



Notes

Sep 22, 2025

Strideshift Meet

Invited Kiyasha Singh Stephen Green Alison Jacobson
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Barbara Dale-Jones lynne.hofmeyr@strideshift.ai

Attachments Strideshift Meet

Meeting records Transcript Recording

Summary

The meeting began with a welcome and introductions to Kwena (YaYa) and Masud Mohammed, who are joining Stride Shift and DAB for a three-month period, as well as an overview of the participants' backgrounds and roles, including Lynne Hofmeyr, Kiyasha Singh, Fanyana Nkosi, Justin Germishuys, Stephen Green, and Alison Jacobson. Alison Jacobson clarified that Kwena and Masud would work as generalists across various tasks, with specific roles assigned by Kiyasha Singh: Masud will shadow Fanyana Nkasi on Cyborg Habits coding and testing, and Kwena will shadow Kiyasha on Cyborg Habits development. Kiyasha Singh provided an overview of Cyborg Habits, and Fanyana Nkosi explained the PV tool. Kwena (YaYa) and Masud Mohammed shared their backgrounds and aspirations, including their interest in side hustles.

Details

- **Welcome and Introductions** The meeting began with a welcome to Kwena (YaYa) and Masud Mohammed, who are joining Stride Shift and DAB for a three-month period ([00:02:40](#)) ([00:10:50](#)). Lynne Hofmeyr, a project manager with 20 years of experience, shared their career transition into AI, highlighting their interest in tech and adding value where they can ([00:03:53](#)). Kiyasha Singh introduced themselves as a junior AI analyst and developer for Stride Shift and a coach for DAB, stating their involvement in various aspects of the work. Fanyana Nkosi, who coaches and performs AI work for Stride Shift and DAB,

expressed their generalist approach, working extensively with a system called PV ([00:05:08](#)). Justin Germishuys, a co-founder of Stride Shift, explained their background in learning and behavioral design, research, and analytics, all integrated with AI, emphasizing that in an AI-first approach, everyone can contribute broadly ([00:06:36](#)). Stephen Green, a long-time technologist, described their career in technology and their decision to co-found Stride Shift with Alison Jacobson and others, driven by the belief that AI will redefine everything ([00:08:02](#)). Alison Jacobson elaborated on the goal of keeping humans relevant by evolving them and using AI in their service, ensuring it benefits the most people ([00:10:50](#)).

- **Intern Roles and Expectations** Alison Jacobson clarified that Kwena and Masud would come in as generalists, engaging in coding, software testing, writing blogs, designing ads, and contributing to product roadmaps, mirroring the work pods at Stride Shift ([00:12:20](#)). Kiyasha Singh outlined specific roles for the newcomers: Masud will be shadowing Fanyana Nkosi, focusing on coding and testing Cyborg Habits, while Kwena will shadow Kiyasha, focusing on building and working on Cyborg Habits ([00:20:44](#)). Alison also noted that Masud, despite not having a development background, would work on development under Fanyana's guidance and perform research-type work, emphasizing that clarity of thinking is paramount, as AI can generate code if properly articulated ([00:23:06](#)).
- **Cyborg Habits Overview** Kiyasha Singh provided an overview of Cyborg Habits, a platform designed to enhance AI usage and promote continuous learning. They explained that there are two versions of the platform: a corporate version being sold to companies and a student version accessible to DAB cohorts ([00:36:55](#)). Kwena and Masud will be testing both versions as users, going through daily challenges that combine different AI coaching blocks like "improve it" and "plan it" ([00:38:11](#)). Kiyasha also mentioned that the interns would have access to a shared spreadsheet for logging insights during testing, alongside five other interns who would briefly assist ([00:40:42](#)).
- **PV Tool Explanation** Fanyana Nkosi provided a detailed explanation of PV, an AI-powered tool designed to assist enterprise sales professionals by scraping industry knowledge, company insights, business functions, and relationships ([00:26:39](#)). They demonstrated how PV generates reports containing 15 outcomes or "jobs to be done" from a customer's perspective, focusing on solving their pain points ([00:30:25](#)). Fanyana also highlighted that the tool stores information in a database and regularly updates it, and discussed the possibility of enhancing reports with additional research, potentially making them hundreds of pages long ([00:29:08](#)) ([00:34:20](#)).

