

Web3 project:bebop, AMA, 专访创始人

好

那么咱们今天晚上的space正式开始啊

呃今天是三餐到

那么有幸邀请到这个b Bob的社区的

manager他的主理人

以及我们的这个产品经理

他k啊两位人两位这个嘉宾到场

我们系统的聊一聊

比包括最近的这个进展

还有未来的

发展和规划

okay here we go so we introduced the

Bob and we invite the community manager

taqui and the head product of

Nick so they will introduce the development of the

be Bob and the future development

profile so

hi nick and take care why

why don't you just introduce a several briefly

hello

hi

hi nice to meet you thank you for having us

my name is Katya Bernina and

i lead product at b Bob b Bob is a fairline here

trading place you know to trade in defy

and yeah i'll talk

about it a bit

more and hopefully you guys are gonna check it out and

you know stay with us and give us some good feedback

hi Nick hello

yeah hi

啊是大家好呀我的名叫Nick啊

说我是会一点点怀疑啊

不是很好的是可以跟大家一起沟通

啊说我在米宝就是做啊

社会社区管理员

就是照顾我们的肯米尼迪啊

就是在disco在推的做啊

不同的marketing star还有community diss off啊

所以呀就是很很

looking forward to跟大家就是呃

speak about people

啊你的你的你的中国话很赞

哈哈哈谢

谢哈哈

好非常棒

okay so i will

i will give you a first question to warm up so Katia

um could you introduce the big Bob Briefly and it's the

latest version i know you just upgrade recently a lot

um yes sure so b bop you can find b bop on b bop dot x y z

and

we launched at the end of last year and we provide

trading spot trading so you can come and saw

various different tokens on

three chains currently it the rain polygon and arbitram

and

we basically

were thinking when before launching we

set out to try and fix some of the

one of the main problems in defi swaps and that is slippage

and we deliver the trading platform that

offers guaranteed pricing

with no slippage so what you see is what you get

we include gas in our pricing so for example

you can come in and say hey

i want to sell here as you see and buy

i don't know wbtc for example

and with that

you will get wbtc

with already your gas cost included so you don't pay

anything extra on top and you get exactly

as much as you see on screen

okay

thank you好

那刚才呢嗯

i finished

i don't know how you do this translation

because i don't want to say too many things

i'm happy to pause and if you translate or i'm happy to go ahead

yes i can trust it firstly and and you okay

okay okay

那卡地亚他作为他们的这个产品经理

他叫head of a product对吧

产品的产品部门的总监也好

呃我们刚才是请他大概介绍一下

就是这个b Bob

可能我们的听众里面

很多人都使用过这款产品

它其实是一款就是
就是一站式
把多种的这个头肯
可以一次性兑换成一种头肯
或者把是一种头肯
这个分开的兑换中多种头壳的一种
这个交易平台
那么他们其实就想
本质上解决底牌中的这么
这么一个兑换的问题
因为我们之前看到的都是一对一的
对吧这种确定拍啊只是一对一
但是他们把这个进行了拓展
呃这里面呢他们着重解决两个问题
一个就是这个花店问题
第二个呢就是呃叫guaranteed press
就是价格问题
呃他说了这个
他里边说了一句这个谚语
叫what you say is what you got
就是所见即所得
然后这个gas是锁定的
然后这个价格也是锁定的
就是你兑换的时候呢
不会说我们这个在屏幕上看到的价格
兑换完之后
兑换完之后呢
因为这个
价格波动导致我们拿多或拿少了啊
所以他们主要是这两个问题搞定了
这是他们的一个呃比较亮点的特性
okay卡地亚有很多呀
and thank you and
on top of that the innovation that we delivered
when the launched
was
the ability to trade multiple tokens at once so for example if
you want to sell all your
crypto in the stable coin at some point
or if you want to buy multiple different
cryptos to get exposure at once you can do that on the Bob
in one transaction
and that means that you save actually quite a lot on gas
you can save up to 60 percent prepare on gas
and yeah that's just a very efficient way to do it

