increase revenue
- Articulating the value of community activities to the sponsor
- Organise various events related to startups and bring influencers and experts in those events
- With community of active users - brands and companies would love to be a sponsor because they will be getting a place to market their product or service directly
- Check other tribes: Raspberry Pi enthusiasts, Arduino users, ESP8862, BeagleBoard
- Which participants to involve more in order to grow them as brand advocates and ambassadors
- Goals, objectives and targets of the company should be perfectly defined



Let's start journeys

<your name>

- How can we share knowledge without the hustle of creating community & other administrative overhead?
- How to make it decentralized, being part of something we don't own? That way when we cannot contribute, others will be able.
- Instead of writing a whole book or blog, can we just focus on one piece of it?
- How can we instead of mentoring individually, generalize it and avoid duplicate efforts, also sharing load with other experienced engineers?
- How can we continuously meet new people all over the world, sharing the same passion and interest?
- How can we bypass the long queue of CFP process & organizational efforts and with minimum efforts organize webinars, conferences, networking events, hackathons, demo days etc. ?
- How can we build bridges with Open source creators and newcomers, as win/win? Creators will get dev velocity, users & newcomers will build & present skills.

This is template slide, please copy but not delete or modify!

Amarachi Amaechi

I am a Frontend developer with a passion for building communities.. In my spare time, I contribute to open source projects, volunteer at conferences in my local environment, and also speak at conferences on topics surrounding technology and community.

I am an Evangelist at women who code lagos, and also a Global ambassador for womenTech network.



Amarachi Amaechi

How can we share knowledge without the hustle of creating community & other administrative overhead?

Sharing content on our social media platform like:

- Youtube
- Twitter
- Facebook
- Instagram
- Reddit



How can we build bridges with Open source creators and newcomers, as win/win? Creators will get dev velocity, users & newcomers will build & present skills.

- Creating a welcoming and respectful environment,
- Being patient with them when they ask questions



Amarachi Amaechi

How can we continuously meet new people all over the world, sharing the same passion and interest?

- Offering quality contents
- Tweets / Hashtags
- Resources
- Guides
- Blogs



How can we bypass the long queue of CFP process & organizational efforts and with minimum efforts organize webinars, conferences, networking events, hackathons, demo days etc. ?

We can do it by contacting directly, the right people for the events, for example, if we want someone to come and speak about React at our events, we can research on the influential people in the react ecosystem that we can reach out to so he can help make the presentation than going all the way to cfp processes.

Princewill Akuma

Princewill is a user-centric marketing specialist with over 6 years of marketing experience in social media marketing, online community management and growth and content marketing.

I have managed brand across the African continent in B2C and B2B sectors.

I enjoy cardio exercise, travelling, meeting people and nature.



Princewill Akuma

- How can we share knowledge without the hustle of creating community & other administrative overhead?

By developing and creating evergreen content stored in a knowledge archive that's is accessible.

- How to make it decentralized, being part of something we don't own? That way when we cannot contribute, others will be able.

Closed groups like Facebook Groups, Slack and Forums are a good way to achieve this, also informing the community professionals that they can contribute.

- Instead of writing a whole book or blog, can we just focus on one piece of it?

Yes, other content pieces we can focus on are videos but these can also be blogged.

- How can we instead of mentoring individually, generalize it and avoid duplicate efforts, also sharing load with other experienced engineers?

By building a community of professionals that encourages ownership and inclusivity.

Princewill Akuma

- How can we continuously meet new people all over the world, sharing the same passion and interest?
 - a. **Using great content.**
 - b. **Creating ambassadors out of top and outstanding engineers**
 - c. **Implementing storytelling strategy on social media**
- How can we bypass the long queue of CFP process & organizational efforts and with minimum efforts organize webinars, conferences, networking events, hackathons, demo days etc. ?

Sessions should be virtualized and available on demand. This would avoid repeat efforts for several recurring topics. They can always be made available as if they were live.
- How can we build bridges with Open source creators and newcomers, as win/win? Creators will get dev velocity, users & newcomers will build & present skills.