- **Intern Backgrounds and Aspirations** Kwena (YaYa) shared their educational journey, starting from dropping out of high school and pursuing IT certificates, eventually joining DAB, where they learned web development and how to use AI for self-learning and goal achievement ([00:14:27](#)). Kwena expressed their passion for gaming and problem-solving, with aspirations to create games. Masud Mohammed recounted joining Cypono in 2023, then DAB in April, where they gained coding skills despite having no prior background, specifically mentioning creating a high-fidelity prototype of a website using AI tools like ChatGPT and Gemini ([00:15:50](#)).
- **Side Hustles** Alison Jacobson inquired about any side hustles ([00:17:10](#)). Kwena (YaYa) revealed they opened two companies this year: one for pursuing tender opportunities and another for software development, with the aim of creating websites and eventually releasing a game. Kwena also occasionally bartends for extra income, which has helped them network and improve their people skills ([00:18:22](#)). Masud Mohammed mentioned they used to sell snacks and sweets to colleagues in class but had recently stopped ([00:19:35](#)).
- **Upcoming Meetings and Tasks** Kiyasha Singh informed Kwena and Masud that they would now be included in all team meetings and would receive links via email ([00:25:12](#)). Fanyana Nkosi confirmed that Masud would be added to the PV database and given access, and that more information regarding PV would be discussed in an upcoming 12 PM meeting, where they would vote on new features and roadmaps ([00:32:52](#)) ([00:36:55](#)). Kiyasha also assigned Kwena the task of researching automation tools like Resend and Twilio, focusing on email and daily message automation ([00:42:54](#)).

Suggested next steps

- Fanyana Nkosi will guide Masud Mohammed through coding.
- Justin Germishuys will plan out the ecosystem development for cyborg cabinets.
- Kiyasha Singh and Masud Mohammed will test and review the Cyborg Habits platform.
- Kiyasha Singh and Kwena (YaYa) will build out and work on Cyborg Habits.
- Alison Jacobson and Justin Germishuys will define the research-type work for Masud Mohammed.

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Transcript

Sep 22, 2025

Strideshift Meet - Transcript

00:00:00

Kiyasha Singh: Morning.

Stephen Green: Hey, Asha. How are you?

Kiyasha Singh: I'm going to you future forward thinking.

Stephen Green: I'm very good. What's it like to be in that dystopian world of yours?

Very cool. Very cool. How was your weekend?

Kiyasha Singh: I spent most of it in bed.

Stephen Green: Oh, really?

Kiyasha Singh: Yes.

Stephen Green: Not feeling well or just resting.

Kiyasha Singh: not feeling well. Um, I had a tonsilitis. It's still a bit there, but it's not so bad.

Stephen Green: Wait.

Kiyasha Singh: And I was getting really bad headaches. So, hi.

Fanyana Nkosi: Hello.

Kiyasha Singh: Hi.

Stephen Green: Hey, mine was fun.

Kiyasha Singh: How was your weekend?

Stephen Green: I um went to the flower show on Saturday and then I went to the Grand Prix on Sunday.

Fanyana Nkosi: Hello.

Kiyasha Singh: Oh, you Oh, okay.

Stephen Green: The Grand Prix on Sunday. I just watched it.

Kiyasha Singh: I was about to say travel.

Stephen Green: Cheapers.

Kiyasha Singh: That's crazy.

Stephen Green: I wish. Um I've been to a couple.

00:01:24

Lynne Hofmeyr: I'm not

Stephen Green: Definitely the high point of your sporting experience. That's for sure.

Kiyasha Singh: Who's your favorite racer?

Stephen Green: Uh Max Puppet always from when he was a little boy.

Kiyasha Singh: Uh, okay. Okay.

Stephen Green: He's brilliant. And then I was so happy for um Colos Science this weekend. He came he got his first podium for Williams and I love the Williams team. Frank Williams was my hero. Nigel Manel. He was like one of the fighters in Grand Prix racing.

Alison Jacobson: Do you know these people here?

Kiyasha Singh: a few. I've only recently started watching F1 races.

Stephen Green: Good for you.

Kiyasha Singh: So yeah, okay.

Alison Jacobson: Are you interested?

Lynne Hofmeyr: What was that?

Alison Jacobson: I said, "Are you into it?"

Stephen Green: Formula 1 It's okay then.

Lynne Hofmeyr: No, I've I've heard of the names, but I don't what that's if I want to be, but I'll ask you.

Alison Jacobson: The way you were nodding, I thought maybe you were also a fan.

Stephen Green: We can help you.

00:02:40

Stephen Green: Well, I think one Sunday we'll do a GP watching event.

Kiyasha Singh: Oh,

Lynne Hofmeyr: What? I come to Gordon's Bay.

Stephen Green: You can do it on the line.

Alison Jacobson: Hello Quina. Let's give Mass a moment.

Kwena (YaYa): Hi, good morning everyone.

