Redlines & Deadlines

*The MVP Brief*

**PARTIES**

This Contract (“Contract”) is made between Krishna **(“K-Swish”),** Casey **(“C-Breezy”),** Jen **(“The Notorious J.E.N.”),** DGW **(“D-Geezy”), and** Moti **(“Yuri Lee Laffed”)**, collectively, “the PROs.”

**WHEREAS**

* The PROs want to build some amazing stuff;
* Increased velocity towards a shared goal is our SOLE objective;

NOW, THERETWO, THERETHREE, AND THEREFORE, the parties agree to the following:

**PROBLEM**

Current contract documents are a copy of solicitations (aka projects). That was a fantastic starting point but isn’t uniquely suited to the contract process. Eg high-fidelity formatting configurations (Hiro We See You), detailed redlining and commenting, and, oh yeah, all those Word features. If we want to meet our customers where they are, we follow the Word. And that word is Word.

**MEETING GOALs**

1. Emerge with a shared vision of the future
   * Identify areas to research or rethink
     + Surface and address points of misalignment

**RULES OF ENGAGEMENT**

***#1***: Nothing is sacred. Celebrate the good and eliminate the bad. Ruthlessly.

***#2:*** Opinions are required. Especially good ones!

***#3: This should be fun.*** Seriously.

**RELEASE PHASE DEFINITION**

Bear with me. This will be different.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Phase** | **Description** | **Access** | **Optional** | **Timing** |
| Prototype | This gnarly thing, styled to OpenGov’s standard, and aligned about the feature set | Phased; internal, then external | Yes | ASAP |
| Private Preview | Unlocks redlining and customer value (+GTM) | Phased; internal, then external | Yes | End of Year |
| MVP | Complete redlining experience with some traditional OG | All opt-in | Yes | 2026 |
| Transition | Fully independent contract document experience | All | No | 2026 |

**RELEASE PLAN**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Name** | **Prototype** | **Private Preview** | **MVP** | **Transition** |
| Core infra\*\* – add-in | No | Yes | Yes | Yes |
| Core infra\*\* – web-page | No | Yes | Yes | Yes |
| Okta + user management | No | Yes | Yes | Yes |
| Website integration | No | Yes | Yes | Yes |
| File management | No | Yes | Yes | Yes |
| Basic AI integration | No | Yes | Yes | Yes |
| Check-in / check-out | Yes | Yes | Yes | Yes |
| Email automation | No | No | Yes | Yes |
| Variables | No | No | Yes | Yes |
| Signatures | No | No | Yes | Yes |
| Lock sections | No | No | Yes | Yes |
| Vendor experience | No | No | Yes | Yes |
| Compile | Yes | No | No | Yes |
| Approvals | Yes | No | No | Yes |
| Templates | Yes | No | No | Yes |

\*\*Core infra includes the invisible work necessary to make the baseline work. That includes the dev ops and database changes, for example. It also includes the core bidirectional sync architecture.

**ADDITIONAL NOTES**

Got any feedback? I’d love to hear it.

Technology is moving incredibly fast right now. We’ve started speeding up, which is good. But together, we can go faster. A LOT faster.

So let’s go.