Social media, inviting them open source creators to speak at our events and also via creative content and community marketing.

Ismayil Mammadli (i.mammadlee@gmail.com)

Bachelor: Finance - Baku, Azerbaijan

Master: Digital Management Consulting - Rome, Italy (current)

Master: Int. Business Administration - Berlin & Frankfurt Oder, Germany (finished)

I consider myself as a future programmer as I am very addicted to coding. I enjoy it. However, during those 6 months in the most hot startup community in Germany, I have done blog writing also which significantly increased the visitors to the webpage. It also appeared more in Google search results. LinkedIn community increased from 150s to more than 900 people in a short period of time. Writing, creating contents, sharing knowledge, communicating people are my second (doesn't mean I value programming more) addiction!

Besides above, negotiator, unsatisfaction, dedication, focus and discipline are simply me like 5 in 1.

Ismayil Mammadli (i.mammadlee@gmail.com)

- How can we share knowledge without the hustle of creating community & other administrative overhead?

- Social networks
- Content
- Connections
- Mentoring
- Coaching
- Storytelling

- Instead of writing a whole book or blog, can we just focus on one piece of it?

- Yes, we can!
- Cloud computing?

<similar personal experience>

Ismayil Mammadli (i.mammadlee@gmail.com)

- **How can we continuously meet new people all over the world, sharing the same passion and interest?**

- Short answer is COMMUNITY.
- CONTENT is the key.

- **How to make it decentralized, being part of something we don't own? That way when we cannot contribute, others will be able.**

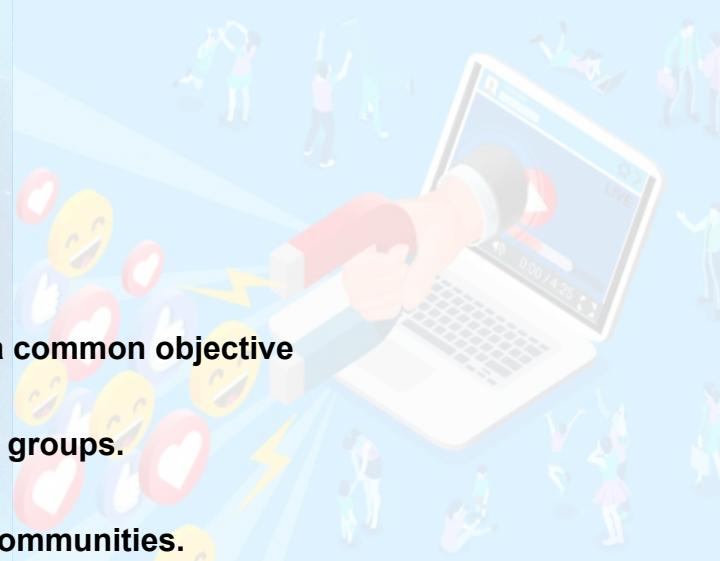
- Blockchain technology
- Cloud systems
- Combined?

Sandra Lion - sandralion@gmail.com

- Bachelor in Social Communication –graduated with honors-
- Postgraduate degree in Measurement and evaluation of digital marketing activities.
- 15 years of experience in online marketing,
- Working experience as:
 - **TV and radio producer, university teacher, freelance journalist**
 - And **mainly as marketing communications manager** specialized in social networks
 - **I created an Instagram community** of foodies (+34.000 followers): @alacenafoodie.
- I speak **Spanish, English, Italian and French**
- **4 concepts:** easy going, committed to what I do, common sense, very good person.

Sandra Lion - sandralion@gmail.com

- Collaborative decentralized project: everyone for a common objective
- Meeting people online: social networks and online groups.
- Mentoring in social networks, forums and online communities.
- Guidelines, interesting contents to make the community talk.
- Sharing knowledge on our different social networks





COSTA RICA

HELLER VARGAS + CHACÓN

- ADVERTISING
- GRAPHIC DESIGNER
- COMMUNITY MANAGER
 - ART DIRECTION
 - DIRECT MARKETING
 - BUDGETS
 - CAMPAIGNS

"I am passionate about finding and providing solutions!"