Alison Jacobson: Good morning.

Stephen Green: Hey, Test them.

Justin Germishuys: Good morning everyone.

Lynne Hofmeyr: Hi.

Kwena (YaYa): Nice to see you.

Alison Jacobson: Hello Justin.

Justin Germishuys: Good morning.

Alison Jacobson: Um, okay. Two people are on leave. That's Barbara and Johannes. So, for the rest of us that are here to welcome Qua and Massud, welcome.

Stephen Green: f***.

Alison Jacobson: Or as I like to say, welcome aboard. This this plane leaves 200 years from now.

Kwena (YaYa): Thank you. It's a pleasure to be here. Thank you for the opportunity to

come back and work with y'all and learn something.

Alison Jacobson: No. Cool. All right. Well, um I think we're all going to learn something. So that's uh for sure. I'm going to maybe just take a few moments, especially Masud to introduce us all.

00:03:53

Alison Jacobson: Where do we fit in?

Justin Germishuys: Thank you.

Alison Jacobson: Um so let us all take a few moments to say what we're about and in the context of stride shift or more if you wish and then we'll hand over to you guys and just maybe tell us a little bit of something something. Can I start with Lynn?

Lynne Hofmeyr: with me.

Alison Jacobson: Yes, please.

Lynne Hofmeyr: Okay. Hi, I'm Lynn. Um, I started out at Stride Shift in a bit of an unusual way. Um, I Oh, I thought you were putting your hand up there, Alison. Um, so I joined as an intern as well, just to get some tech experience. I'm actually a project manager of like 20 years experience. But given given the future and that um most of our jobs are going to be redundant in about five years time, I thought I'd switch careers and get into AI. So I've just been diving in where I can from but I'm very interested in tech. So diving in there especially, but um diving in wherever I can help and add value.

00:05:08

Lynne Hofmeyr: So that's what I'm doing now. As far as the future goes, I'm not too sure. That's me, Kira.

Alison Jacobson: You can nominate the next person then.

Stephen Green: Who here?

Kiyasha Singh: Kia Kia morning everyone.

Stephen Green: Here.

Kiyasha Singh: Uh my name is Kia. Um for Stride Shift I am a junior AI analyst and developer and looking forward to working with you guys with DAB. I'm a coach. Uh I'm a bit of a I stuff my toes in every pot. Let's just say that.

Fanyana Nkosi: Hey, hey, welcome Gwen and Massud. Um, I've worked actually with Gwen and Massud before and uh, awesome guys. Awesome guys. Um, what I do for um, Strike Shift and DAB is I I coach and do some AI work. Um, reaching into the future. Um, I work a lot with a system called PV. Um, so we do a lot man. We do a lot.

Um, I see myself a generalist. Uh yes, being able to do uh many things.

00:06:36

Fanyana Nkosi: Yes. Across many fields.

Kiyasha Singh: So you also stuff your toe in every pot.

Fanyana Nkosi: Yeah, that's Yes.

Alison Jacobson: a lethal lethal generalist.

Fanyana Nkosi: Yes. Yes. A weapon. Uh okay, cool. Um I'll go with Justin.

Justin Germishuys: All right, cool. Um, I'm one of the co-founders of Stride Shift and my background is in learning design, behavioral design, research, analytics, um, and all of that stuff included AI. So, I've been really trying to weave them all together. And, you know, a lot of that informs what we do at Strides Shift. And you know, we we're probably going to talk a little bit more about why stride shift exists after the initial intros, but yeah, um I think in many ways, considering our AI first approach, everybody can do anything. So, we're all stuffing our toes. I don't know why it's toes and now it's fingers and other appendages but um but in any case so you know uh when it comes to product development, service development, sales, like everything.

00:08:02

Justin Germishuys: I think we're all in everything. Um, so that's sort of me and uh certainly in the first instance we'll be spending quite a lot of time together. Okay, Stephen

Stephen Green: Hello everybody. Um, Jeepers, I am a longtime geek. Um, I love technology. I got involved when I was in high school learning to program in GW Basic. um and basically have never worked a day in my life because my hobby is what I do every day. And so when we finish working then I go and still play on my Linux machines and hack and uh have lots of fun with hosting my own environment etc. Um, so I've been very lucky to work in that regard and have worked for a number of uh, blue chip organizations along my career. Um, and I was a really good technologist and I knew that something was missing when I met Allison Jacobson at Dimension Data for the first time and she taught me all about customers and customer outcomes and I took what she told me and learned from it and we built one of the most successful divisions in dimension data at the time.