so that's what we already have right now
we focus a lot on user experience and our community
and we're going to talk about it later
and we're also planning some exciting things ahead
and i can talk about them a little bit
today as well
好那刚才其实卡地亚又进一步解释了
就是这个一对多和对
多对一的这种兑换模式
就非常便捷
对吧呢他们后续呢
还会在这一点上进行持续发力
然后呢其他特性呢
我们会在后续的问题中啊
就是今天
space可能有很很多嘉宾会提到这个
其他的这种一些特性
他目标的规划他待会就会提到
okay kadia
thank you
so currently by working on our
next stage of b Bob
which
will allow us to dramatically widen
the token offering that we have right now we have
good a good number of top tokens
but you can't take you can't trade any token right now
i'm pretty sure
most of the ones that you trade will be available
but we want to expand this
dramatically and
we want to expand the
liquidity sources dramatically
but at the same time still allow
everyone to get a guaranteed price and not be a victim of mov
you know sandwich attacks and all other
bad things that can happen to a trader and defy
yeah yeah
呃那刚才卡地亚还提到了
就是未来他们其实着重的发了一点
就是这个guaranteed price对吧
他因为我们都知道
呃随着这个币种增多和交易的增多呢
他们其实这个难度会逐渐加大
因为他整体的距

这个不同的代币之间的这个
这个行情和价格变化波动非常大的
我们每个人都用过这种
这种Dex是吧
我们都知道会出现这种情况所以
呃如何去搞到一个
平衡的机制把这个价格锁定
那就是他们要着重去做的事情
因为如果这个价格剧烈变动
然后他们的这个机制不健全
就会有这个叫什么bad thing to happen对吧
就会发生不好的事情
我们可能就会蒙受一些损失
and finally we always put a lot of effort into
design and user experience
so we're going to continue doing so
even more over the next month with our next releases
but something that's coming up
quite soon is
we're going to start using
god's less
approvals for tokens
and so this is something that's coming up maybe
in a month of sun
and yeah we're very excited about that we really spend
obviously ux has a big kind of problem
in defy
and we're very committed to
you know making as good experience for you guys as as we can
so you just mention the gas list tokens
you mean we can treat on the b pop
without using at gas lists you know
so you already can trade
talkers on b Bob with your gas included
i don't like to call it gas less
because someone still pays for it right
because the validators still get their gas
so right now if you pay on b Bob
you don't pay gas extra for example on the theorem
you don't pay gas and e
so your guys is covered as part of your trade yeah again
what you see is what you get
but we're also going for
similar experience with approvals so
some of you might know the concept of permit

which basically is
an off chain signature that
you know that the user can sign and basically that means that
they don't need to
like pay for approvals
on contracts
so we're working on implementing that and yeah it's gonna come
in yeah probably in a month or so

哎别别别放歌

OK thank you呢

那肯定也提到未来他们

下一个季度的进展

不是下一个季度了

就是大概未来几个月吧

主要是做这个产品的进一步迭代

还有这个用户的体验

是他们的重中之重

而在下一个月他们还会

这个继续改进的

就是这个gases TOKEN

就是你你使用这个gas去

交互的时候

使用这个TOKEN

交互的时候

你可能不用去使用这个具体的gas

就是不需不需要使用这个

这个某个某个网络的

他这个原声代币作为gas

就是他这个gas

是直接从这个你交易代币里面

扣掉了大家能明白这个概念对吧

就是我不需要花费gas

那么我可能直接从这个

交易的代币里面就是拿掉一部分

你知道gas是可以保全的

是这么一个概念

呢

大概就是未来的一个一个大体的进展

那这个可能是未来一两个月就会

就会得到

呃啊

sorry不好意思

其实是this is已经有了v box

所以现在我们做交易的时候就是不用

啊付出一

不用原
价的species
啊对对对
是从你交易的TOKEN这上面抠出来
所以已经在like了现在可以使用
OK very good好
那所以说
这就是刚才卡地亚给我们介绍
他这个整体的BBOB
这个特性
呃
我们可以体会到他的这种市场独特性
OK so thank you cardiac so we will move on to the next questions
um
so which guest can bring up some good questions about this
好我们下一个嘉宾来
我们接着
刚才已经大致了解到这个BBOX特性了
还有人还有别的嘉宾有问题不
啊是这样啊
我是歪林
我想问一下
就是说
现在这个DX竞争已经非常激烈了啊
特别是像uniswap然后那个呃
弯弯进去这样的DDX
已经占据了整个市场的头部
然后呃我想了解一下
就是为什么呢b泡是是呃
产生了一个怎样的东西
会想要参与这个市场
然后是否
呃你有信心
呃会获得一些这个市场的份额呢
OK um yeah that s a good question
so as it s well
known the dex market had been
dominated by traditional taxes like the universe
the curve the balancer one inch just like that
so what motivates you you guys to confidently enter this market
okay yes that's a good question
let me answer it maybe in a few different phases so first of all
you mentioned one inch curve balancer ah sorry
uh unisop curve balancer and then one inch um
the models of those are quite different so obviously

