

Text message
7/21/22, 1:40 PM

You can ignore the lake county treasurers email for now. He has not talked with the county auditor or us.

We have a whole talk track around avoiding RFPs and sole sourcing. That should be our approach getting back in front of lake county and all these counties. It's been working around the country

Hold fast. Brian was just as pissed as I was about zern's rookie email.

Talking with the county treasurer's Association as well. I'd like to brainstorm with you more about a joint incentivized program for them. We may be able to get the association to be an Insider advocate for you

Let's move on that. I've already run it by JT and Jeff and they would support it

7/25/22, 7:25 AM

I'm off this week but Theckla may be reaching out to reschedule today's call. Hoping we can push for some meetings out there

We will get them.

8/5/22, 11:56 AM

Theckla and I have a conflict all Monday. Can we move our bi weekly catch up from Monday to sometime Tuesday afternoon?

9/13/22, 11:35 AM

What time do you get to Ohio on the 19th? (Or are you arriving early morning on 20th?)

9/13/22, 1:02 PM

Asking because Lake County may need to be moved to the Afternoon/evening before

9/13/22, 3:13 PM

I land at 8:52 pm on the 19th

Let me know if you're able to get in earlier. Lake Co. Commissioner cannot do the 20th now.

I am asking for:

A. A different Commissioner to meet with us

Or

B. Same commissioner but on the afternoon of the 19th, assuming you could make it

Ok I need the evening to figure that out. Could throw a wrench in JT's plans since we don't have Cleveland now and lake is a day earlier

I'm OoO today so I just need to get to a computer and change my flight and double check on the home front I can make it out early

9/13/22, 7:20 PM

Not confirmed yet. Asking for different time on 20th. Contingent if needed late on 19th

Ok I'll be there if the contingent 19th is booked but I can't speak for JT. I didn't check flights yet but I'm sure getting in earlier won't be an issue.

9/14/22, 12:35 PM

I can change my flight to arrive earlier in Cleveland on Monday the 19th.

There are only two flight options to Cleveland that get me in during the morning with one landing at 10:50am and one landing at 11:15am

I will hold off on changing until I hear from you. I'll also let JT know at that time.

Once finalized, please send me a write up of where we are meeting the 19th and also the morning of Tuesday the 20th

9/15/22, 8:56 AM

Please confirm. JT is asking me and wanting to book flights

9/18/22, 9:34 PM

JT had to bail. He just texted me. Can discuss tomorrow

9/19/22, 9:34 PM

Landed and at hotel.

Tomorrow am I will Uber to Ohio Turnpike office (682 prospect st) and will be there by 9:30am. See you then

9/20/22, 8:22 PM

Another big thank you for aligning a solid day. Just got home.

I debriefed JT as he asked how it went.

JT to help with Mark Patton. We've had Mark on deck for this exact inflection point. Time to get his value.

Solid all around. Many kudos and talk soon

Roger that.

10/18/22, 1:10 PM

These are all municipalities:

Fairlawn
Stow
Green
Cuyahoga Falls
Akron
Canton
North Canton
Massillon
Aurora
Kent
Ravenna
Hudson

A good friend represents all of these cities.

Any interest?

Yes.

Lou, my local govt. friend, does local govt. Consulting....and manages a tri-county Municipal association (three counties worth of municipalities).

He said "get me the target list....and what use cases for each we'd pursue. I can then ask andnlay the ground work."

Ok

10/26/22, 6:53 PM

At an event in Akron. Saw migden. Said nice things.

10/26/22, 11:13 PM

Liked "At an event in Akron. Saw migden. Said nice thing..."

11/4/22, 11:27 AM

Steer back to govt use cases.

Ok

Show him cases

Ask him how the commissioners interact with citizens....not in payment ways.
Permits. Forms. Etc

Suggestion. Jump in now. Getting too techy. He still think "up to treasurer" at this pt

We should said use case/Toronto phased slide
And....questions Jason should be armed with to ask:
Compare to point and pay.
Can we do this?
Can we do that
Do systems communicate
One stop shop
Cost comparison or even cost model comparison

11/4/22, 2:01 PM

No link to join call in your invite

It'd a dial in

Could you scope out what those counties I sent you would generate for Payit?
MaybeWe add summit to the list of the 4 other counties Lou gave me.

If those county revenue numbers look good enough for Lou I am fairly certain
we can get him to do this on a speculative basis.

Ok. Jeff calling you soon

11/14/22, 1:16 PM

Can we wrap this up...and you and I talk offline. Privately.

11/29/22, 8:41 AM

I was out last week and missed your call. Can I give you a ring for 10 minutes today