00:09:33

Stephen Green: Allison is my digital twin. Um and I left my cushy job in London to come back to South Africa to start stride shift with the other four directors and the reason for that is we fundamentally believe and know that AI is going to redefine everything and we want to be part of that. We want to be leading that race. And so, you know, over the last two years, we've had a very exciting time to discover capabilities and the possibilities of AI with all of the people on the call. So, really cool. With that, I think Allison's left, right?

Alison Jacobson: Allison's left, right. That about sums it up.

Stephen Green: Alison's right. Alison's right.

Alison Jacobson: Um, all right. So, I mean, I've chatted to you both before. Uh, you can hear from what's going on that there's a lot going on. Um, and between DAB and Stride Shift and the Field Institute, which is another company in the group, there's a lot of good ecosystem flow. So, getting you guys to come work with us for the next three months is awesome.

00:10:50

Alison Jacobson: And the fact that you're coming from DAB is doubly awesome. So, you can make both organizations proud. So we as as has been said on this call, we're all a bunch of generalists for the most part because the real expert is AI. And one of our sort of reasons for being is trying to figure out how our generalistness generalistness uh provides context. In other words, we know what the world is because we've lived it. And we are wanting to provide that context to AI so that it basically amplifies from our point of view forwards. You probably don't know exactly or even a little bit perhaps what I'm talking about and that's okay. But I've got this conversation recorded and we'll ask you in three months time if it makes more sense. Our journey as stride shift is basically we want to keep humans relevant in so far as they are not in so far as they're not and we're just sort of glossing it over. We want to make sure that humans evolve. Not general listenness sometimes that we want to make sure that humans evolve and that uh we get to use AI in our service and that it all works out well for the most number of people.

00:12:20

Alison Jacobson: Hey Justin. Um there are opportunities for you guys not just to come in and start taking instructions from us although that's how it will start. We

think you're both really smart and we want you to actually come in as generalists as well, which means that you're going to be coding, but you're also going to be doing software testing, but you're also going to be maybe writing blogs, designing ads, thinking about the product road map, and then working on it. Um, which is exactly what's happening in each of the sort of work pods that we've got going on. Um, and to that effect, I'm going to hand over to Kia. Um well first of all I'll ask if you guys have got questions and then say your bit then I'm going to hand over to Kia who'll talk to you about what you're going to be placed on what work you're going to be allocated to and with whom. All right so we'll get to that practical detail but first any questions or comments about what's been said so far.

00:13:22

Kwena (YaYa): From my side, I don't think I have any questions yet. But I any a comment I have is from what Stephan said that like he's never worked a day in his life cuz he turned his hobby into like something that actually pays him. And I find that very beautiful and I'm looking forward to learning and offering a lot to y'all. And yeah, I'm really I really can't wait to get started. Honestly, like I can't wait.

Alison Jacobson: Awesome. Qua. All right. Cool. M you want to say anything?

Masud Mohammed: Um, no questions on my side. Um, yeah, no comments. I'll say that, um, from my side, I can say that I'm a bit of a check of all trades, good different kind of things. No letter about a lot. Yeah, I think the same as generalist. Yeah, that's it for my side.

Alison Jacobson: All right. Cool. Awesome. Awesome. Um, so do you guys Yeah, maybe just for the group as a whole, Quinn, if I could ask you to start.

00:14:27

Alison Jacobson: What was your Cisco suit? What's your background? What's your interests? just quickly tell us a little bit about that just to remind us all or for those who haven't met you where you're coming from.

Kwena (YaYa): Okay. Uh so I dropped out of high school after grade nine and went to uh TV college CJC. Uh I did a IT uh certificate the NCV level 4. Uh took three years and after that I I did a gap year and went to Rosebank College for one year and completed a IT certificate for um support services. Then after that I I enrolled in the youth development program at Saibono for one year where I got my web development certificate for full stack development and after that I got into DAB where I learned how to use a lot of AI and I learned how to do a lot of stuff by my

own with the help of AI and I learned a lot more about myself and my goals and how to what's the word? how to let me see how to hold myself or like present myself in work space and in life and working towards my goals and things that I want to achieve and yeah DAB helped a lot with that

00:15:50

Alison Jacobson: Morning.

Kwena (YaYa): cuz beginning of the year I was very confused with what I like how how I want to achieve the things that I want cuz I didn't have any like sort of guide to doing that and through D lab I got that very well And uh let me say I'm a tech enthusiast. Uh I'm passionate gamer. I want to be creating games one day. And yeah and I love solving problems. I love things that that let me say frustrates me like if if I don't understand something like I try my best to understand it more and like if it's very hard to understand it makes me want to like know it more like I'm a very curious person. Let me say that. And yeah, that's me. And I'll pass it over to Mas.