uniswap and curve and balancer have their
different methodologies for
emm situated market makers
whereas one inch is
a has a different model of aggregating liquidity
across those venues
so
actually someone like
one inch in general so like
generally kind of aggregators would give you
are always attempting to bring better price to you
because basically what they do they go
and they look on chain and they like well
if you have this trade and you split it between for example
uni and balancer
you're going to get the best
like a better price as an outcome right
so already looking at these different names that you named
there are
you know clearly different morals that exist
there are improvements on those models that happen all the time
for example you need just broad well
announced you need before right so there is
the space is early
and there is a lot of stuff that we can do better
as an industry
and in debase
we think that we you know definitely got what it takes to
to solve some of those problems
and they're both of course on the user experience side of role
but of course a lot of it is on the
quality of pricing and guaranteed pricing and that is something
that for example
neither one inch nor
union or any of those exchanges deliver
and we can be known from
talking child users that it brings a lot of value
and that's ultimately something that we always expect
好
那其实这个问题大家如果使用过这个
我们这个uniswap Curve或者是one inch balancer
呃那刚才卡地亚提到了
大家知道它其实不同的这种这种模式
因为这个正常的这个他们这些
Dex的它的交易平台使用AMM模式对吧

但是它本质上是一种聚合器
它通过捕获这个全网的最佳价格
来让用户进行成交
但是呢这个
bebop的
他还是要做的就是这个guaranteed press
就是要做一个确定的这个
这个价格在你看到这个价格的时候呢
就是本质上的区别
就是还是所见即所得
你看到成
看到这个价格
就是你最重要成交的一个价格
他不平他不存在这个再有
进一步的波动啊或
者是所谓
哪怕个有一个更多的价格冒出来
也不会有这样的概念
所以他们是完全不同的模
而这种模式呢
在我们这个市场上还是比较罕见的
所以他们
呃勇敢的进入这个市场很有信心
也就是基于这种原因
就是做一些
怎么说在整体波动比较大的情况下
有些确定性的这种成交
是是他们是会占优的
好大概是这么一个概念
and maybe talk to this
so the market is
very small right now and it's very new but we believe that
it is the future
and so you know we're here to deliver
incremental and at some points and
also dramatic improvements to how the space works
if you think about it right now
even though the volumes on defy are
not bad you know they can be actually quite healthy and quite
quite high
even compared to
centralized exchanges kind of in terms of how we see the trends
it's still
very early
by some estimates sixty percent of trading on defy is mov or

arbitrage
so basically it's bots it's you know sort of professional
mav sharks
transacting to create those well to create
to capture opportunities of arbitrage
so actual volumes of real users trading
is much slower
and it's low for different reasons right again
one you can't get guaranteed pricing in most places
there is a very high risk of
things like sandwich attacks and other square
you can just
get wrecked really right like in in some situations
generally the security risk for
in in many cases
in defi is quite high right so ultimately he gets
you get the situation where
we feel we can deliver a lot of improvements
in terms of the pricing quality
in terms of the reliability of trading in defi and again
around the experience as well as around the security
i think the industry will move towards together
so i'm not saying that bebop is the only
player so the only player that will deliver that but we really
feel we can do it and we can kind of you know
help this industry and lead the way in many aspects of it
okay thank you