ARE
YOU
READY?

...LET'S START



- Suppliers and customers
 - Clear information
 - Generate content of interest and
 - that people feel attracted
- We must be **very clear about**
- our audience
- Not to spend resources

- With a person in charge of performing these functions
 - Keep people informed
-
- Hashtags
 - Database modules

THANK

YOU!
YOU!



Kesley Sibuyi

I'm a IT network management graduate and I work as a sales representative for a Cellphone company

Windows Server administrator and Linux server administrator

Webserver management

I hold a PMEC (project management essentials certificate)

I'm currently studying machine learning

I'm hard working and always willing to learning

Kesley Sibuyi

- How can we share knowledge without the hustle of creating community & other administrative overhead?

The easiest way to share information is using the internet, there are number of ways which can use this tool using social media, websites and forums

- How to make it decentralized, being part of something we don't own? That way when we cannot contribute, others will be able.

Forums are a good way to decentralise as it will allow people to contribute without us interfering with the answers or questions

- Instead of writing a whole book or blog, can we just focus on one piece of it?

Yes we can but the way in which we present the information is important, preferably I would use a blog but often fill it with lots of information but with enough to get the audience hooked

.

Kesley Sibuyi

- How can we instead of mentoring individually, generalize it and avoid duplicate efforts, also sharing load with other experienced engineer?

By creating a space where people share information and ideas without any limit and making sure that the information is relevant and up-to-date

- How can we continuously meet new people all over the world, sharing the same passion and interest?

The easiest way to meet people is through social media and engaging people on all of social media sites creating a bond between the brand and the audience

Kesley Sibuyi

- How can we bypass the long queue of CFP process & organizational efforts and with minimum efforts organize webinars, conferences, networking events, hackathons, demo days etc. ?

We can have an online sessions/videos where different topics are being discussed by anyone can either stream or download on their devices

- How can we build bridges with Open source creators and newcomers, as win/win? Creators will get dev velocity, users & newcomers will build & present skills.

We can build a bridge by having forums, a dedicated website and social media that will not only attract an audience but make them engage with each other and keep them interested in being apart of a community

Chandan Kumar (akachandan9@gmail.com)

I am an engineer by education (Electrical & Electronics Engineer) and entrepreneur by profession. A self driven and motivated tech guy with proven track record of success and achievement in building company/communities from simple idea to business. Experienced in all aspects of startup business including operations, marketing, community building, technology & product. In the last 4 years I have helped more than 7 startups to launch their product (4 Edtech). A guy possessing well-developed leadership communication skills, excellent time management skill & great teamwork abilities.

I have build 3 communities in past

1. A community of founders for european market (100 to 650+ members paying 15 GBP/Month)
2. A community of freelance developer for a Hungarian startup (0 to 2200 in 12 months)
3. A community of Educators for school education in India for a Chinese startup (0 to 700 in 6 months)

And all of these I have achieved working remotely with the team.

- We don't need a community to just share the knowledge we can do that by organising a webinar, content sharing on the relevant social media platform we have, a bootcamp/workshop with the existing communities on internet. But having a community makes everything easier.
- These telegram,Facebook slack or discord groups are example of this approach, When you guide members in the initial days to start a conversation and once they understand they start doing that. We can create a appraisal plan for these contributors as a motivation (Like batches).
- Yes we can the traffic we have on Twitter, LinkedIn or Instagram are not interested in reading a long texted blog or book, they are interested in short content. If the content is relevant and good it will definitely going to work.