Masud Mohammed: I joined uh Cypono in 2023 June. I joined the YTP program and I graduated last year December and then this April I joined DAB where I gained multiple skills in different fields. Um as someone who did networking and security and no background in coding at all at Tab I learned how to code thanks to Fani Kasha.

00:17:10

Masud Mohammed: I learned how to code. I make a high fidelity pro I should say like a high fidelity prototype of my website. Um Jar and I like to eat junk food. So I had to make that kind of website. Um I also in like in summary I'll say that um I like to do multiple kind of things. um with coding, right? Um I'm not so into coding, but I'm not uh I since I don't have a background in coding, so I I try my best in using AI to Z and JPT and Gemini to design a website. Um what's software testing? I had someone said um software was mentioned, so I'm curious. I'm up for it. I think it'll be my first time dealing with softwares. And yeah, that's it

Alison Jacobson: So, I have a question for you both And the rest of you guys obviously just jump in as and when you will. Are you running any side hustles? Have you got any side businesses? And and it's good.

00:18:22

Alison Jacobson: So don't try and hide it.

Kwena (YaYa): Uh yes uh I I opened two companies at the beginning of this year.

Alison Jacobson: I'm just

Kwena (YaYa): One company was just for pursuing tender opportunities and one company was strictly for software development. So that company I just want to be creating websites. Hopefully one day I'll I'll release a game under that company. And yeah, for now I'll say those are my side hustles. And I also do bartending occasionally for like extra money, side side money. And yeah, that's all I can say.

Alison Jacobson: Okay. I'm sure the bartending helped you with your confidence, people skills.

Kwena (YaYa): It definitely did and it helped me network with a few people. Even though like clubs and like selling drinks is not really a place to like properly network, but I did meet a few nice people that come in line with my No problem.

Alison Jacobson: Of course. Sorry, Quinn. I'm still here. I'm just

Kwena (YaYa): I'll pass it over to Masuri.

Masud Mohammed: On my side, I don't really have a side hustle.

00:19:35

Masud Mohammed: I used to um I think I stopped. Yeah, I used to sell snacks and sweets in my class to my colleagues. Um started back in 2023, November, September. Yeah, September 2023. I used to sell snacks and candies and stuff in class. Um yeah, recently I stopped

Stephen Green: I said, "You sounds like my kind of guy. I want to be around." You

Alison Jacobson: Uh yeah.

Stephen Green: always got a cool treat or something in your pockets, I'm sure.

Alison Jacobson: So I mean guys, you're going to have a wild ride. I think that um I want to get into the nuts and bolts if you can all hear me. And let's talk from Kia. I mean, let's give Kasha the mic. Tell us what's what's on the cards for our two newcomers.

Kiyasha Singh: Okay. Um, so simply I will be enrolling you guys into Cyborg Habits which is a platform that we've that we have that we've hosted that we've been selling to companies etc. So you guys will also be testing and reviewing that.

00:20:44

Kiyasha Singh: Um, okay let me just read my notes because I have notes for this so that I say specifically what I need to say. Um so with Massud you will basically be split and by that I mean um you'll be working with Allison and Steven on POV but your main person that you will be shadowing is Fana. So he's going to guide you through coding etc etc. Give you some tips and tricks etc. Gwa you will be shadowing me. So we will be building out cyborg habits and working on that. Um mass just something you'll also be testing cyborg habits. So you so when uh Gwa and myself carry out pro y it's a Monday sorry. So when Gwenna and myself um update or make changes, you'll be one of the people to first test it and make sure that there's no bugs so to say. I believe that's that you will get other tasks but just for now just so that you guys know where you stand. Is there any questions or confusion? Okay.

Masud Mohammed: Thank you.

00:22:07

Kiyasha Singh: Um and

Alison Jacobson: I'm sure I I'm sure there's lots of confusion, but uh but that's okay. That's to be expected. I I just want to say in terms of the specifics of where you need to go next and who you're going to be working with. Let's get into that because then we can take it from there. You're going to be joining all of our team meetings. So, we'll all be speaking again tomorrow. just to let you guys Justin Fana Steve know and Lynn Kia told me um do you remember the two ex the DAB grads Muhammad and Ashley that we interviewed I don't know if you recall that they've gone off

Justin Germishuys: Cool.

Alison Jacobson: and done their projects and they're going to demo to us tomorrow in our team meeting I'm very excited one of them has built a AI work readiness coach for DAB and what was one.

Fanyana Nkosi: Muscle. Muscle.

Stephen Green: Oh, there you go.