呃那凯蒂亚

其实这也是对未来进行一个
再次的展望

对吧因为我们知道

呃现代的比赛他新概念很多

但是卡地亚始终认为就是现在的地方

还处于整个这个

CRIP world的发展的一个早期

那未来还有很大很很长的路要走

他其中提到一个healthy

就是我们这个这个行业

或者是那个只针对the five交易这一块

还需要更健康的这种这种模式出来

呃甚至还有更安全的模式出来

那他也他也

他们也会后续呢

进行一些这种

非常大的

就是就magical improvement非常大的改动

然后去保证整个行业发展的这种

健全性还有这个安全性

呃其实这跟我们上一次跟这个

Maverick做的那个

呃

space非常像

就是他们这些见识者们都会共同

提到就是我们要做一些这种有机的

这种教育量

对吧去寻找真正的交易的价值

而不是说这种虚高的价值

或者是这种虚假的教育量

这一点是非常值得肯定的

okay

okay thank you thank you can you can you can take a break yeah

yeah okay好

那我们第三个问题

第三个问题来

有没有哪位嘉宾

哈喽

何老师要发言的

哎刚才是艾瑞普洛老师

好来就行

我继续我继续提问

OK

哎你好那个卡提啊

我的问题是

呃你如何看待来自sex和Dex的竞争

呃winter Mute与你的项目有什么关系

就是与b Bob有什么关系

他们会提供什么特别的帮助吗

然后我的问题是这个

okay cardiac um

here's a question from the blue heart

uh so

he want to know how do you preserve competitions between the

the the sexes and taxes

uh so how does windmill release to your project

you know your your project have been encupied by the windmill

so will the windmill provide

any special assistance for your development

sure

let me there are two very different questions

let me start maybe with the winchy meat question

so for those of you guys who don't know winchy meat is a
the largest
liquidity provider in the crypto
it grows both centralized exchanges
and very much so in defy and
他现在还是称重的状态
Nike老师也是也还是听众
no no no呃麦克老师没有问题
卡片已经发言了
就是你那边可能信号有延迟
他俩现在都是发言人的身份
好
请继续
okay okay Cardiac keep going
okay okay so yes and so Vinjimi has a ventures
arm that basically investing into Diva ecosystem
in various projects and the BOP is
a little bit
different in the sense that twinsime decided on their own that
they wanted to incubate a project
and basically gave the original
funding for the very first stage of b Bob
so that's that's that's one how it's in
how is there and how it has helped us a lot
so you know as we raise the new funds well well of course
raised from various different investors but originally it
the investment came from winching it
we also
gets a lot of oral equity from
winter mute again winter mute is a largest liquidity provider
in general but also specifically in defy as well
so we'll leverage private liquidity for example
vintimu's liquidity to ensure guaranteed prices if you trade on
an amm or some other kind of better traditional
Texas
they can't guarantee the specific price because it's
determined by formula
whereas where you where you get
private liquidity from players like winter mute
they're able to guarantee the price and you know
take that risk
taking that price risk is basically their business
so i'm happy to
i'm happy could you hear me right
so i'm happy to post here and then i can talk about sexes and