- This pandemic has taught us a very good lesson on online networking, there are platform and tools available to build and interact with people around the world. Some of the platforms are LinkedIn, Cofounderslab, Lunchclub, Twitter, Facebook Groups, Meetups and many more. These are the platform with which I have experimented well and know what type of traffic we have there.
- Having an active community and active people in the network (the followers) is a very good approach to achieve this.
- To bring newcomers we can give them free mentorship/professional education and in return they help our creators.

Nurlana Mollayeva

nurlana.mollayeva@gmail.com

- I am getting a bachelor's degree in Business economics.
- In my free time I am engaged in self-education in various fields.
- I always strive to learn something new.
- Motivated and purposeful.
- Experience in people & communication sphere.
- The sole of the company and a cheerful person.

- I think that the creation of a community is a result of the desire to share information. And that is why it is not necessary to create communities to share information, it is enough to have the desire and the community will be created naturally.
- A community is created by people who seek to receive and give information, regardless of whether they are forced from or not. This is why it is important to create a community between people who are really interested in it.

- Meeting new people should always be inspiring, as each person can bring something new to both the physical and moral worlds. Communication with people from different parts of the world is always intriguing and it is very important to be able to learn from them what you would not be able to learn in your culture and in your country.
- In my opinion, depending on the content and quality of writing the book, you should be aware of the overall essence and highlight key points focusing exclusively on them if the rest of the material really has nothing to do with the information we need.

Onya Stephen Toochukwu

Felconyonline@gmail.com

Crypto enthusiast	Ability	Education	Problem	Solution
The crypto space has really been a fun community for me, working as a CM in most project especially Rampdefi and EasyFi.	Should I say I have a Chad spirit 😊 I am very much effective in my job loving what I do managing different community.	A national diploma computer science graduate.	Lack of communication is really a great problem in any place or organization.	As a CM my job is to ensure that there is effective and positive communication between the users and the organization, supporting them with all the questions or other problems as relate to the project they have.

My Strength

**I drive my strength from
what I do because that's
what I know best 😊**

**I believe to be an
effective and important
team member adding
value to the community.**





Startup-demos



Virtual office for remote team

See, talk to, and collaborate with your team in one click.