Alison Jacobson: Kia.

Kiyasha Singh: Uh just give me one minute. Let me just refresh my memory.

00:23:06

Kiyasha Singh: Um the other is a AI work readiness coach and a daily progress

check tracker.

Alison Jacobson: Oh, daily progress tracker. Yeah. So, interesting stuff. Um, okay. So, so Kia, what what has to happen next? Can you take over in this meeting? I mean, I think the rest of us can probably drop off. Um Steve need to speak about what we want to do with Massud on report generation for us as a research pack. In other words, the top JSC 100 or whatever. So we've got Massud available for that.

Stephen Green: Yeah. So, I'll invite him.

Alison Jacobson: So exactly right.

Stephen Green: We've got the POV in a little while. So, I'll invite him to that and then based on what we vote on, uh, we can decide what the next week's actions are.

Alison Jacobson: Yeah. But remember that Masud doesn't have a dev background.

Stephen Green: Yes.

Alison Jacobson: Um, but he will be working on dev under Fenana's uh umbrella.

Stephen Green: Agree.

Alison Jacobson: So, we'll look at that.

00:24:05

Alison Jacobson: And obviously, Justin, we need you to um drive that or figure out what that needs to look like. But basically, what I'd like to be doing as well is a lot of testing for us and the research type work. And it may not just be on POV. It may be that we send him off to do research for Dande Mande or something like that. So yeah, there's it must we're not going to put a heavy own a heavy responsibility on you for coding because it's not your bag of chips, but we do want you to do coding and learn more and more because even if you don't have a code background, as you know with AI, if you know what you're looking for and can properly articulate it, then AI can make it. So what I'm looking for and what you'll see a lot in this internship is right thinking, clarity of thinking is actually what we're here for. Um, okay guys, I'm going to drop off as as can I'm sure Steve what's coming up next.

00:25:12

Alison Jacobson: Sorry, just to at 12. Okay, great.

Kiyasha Singh: Uh product session from 12.

Stephen Green: We've got a product session, the P product session.

Alison Jacobson: I look forward. I'll see you all later.

Justin Germishuys: And I suppose we're all going to be there again.

Alison Jacobson: Yes, Justin.

Justin Germishuys: Um yeah, I just wanted to say that um one of the things that we're probably going to be doing over the next two weeks as well is just a big push for upgrading cyber cabinets.

Alison Jacobson: Yes.

Justin Germishuys: So um hoping to rope you in some of that time as well. Um there's a lot of ecosystem development that we can try to aim for over the next while. So let's see if we can plan that out. And Kia, just a thing, our cyborg habits check-in conflicts with another session. So could we just maybe move that to um maybe tomorrow morning and uh 9:30 tomorrow is good.

Kiyasha Singh: Uh 9:30 would be fine for you. Okay. Byebye. Um, please stay on.

00:26:39

Kiyasha Singh: Okay, perfect. Um, so if you have questions, please do ask. If you're confused, guys, we won't know unless you say something. So please just speak.

Kwena (YaYa): I don't have any questions for now, but uh I think as you explain to me like my roles and all that, the questions might come up. They might be a lot even, but as for now, I think I'm fine.

Kiyasha Singh: Okay. Um yes we are.

Masud Mohammed: Um, so what's next? Um, how long is this meeting? It's a 12, right? Are we meeting again?

Kiyasha Singh: So you guys will now be included in all of our meetings. So I'm going to send you the link for the meeting at 12. Tomorrow we have two meetings as well. Uh we'll see from there though. Um the thing is we have to get your emails. So just send your emails in the group just so that I can confirm and then I'll send it through so that when we do set up meetings you guys can also be included.

00:27:44

Kiyasha Singh: uh FA some what do you expect from Massud so that he knows just some clarity on his role and then I'll also give something to Gwen in a bit

Fanyana Nkosi: Okay. Yes. Cool. But first, let me just um I work on PV a lot and uh takes up a lot of my time. So, what is P?

Kiyasha Singh: let's just explain what puff cuz I'm like what's puff

Fanyana Nkosi: Yeah. Yeah. Yeah. Okay. So, PV is a tool, right? Um it's meant to help enterprise sales people. So what it does is the tool goes to the net. It uses AI to scrape a whole bunch of industry knowledge, company insights, um business functionings, understandings, and maybe like the relationships within those

companies. So it's basically using uh AI to leverage that. For example, um let's say we stride shift and we want to find out um a whole lot of information about Netflix. So and the inputs would be strip shift and then target company would be like a Netflix and then it will go script um everything it can about Netflix um and come out with like what we call outcomes outcomes and jobs to be done for a person Awesome.