Texas

okay yeah

okay thank you Cartia 嗯

那么刚才Cartia提到了

就是他其实回答了

先回答第二个问题

就是关于冬季跟他们之间的关系

那很简单就是投资人的关系是吧

他是是正儿八经的甲方爸爸

然后给了他们最初的启动资金

其实上一次冬季来做客的时候

我们跟冬季聊了同样的问题

就是我们问冬季你为什么去

孵化出了这个BBOP

为什么你要会看中BBOP的模式

卡地亚的问

答案是就是冬季它本身就是

Crepes word他这个做事的这个规模非常大

然后对这个

新生的Dax模式也非常非常喜欢

所以他们最终选中了这个b Bob

至于有没有这个所谓的特殊的照顾

有卡地亚也提到了

就是他们这个确定的成交价格的

秘诀之一在哪里呢

就在于冬季的他

他手里掌握的巨大的流动性

那如果有小伙伴们上一次听到

有来听这个

这个还是我组织

就是冬季来提到的这个

这个概念的时候

你们可以回去听

他就是冬季

他手里边有大量这个流动性

那么这样流动性

在向这个b Bob倾斜的时候

对吧那就可以保证

他的所谓这个价格的这个

稳定性他的深度非常好

因为我们知道

这个正常的这个Dex交易里面有很多

项方协议

他是没有这个流动性

他会去租赁呢

会去用各种方式来去借到这个流动性

那么在这里呢

可能冬季就会额外的提供给这个

呃BBOX一些

他们就是

除了是投资与被投资的关系之外呢

还有一种这种合作的关系他就在这里

所以给大家解个密啊

okay Katia you can talk something about the the sex and dex
sure

well thanks and dex well look i think

actually one of one of i mentioned that we do believe that

when it comes to well crypto trading for sure that says

i've got to be the future

and i think there are

some pros and cons both

in the centralized and decentralized exchange world

so in the centralized exchange world the

main

problem i think really is

lack of

is kind of like opacity right is

yeah so let all the lack of transparency

in kind of what

those nsts are a lot of them are very new

you know just a few years old right

and and and

and things can happen right and what you have seen

we all know ftx and and other things

but it's also

you know there could be

some other issues operational issues like

with any small company imagine a lot of those companies

grew from maybe a couple of people

a few years ago to thousands of people today

you know no one is perfect and so

that need to trust those systems and those platforms

with your funds of course

but no you know can be a problem

and in defy that problem doesn't exist right

because obviously it's also self custodial and you know that

you control your funds

on that other hand in terms of

the experience and security

we have seen that

you know we have seen um some hacks you know of protocols in
defai but we have seen much less of any of it
um in the centralized world in the centralized world right
so um clearly the sort of hacking risk
this the cyber security series gets much higher
has been you know quieter historically in defy
and that's why from bebo perspective actually
intentionally designed our smart contracts to not lock
any user funds ever
all our smart contract does is transfers funds from
well between the user
and a little quidity provider in one atomic transaction
those funds don't even go through the bwp settlement contract
and that means that literally
we never touch any of the user funds at all
and so that is a
from the kind of Blockchain security perspective that's
a very safe approach
just in terms of any potential attack vectors that
can be applied to it
so that's that
i mean i think in terms of ux obviously centralized exchanges
you know they progressed much more
then the d5 you know like in terms of is a fuse in terms of the
mobile kind of apps that they have and so on and so on forth
but i think d5 will catch up
and probably it's a matter of a couple of years
until we get to that same point
a lot of things to be done but you know with
the user feedback and you know people kind of working on it
in the industry i think we'll achieve that
but one kind of other thing that i want to add is the
difficulty open boarding
personally i i don't know about you guys but like when i
someone ask me like oh you know like i have
bitcoin on this exchange where should i put it
i kind of usually say well put it on defy
and then they ask me how and then i'm like oh
okay like it's quite difficult to explain but you like to
you know do you want to jump on
a video conference or something
and i'll spend half an hour with you on boarding you into defy
and i think we all have been in those creations
and you know we'll know that this is kind of the biggest hurdle
so

you know we have
a bit more kind of like midterm plans to address this problem
but right now we're focusing on
people like you guys who are already defy users
yeah that's perfect

好呢刚才

这个卡地亚就系统的聊了一下关于
去中化交易所和中心化交易平
他们之间的差别
以及呢各有不足
他这个聊的就比较客观一点对吧
他他首先提到就是这个中心化交易所
他最缺乏的是啥
是透明性

呃因为他整个是个黑箱的概念
你是看不到的
你能看到一个操作界面对
吧甚至你的币可能里边都是数字
这个是不好讲的

那他举举到一个非常极端例子
就是我们前一段
可能让某些人蒙受损失的
包括我的这个FTX对吧
他倒了

那你是不得不信任他们的对吧
如果你要在这个中心化交易平台上
去进行交易
你是没有办法的

你一定要选择信任他们
呃其实这有点被绑上战车的概念是吧
不管这个公司有多少人
他的这个制度是不是健全
你要在这交易其实你是把自己的这个
呃财政大权是拱手让给别人去掌管的
那么但是在这个区中心化交易所里面
那你首当其冲的