GIST Team



Gulnar Absalamova

Founder & CEO

4 years experience in startup world



Tural Zakaryazada

Co-Founder & CTO

3 years experience in software engineering



Tural Mehdi

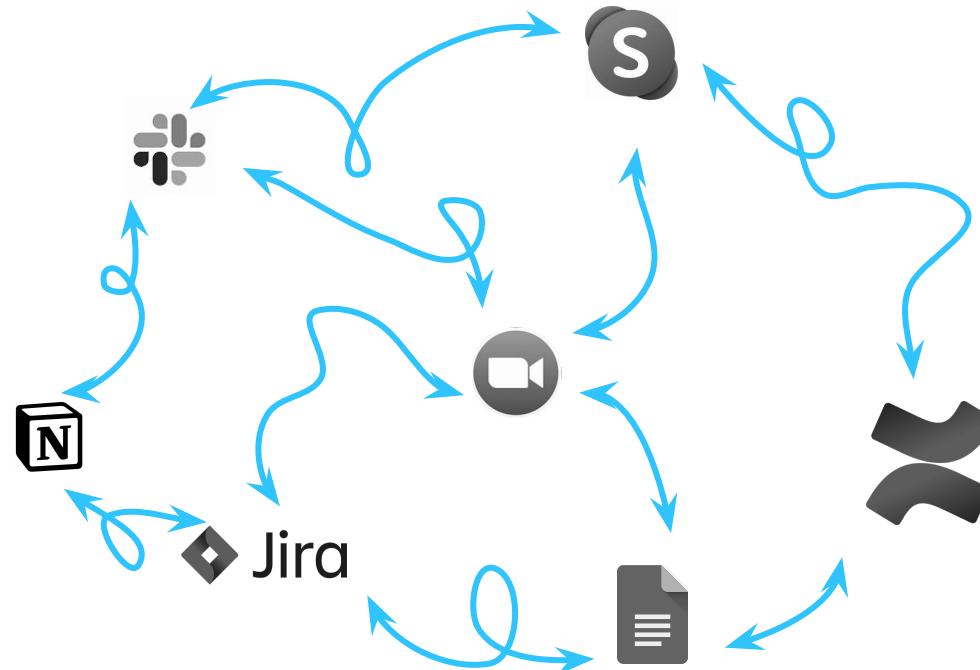
Backend Developer

4 years experience in WebRTC



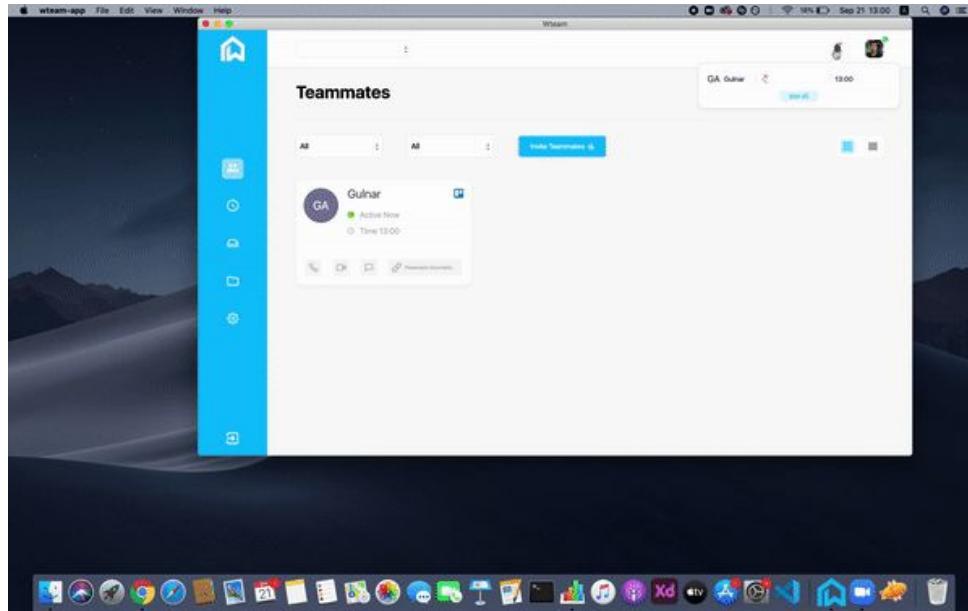
when you're working remote

10+ interactions (eg. ⚡ share button, copy link 🔪, permissions
🔴, open messaging app 💬, paste link 📝, wait ⏳, etc...)





