Meeting 20/05/2021 4pm

**Key Points**

Met Nathan Pitcher at the Otago Bus School café (Client)

Started with giving introductions of our background and why we were interested in his idea

Nathan led us through a presentation (his pitch to potentially clients) or who is involved and what they do

Major companies they have been involved with are Hells Pizza (savings $250,000), Go to Collection (Restaurants in Qtown and Auckland), Smiths City

Basically, they get data from banks (transaction listings) and payment providers (eftpos NZ and paymark etc ) and look to minimize merchant fees. If the client takes them on they receive 40% of the savings for the next 2 years.

Currently it’s a manual process of receiving data (excel format) and then putting into templated excel sheet Nathan has designed.

Our job would be to automate some of / all this process.

The 2 customers Nathan identified we could assist with were Coupland’s and Golf Warehouse

Meeting finished with us exchanging contact details and Nathan sending us Customer disclosure Agreements.

Nathan mentioned he works from home and is flexible about arranging future meetings times

Overall I felt it was a positive meeting and I believe we should be able to assist Nathan in our project

**To do**

Sign CDA and return via email – Completed

Requested – Power point Presentation, Current Data for Couplands and Golf warehouse and business rules.