要点就是

你可以完全控制自己的资金
但是这里面还有一个风险就是你
如果遭受了这个黑客的攻击
那他还是有
很大的资金损失的这个概率的
而且这里面呢

他去中信化跟中信化我们也知道
有的时候赔付起来可能也没那么

也没那么容易
呃另外呢就是
中心化交易所呢
他本身现在做的比较成熟
因为他们很多是脱胎一外不二的概念
对吧搭载了那个外不三的交易平台
所以他们在这个各方各面的
这个APP上
是发展的很快的
你比如说你手机上
你已经可能装了五六个这个
这个Dax了
但是你可能只装了一个Uni的这个sex
对吧你可能只装了一款
这个区中文化教育所的
这个
我是不是说反了
反正大家明白我的意思就可以了
但是这个事也很快
这个戴克斯他们也会
很快的就是开去啊会很快迎头赶上
会开发多个终端吧
让用户用起来更加方便
另外呢就是戴克斯这方面
他们的研发
还有他们的会议啊各方面呢
呃都相对要便利一些
就是他们的人员投入啊各方面
相对于这个中心化交易所来说呢
呃人力调用也是比较少的
就是人力成本节省是比较高的
呃如果是Dex为大家就是做的
安全性有有足够保证的话呢
那其实他是对我个人而言
我说我是我的首选是我的首选
因为你区块链的本质精神就是
你掌管你的私要对吧
你掌管你自己的资金
然后没有任何第三方可以去触碰到你
对吧这个BBOB他刚才也提到了
所有的这些资金都是安全的
好那大概就是这样
其实这个问题
呃隐含的另一个概念就是
所有的从事的这个

呃区镇化交易所的他们都是
怎么说呢就是更具有去锻炼精神的人
他们也无限的看好
这个代码为王的这个概念
然后呢大概就是这么一个整体的
呃现状吧就是sex and dex
好那我们我们来下一个问题来

hello

hello hello苏苏老师请讲

呃hello hello

嗯b pop这个所见即所得的功能

我个人还是蛮喜欢

也一直在用

所以作为社区的一份子

也一直很关心BPOP的发展

所以想问一下卡地亚就是呃

您觉得目前BPOP面临最大挑战是什么

就是是否计划与社区一起去

解解决这些困难谢谢

okay okay thank you

um

but i think this question not for cartier i think it's for nick

is something about the community

so the the

the question is what the biggest challenge

you are currently facing

so do you plan to those

those these obstacles together with the community

or do you already have a solution

please i think that's something about the community

yeah uh huh

yeah huh hey um

对这个问题就是关键community um就是说

啊说暂时我们现在有不同的活动

就是跟我们的community一起做

比如说NOOKS

啊就可以拿的是NFT或者是pop或者说

呃or跟我们一起做活动

basin啊就是unchain的任务啊

去拿到这个违章

违章就是一个north the Badge

那那些north the Badge就是不不可以啊

去transfer

或者是不可以在open c或者是blue啊

买卖

说我们就是觉得我们的社区啊
成员就是可以有赚到这些有点特别的
有意义的啊
beijers就是啊好像是NFT都可以
就是记录大家的成就
啊这些微账
还可以让我们就是举办不同的活动啊
就是啊有不同的合成时候
比如说d口味
就是我们我们最近有给了
有几个人啊就是我们的BBO mansion that
有帽子有衣服啊有不同的东西有给
啊就是不同的小小意思就是啊
让大家庆祝
让大家开心啊
so我们现在也有
跟不同的
就是不同victory的平台一起合作
就比如说guild或者是啊我
们之前有跟DJ score
或者是Crypto test一起啊
判呢
过后我们就是在给了他们白名单
就是有啊可以提早进入BBO
在我们白名单的时段
使用BBO给我们不同的意见
也可以赚到了啊
就是那个contributed the role
啊就是不同的啊意见给了不同
不同的意见
过后啊帮我们就是contribute了不同的啊
FIFA或者是不同的啊
帮就是帮我们的产品可以不同
呃进步我们的产品就我们就会可能啊
reporter他们
so yeah
啊啊感谢Nick啊
其实这个这个概念
我们刚开始认识这个
b Bob时候就是从低级SCAR开始的
就是他会根据
个人的地址进行一个评分
对吧你评分足够高了
我记得是200分
是多少就可以拿到这个BBOB

刚开始交易的白名单
呃很多人也
我们的社区很多人也拿到了这个
你们的这个gift对吧
这个这个t恤衫呀
文化衫呀还有帽子什么的
但是呃呃那个
我们其实关注的是更大的一个点
you know
not just a little gift just like a hat or a t shirt
we we want more you know what that means
哈哈
呃
比如说什么
what examples
no no不用一个jump
我只给你一个jump就可以了
呃do you have any plan of the airdrop
um
maybe you're not
okay
sorry yeah
yeah i mean i'm happy to pick it up no
we don't so we don't have a plan right
so we
as i mentioned
we really don't have a plan so do we consider
talking and do we talk about it
we do a little bit
because you know it's part of web three in general
but we've seen also that
tokens we think there are some
decent token models when where token
plays a role in the ecosystem
and there are situations where token is a little bit
you know less useful let's say
so i think we all like to receive airdrops and things like that
and it's clear why people ask
but
we
you know another pump and dump scheme
so as we think about it
we needed to make sense
so we have not made a decision on whether
we're gonna do it or not we're not

excluding it and we're not saying we're never gonna have it
but i'm also not rising right now to
say that we you know one hundred percent will so uh yeah
that's that's the reality of it okay