How we solve



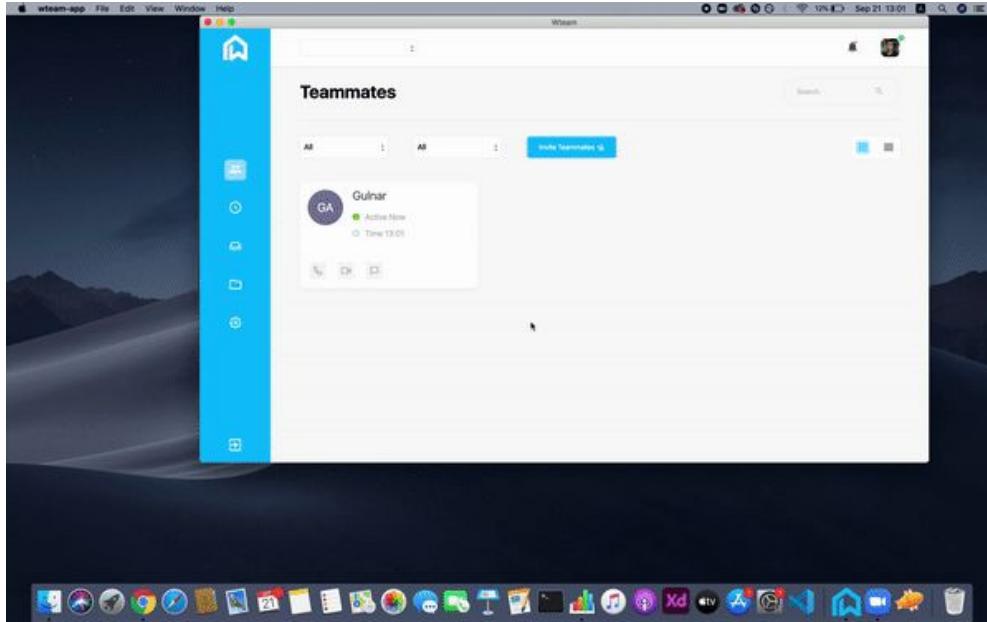
see who's **work mode**

start video/audio chat **in one click**

screen-sharing + collaborating + co-editing **in one click**



How we solve



see teammates **active work**

go to same page **in one click**

THANK YOU!



Let's create your virtual office today!

| www.wteam.chat
| gulnar@wteam.chat
| <https://www.linkedin.com/in/gulnarabsalamova/>

ERPGO

ERP solution for any business





Jumshud Sultanov

Co-founder and CEO

10 years of experience in
Finance



Nurlan Farajov

Co-founder and CTO

6 years of experience in
Software Engineering

Vision

Facilitate the use of latest software technologies companies so they can increase productivity and have a transparent working environment

How we add value?

- fast and headache-free implementation
- offering the most user friendly and modern software solutions to our customers
- rapid development (next slides)



Odoo Lab



Problem

- Need: Develop custom Odoo module as fast as possible
- Steps for solution:
 - Store your custom modules in Git repository
 - Odoo instance with custom module inside add-ons folder
 - IDE (+git): your custom module as a workspace
 - Immediate access from browser

OdooLab

technology stack and features



- Odoo Community or Odoo EE
- Full IDE support with JupyterLab
- Git Public/Private repo support
- Automatic installation with random generated passwords and tokens
- Automatic backup schedule

Quotations - Odoo

extension.saas.erpgoa.az/web#action=368&model=sale.order&view_type=list&cids=1&menu_id=209

Sales Orders To Invoice Products Reporting Configuration Nurjan

Quotations

CREATE IMPORT

Company Data Set your company's data for documents header/footer. Let's start!

Quotation Layout Customize the look of your quotations. Customize

Payment method Choose your default customer payment method. Set payments

Sample Quotation Send a quotation to test the customer portal. Send sample

Create a new quotation, the first step of a new sale! Once the quotation is confirmed by the customer, it becomes a sales order. You will be able to create an invoice and collect the payment.

Screencastify - Screen Video Recorder is sharing your screen. Stop sharing Hide

21:48

Customize your view in a **single browser tab** and see result with **just refreshing a window**

extension.saas.erpgoa.az/web#action=368&model=sale.order&view_type=list&cids=1&menu_id=209

oders To Invoice Products Reporting Configuration

My Quotations Search...

Filters Group By

Edit backend code in Editor and test in Odoo UI **immediately.**

The screenshot shows the Odoo web interface for managing sales orders. At the top, there's a navigation bar with links for 'oders', 'To Invoice', 'Products', 'Reporting', and 'Configuration'. Below this is a toolbar with a green progress bar, a purple 'My Quotations' button, a search bar, and filter/grouping options. The main area displays a list of quotations with columns for 'Company Data', 'Quotation Layout', and 'Payment method'. A large callout box in the center says 'Edit backend code in Editor and test in Odoo UI immediately.' with three buttons: 'start!', 'Customize', and 'Set payment'.

Any Data
Any's data for header/footer.

Quotation Layout
Customize the look of your quotations.

Payment method
Choose your default payment method

start!

Customize

Set payment



Thank you!