00:29:08

Kiyasha Singh: Sorry to interrupt. Um, maybe a visual representation as well would help. I'm just a visual learner. So, just if you guys are understanding, then there's no need for that. But just to make sure that you guys know what it looks like and understand how it works.

Fanyana Nkosi: Let me let me just get the link here.

Kwena (YaYa): Good question. Like since you said uh the P scrapes like all the data online about a certain company, what if like the the company doesn't have like a lot of data online? Would it still be like able to do its job properly or will give you like incomplete uh information basically? How how does it work like that?

Fanyana Nkosi: Okay. So, basically, great question. It scrapes all sources of information. Um, it will also go into Twitter. It's going to go into Facebook. It's going to go into um different uh different feedback structures, forums, um anywhere the company is mentioned and it's going to scrape or pull out anything it can find.

00:30:25

Fanyana Nkosi: Um even the people like such as directors that started it and all that type of stuff. So, um when there's little about a company, it will only give what it can. And then what's cool is that it stores all that information in like a database. So all all the companies sites and it will do that regularly. Um so what you see now on screen did did that answer you? Awesome. So what you see on screen is basically a report I was making. So this is how I would So you guys are going to be creating a whole lot of these um reports, right? So I'll load this example. So stri shift which is us. We talk a little bit about what stri shift does. AI powered workforce. Cool. And then this is where you'd be um input the customer's information, the target customer, someone you'd like to sell to or just get information. It's not always about selling, but also to do like a strategic business um analysis, like in-depth business analysis.

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Fanyana Nkosi: Okay, cool. And then these are just some of the things I've loaded there. Okay, it's going to generate this report, but I believe it probably do. Okay, I can't stop it once it started now. Um yeah, but just to talk a little bit more about what the what you find in the report. So what you'll find in the report are 15 outcomes. Outcomes are like basically jobs to be done. Let's say um I'm trying to reach out to the CEO of Netflix and uh sell to him. What the AI will also do is go figure out um sorry about that. I just got a message. Um sorry. Um so what it will do is then go out and figure out what what are the CEO's pain points? What does the CEO want to do? What are the uh things that they normally trying to get done? And then it uses the customer's perspective. So now instead of thinking about how can I sell my my products to this person, you think about solving their pain points and leveraging whatever you have to offer um using that lens, right?

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Fanyana Nkosi: So cool. So, as you can see here, you get your 15 outcomes. So, you have the ability to select how many outcomes you'd like. Uh, select all for now. And then it will create a report. And then I'll show you how that what that report looks like. If I may just pull out one that I've downloaded. Yeah, man. This is some great insights and a great tool to have, man. If you actually want to just find out anything about a company, especially companies that are listed, um there's more information on that. And uh if you could we should be thinking about how do we get um or charts like um organogs or um company organizational structures. Sometimes that information is hard to get. So I think what we could do is also think about um how we can get that information in an accurate and efficient way, right? Which is something I've been struggling with. Okay, let me download the report and show you an example.

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Fanyana Nkosi: Awesome. Okay. So, I'll be inviting Masud to the P meet. We just got a message from Steve where he'll be looking at some of the road map. So, we'll be discussing the changes and we'll be voting on what features to be including. Can you see the docs? Just share something else. It's actually this m it's Microsoft and Okay. Awesome. Can you see my docs? P no.

Kiyasha Singh: Yep.

Fanyana Nkosi: Okay, cool. So this would be the PV report, right? So here you can

see some of the things the person I'm trying to sell to is doing.

Kiyasha Singh: Yep.

Fanyana Nkosi: Then you get to have an overview of the pain points important stuff. And then this is about the vendor information. So these reports can get really long. So one of the features that I've added was uh rock enhanced research. So we do get the option which will be included in a different pricing model or a different tier of the PV where one will get uh access to like GR enhanced research which can at times make this report even a couple of hundred pages long but then what's important is how we going to leverage AI to um extract insights from the reports as well.

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Fanyana Nkosi: Um, so yeah, this is basically that was the workflow I just showed you on PV and then it does plenty more. If maybe I show you the one I'm working on. Actually, just shut down the server. So, just give me a second to reboot the server.

Kiyasha Singh: Any questions? Any confusion?

Masud Mohammed: Uh for can you please um are you able to send me that the PO POV?

Fanyana Nkosi: Yes. Yes. So, what I'll do is I'll add you to the database and send you um your password and stuff to get gain access. Um I'm just trying to double check where did I place the link.