好那大家其实也听到哈哈
现在是没有这个计划的
呃但是我们知道就是在美国的企业
他出于合规的考虑
就是任何一个相方不能公开宣称
你要做这种空投计划
呃所以我们我是替大家请个愿
但是你们听到答案了
但是未来怎么样

你们你们你们也应该也懂对吧
这个真香定力大也逃不过
okay so Katia i got another

OK

稍等一下我有个问题我想问一下

就是BBO对于这个代
币对于项目的一个
这个催化剂的作用是怎样
怎么怎么理解的
或者说就是呃

你们是否觉得呃
是否认为代币会
对对于一个项目会有一个
相比外表有有有更多的好处呢
yeah

that's a good questions so a lot of people think the the token
or the token nation just like a catalyst to the
development of the protoco

so what do you think

token is the catalyst for developing
for developing a protocol i think it is in some ways so
for example

token some projects

lead with token and start with token because it allows them to
you know to would strap their funding
to attract partners

by giving grants in their token and things like that right
and i think for those educations it's great that those
opportunities exist

we were lucky to be able to get the investment from
winter mute as a discuss and so yeah and so
you know we did we weren't in this creation that okay

we we must do talk and they want right so that's one
second thing is that some
protocols cannot operate without a token ethereum
as an ecosystem cannot operate without a token
and it has a very very clear
role in that right so for sure
and then there are you know other projects that
you know there are
very different use of use of tokens and we we're definitely
researching them and we're considering them potentially
but
it's not it's not like you cannot uh
operate a successful project without a token so i'm just gonna
call out a few names so think about metamask right
metamask is a
wallet that you know probably everyone
has used at least once you know like
there are a lot of tokens on the market right
oh sorry there are a lot of
wallets on the market right now but i mean we've all
either are using or use matamas great
and it doesn't have a token
it has
and it's been out there for years and years and years right
and we still use it and you know we
kind of it's a Luke jet valid popular product
um thinking about
um other products that i personally use or like uh for example
um i like zirian bullet i like zapper
um as a dfi dashboard uh product you know
night of them
uh have a token and they have been there for years as well
and i think they're very solid
great products out there
i think there was
some token drama with defi Lama which is another wonderful
place in for many things defi
and again right
they don't have a token
i'm not
i don't know where those projects are planning to have a talk
i'm not commenting on this
i'm just commenting that at this time they don't have it right
are they great products do they make our defy life better
we have three life better

i think they do
so it's
it can be a bonus it can be
it can be a great thing of insert intuitions
but it doesn't mean that the project cannot
be successful and thrived without a token
or at least without a token for a period of time
yeah

yeah that is

好那刚才

刚才这个温老师提到

关于TOKEN作为催化剂的作用

其实那个卡地亚他是认可的

但是他说了一个in some way

就在某些程度上他确实可以

比如说能迅速的聚拢到资金对吧

你能拿到钱对吧

你的头可能在市场上变现

另外呢

你也可以吸引很多的这种合作伙伴来

啊还有用户这都没有问题的

但是他们已经有了冬季了对吧

他们已经有了投资款了就是

那我从这个口气里边

我认为他们团队应该是目前

就是资金是比较充裕的

不需要发行头垦来

还要准备合规啊

等等一系列的麻烦事来去筹则资金

另外他刚才也提了很多事情

那其中最著名的就是

几个返利都要Matamask Zapper

还有这个Diva Lama

这些呢

都是具有巨大盈利能力的这个Protogo

你像这个Matamask它本身

他每年大概有

是one billion的营收还是还是

还是one hundred million啊

不知道大哪

哪个小伙伴可以帮我求证一下

就是他他不需要

为什么不需要发币呢

因为不差钱

就是我大量的

大量的营收就在这摆着呢
我完全没必要去
干一些就是给自己添麻烦的事情
对吧包括Zeper这种
还有做资讯的这个的法拉吗等等
所以这个TOKEN是不是必要的呢
要看项目
他在某些程度上可能有用的
但是你本身如果不差钱的话
而且又专注于研发的话
那这个发TOKEN可能不是
一个很迫切的事情
大概是这么一个概念
我不知道这个答案能不能让
让外林老师满意