All-My-Taxes

Find Your Self-filing Options

A marketplace where individual tax filers find
self-tax filing providers and helpful filing solutions



All-My-Taxes

Find Your Self-filing Options

- All My Taxes helps tax filers to find free, easy, and cheaper solutions for their tax filings
- Our firm also offers free and free-like live consulting services and live training to self-filers
- You may also get advice from nation-wide CPAs cooperating us on any kind of tax solutions for your personal tax filings.
- We offer tax and accounting services to startup founders and newly registered businesses.



All-My-Taxes

Find Your Self-filing Options

Vusal Ibrahimli, Founder and CEO

15 years experience in accounting, finance, tax, audit in corporate organizations/firms (Facebook Inc, The World Bank projects, Oxfam UK), and global CPA firms (BDO Int, Moore Stephens Int, Nexia Int)

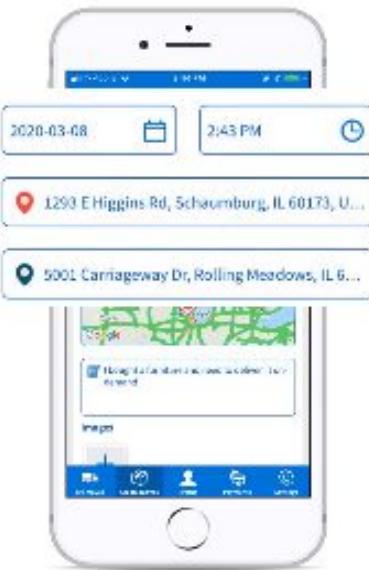
Looking for a team of developers to help building our MVP

www.AllMyTaxes.com

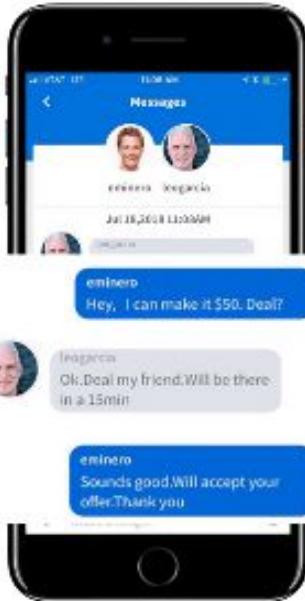


On-demand marketplace which connects local trucks
owners with people who need moving & furniture
delivery help at negotiable flat cost

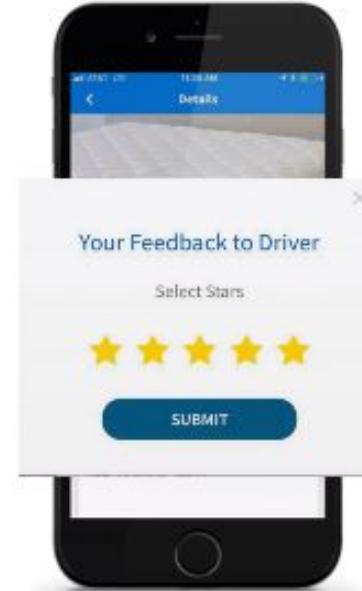
The Product



Schedule a service on own budget at a date & time which works for you



Know your movers upfront, accept his bid and hire.



Once Job is done, Pay in app and rate your movers

The Team



Emin Aliyev **CEO**

Work experience



Zaur Adigozalov **CTO**

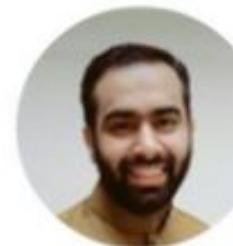
Work experience

Bloomberg ■ SimCorp



Yana Aliyev **COO**

5 years
experience in
Real Estate and
Trucking



Ghulam Jilani **SDET**

Work Experience



Dmitro Shuklin **UI/UX**

Over 8 years experience
in Design, Animation



Gaukhar Lapezo **Product Manager**

Over 5 years experience in
Product Design, Development

Wrap-up

Before reach me:



Collaborate, contribute, benefit !

Remember!

- Re-Search
- Be short and clear
- Re-mind
- Q&A over Slack

Thank you!