Kiyasha Singh: Okay, while FA is doing that, let me just explain a bit on cyborg habits. So as you guys know from the coaching blocks, it's habits that make you better at using AI to the point where you don't use it's not just to use AI and become better but rather so that you as a person never stops learning. So we've made it into a platform.

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Kiyasha Singh: Uh let me just share my screen. So there's currently two versions and you each will test both versions. Yay. Okay. So, basically this here is the version that's being sold to companies, corporates, etc., etc. We've had a lot of income in terms of how many people want this, right? So, it just gives you a bit about cyborg habits. Great. Moving on to challenges. So, here you'll see a video. Mind you, you guys are going to go through this on your own. So, I'm just walking you briefly through this. You'll go through this. You'll do the pre-program survey, the days. You'll check your progress. There's a whole leaderboard and admin, but I won't give you guys admin access for now. You guys will just test it as users. So, this is the corporate version, right? And then the version that you guys are also going to be checking is something

that DAB students are currently having access to. So you as you know DAB has three cohorts.

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Kiyasha Singh: So we have one in one in Bumalanga, one in Cape Town, blah blah blah. Great. So when it comes to this, they have access to cyborg habits. This is basically cyborg habits for students. So as you can see there's a bit of a lay layout difference. So when you click on this you guys are also going to be going through this and this is perfect because you guys have targeted these challenge I mean these coaching blocks. So you've already experienced this. So this will just be like a reminder for you guys to just go through. So how it works is as you'll see the day you get two videos and with the way it's structured you get challenges. So how it works is as you've noticed we've given you guys like oh this is critique it this is plan it with the platform what it does is combines. So as you can see this one here is improve it and plann it and it's a basically a combination. You're going to click complete complete and then your reflection question will pop up.

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Kiyasha Singh: That's where you give your insights. If you are confused about what improve it is the video is here. Same with planet. So each day has the same makeup. Um, so when it comes to building out the square, we're going to be doing a lot of building. So, just get some good sleep tonight because when we start coding, you might not have a good night's sleep anymore. Um, there's a lot of things that have been built that need to be tweaked, updated, improved. So enjoy your free day. You said that you're looking forward to it. So I'm hoping that you still have the same energy moving on into the next few months. Um when it comes to testing and stuff, you guys will have access to a spreadsheet. It's not just going to be you two. So, how it currently works is we're going to have five other interns for a brief two weeks that will then go off to their internship places. So, they will just also be testing this out.

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Kiyasha Singh: So, you guys will all have access to the same spreadsheet. Don't get confused. Don't be intimidated. It's just insights and stuff like that. So, I will be giving you guys access to this tomorrow. That's why I asked for your emails as well. and

then we'll have a meeting where I walk you guys through this as well. Um, any questions? I know I was speaking a bit fast there.

Kwena (YaYa): I don't have any questions still. I'm just curious on the the coding that you're talking about. That's going to give me sleepless nights. I'm just No. Okay.

Kiyasha Singh: It might not. It might not. I might just be the one that doesn't sleep.

Kwena (YaYa): Okay. I understood.

Kiyasha Singh: Okay. Um, I've invited you to the meeting tomorrow from 9:30 until 10:00 a.m. I'm going to set up a meeting from 9 until 9 just so that I can unload you guys into the system so you can go through the course itself.

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Kiyasha Singh: So with the way that I expect you guys to go through this is 30 minutes each day so that you don't take away from your other duties. Make sense? Thumbs up. Okay. Well, that's it from my side.

Fanyana Nkosi: Um, so I'll be sending uh an email with the PV link. But first, but first um in fact more of that information will most likely come to the meeting we're about to have now 12. I'll just send you the meeting link um and you can join that. Um sweet. Uh yeah, I believe that's it for now.

Kiyasha Singh: Um, okay. Uh, since you here, please look into automation, right? But you're going to look into automation. Go and check out resend how it works. Um, look into what is this thing now? I forgot the name. Basically, uh, resend and other forms of automation. Look into that. do your research, come back to me with the best outcomes. Uh when I say automation, I mean email automation, daily messages automation. Also look into Twilio. So Twilio TW I I that is also something I want you to specifically look at. So recent and Twilio. So just look into those. Okay. Well, then we have a meeting at 12. Let me actually send that once.

Kwena (YaYa): Good question. Uh, do me and you have another meeting coming up or Okay, understood.

Kiyasha Singh: Uh both of you guys while you are now interns. So, every meeting is mandatory.

Kwena (YaYa): Okay.

Fanyana Nkosi: Oh no. Awesomeness. Um, yeah. Let's kill. Let's kill, guys. Let's kill. Yeah. Yeah. Yeah. See you soon.

Transcription ended after 00:45:40

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