Redlines & Deadlines

*The MVP Brief*

**PARTIES**

This Contract (“Contract”) is made between **Casey (**“C-Tizzle”), **Jen** (“J-Dizzle”), or (“Dizzles”) and **Yuri Lee Laffed**, who will be signing on behalf of Moti (“Yu-fizzle”).

**WHEREAS**

* The Dizzles and Fizzle want to build some amazing stuff;
* Velocity towards a shared goal is our SOLE objective;

NOW, AS A RESULT, THEREFORE, FOR SURE, the parties agree to the following:

**SCOPE OF WORK**

The only thing blocking us from building \*now\* is clear and concise direction to the engineering teams. That is what we will discuss today. My goal for this meeting is to emerge with a shared vision of the future and identify areas to research or rethink, and to surface and address misalignment. The method is a concrete debate and discussion.

***Rule #1***: Nothing is sacrosanct. Beat up any idea from anywhere. The best idea must win.

***Rule #2:*** Opinions are required. This is a strategic conversation and we all need to engage.

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

Here is a release proposal for the next generation document system. Let’s discuss.

**RELEASE PLAN**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Name** | **Prototype** | **Beta** | **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.

**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 | All opt-in | Yes | ASAP |
| Beta | Unlocks redlining and customer value (+GTM) | All opt-in | Yes | EOY |
| MVP | Complete redlining experience with some traditional OG | All opt-in | Yes | 2026 |
| Transition | Fully independent contract document experience | All opt-in | No | 2026 |

**ADDITIONAL NOTES**

This is a new approach to planning, but this is also a sizeable and new project.

Hopefully this process will allow us to accelerate. Let’s test it, iterate, and keep going. The thing that matters is the velocity and quality of software we release.

Now let’s be real with each other. We’re moving slowly. We’ve started speeding up but we’re nowhere where we should be with this level of staffing. So we need to do something different. That might be painful, but no impactful change comes without pain.

Now let’s go do it.

**IN WITNESS WHEREOF, THEREOF, THEREIN, THEREOUT, AND WITH THOROUGHBREADS:**

The parties execute\* this Contract as of the Effective Date.

|  |
| --- |
| **Dizzles** |
| Signature by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Full Name  C-Dizzle\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Title:  Productus Maximus\_\_\_\_\_\_\_\_ |
| Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

|  |
| --- |
| Signature by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Full Name  J-Dizzle\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Title:  Jen Er. Us, Esq.\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

|  |
| --- |
| **Fizzle** |
| Signature by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Full Name  Yu Fizzle\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| On behalf of:  Yuri Lee Laffed\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

*\*Official and binding note\**

*Pinky swears are acceptable alternatives to eSignatures in the Golden State of Nowhere*