OK卡地亚i had a uh a personal question for you
i know uh you guys just uh has a
built a a deeply relationship with nooks and
actually you're the biggest part of the nooks
and i'm a big fan of nooks and the concept of sbt
i claimed so many sbt in nooks platform actually i i am the
the fifth one address in the Dune dashboard um
but i want to know does this
sbt will get more reward in the non sofa future
just like rabbit hole you know
i spend a lot of guys on rabbit holes
and get a several
sbts this cannot be transferred and cannot be
treated but i got airdrop of the length particle profile so
i can get some money back so does any
when any protocol have any chance to airdrop some other rewards
based on the expertise of a
big Bob
hello katian
oh sorry i'm talking about mutes
yeah i was saying that it's great to find out that you are
you are the top in the top 5 of nook sponge folders and yes
so basically i came across nooks actually
by chance somewhere on discord
and i quite like the approach
and i'm a big fan of games and in game achievements and
we thought that it would be nice to
celebrate some achievements with those budgets
we also ask nukes to move to
well to also expand to polygon because yes

gas can be quite expensive and it's just a general problem
so kind of our idea was obviously not to get people to say
to you know spend money on gas
now how do we think about those bad those things
a little bit different from quests
because i think
there are a lot of quests platforms that like you know
you know you need to go and do something and
and and get something in the return we kind of make our
achievements a little bit more like milestones to celebrate
and they a little bit
like hearted we don't really attach
we have never attached they specific rewards
to any individual achievements
outside of some titles that we give
to users right so for example
if you
have a particular
particular
achievement or set of achievements
ah you can get a title and then when you connect your wallet
you can which you can see in the square
then you can also connect when you connect your wallet to
be bop you will see
you are like hey you are like o g trader or something right
and then you you kind of you always have this video
however we
also think that
it's nice to like when we have some perks to share
when we have some interesting
activities or other benefits to
give
those
achievements can be one of the ways to do it so for example
we have partnered with ziran
which
is obviously a wallet
and we actually have extended the
sort of the open white list for
the zurian browser extension
that's quite difficult to get access to otherwise so far
to some of our
kind of nooks budget holders right so
i think we will kind of keep doing that and we'll keep
using um those achievements as a criteria for different things

uh in the future um
i can't talk about the air drop
because it just kind of explains
our situation with
uh
kind of how we're thinking about the talking
so uh but yes you know like they are
like i wouldn't say
that you know we never we never
like if we want to communicate better
okay if you get this badge
you gotta get something we will communicate at that time
but generally
we like kind of
people to claim those different budes
because they kind of they they're collecting
they're collecting their achievements across chain you know
like you did it
because i guess you know you did claim a lot of them for sure
yeah yeah dumbly
like i climbed a few as well
personally
when i was like oh
we're looking at it and you know things like oh in gaspender or
you know ethere amuser since whatever here
you know those kind of things i know that you know
fatalic is not gonna give me a summer drop
because of that
but i kind of wants to come with the budge
yeah i'm a tremendous gas fan you know yeah yeah
we're looking forward to the rebirth from other protocols
maybe yeah thank you
好那那OK thank you
刚才
我是个人问了那个卡地亚一个问题
因为他们跟那这个诺
克斯大家可能听说过
是一个韩国的这个项目
就是他主要是主打s
b t的这么一个平台
然后他很像那个DJ score就是DJ score
他是给你具体的分是吧
然后用那个分来评级
然后Norx是给你一个SBT的这个徽章
刚才那个Nick也提到了

呃那他们是深度合作的
其实你翻一翻
如果大家有深度交付Norx的
你会发现
b Bob跟Norx
他们是应该是最大的合作方
他上了不断的会上新这个BBOX的活动
而我基本上都会参加
我在这个Noxar claim了大量的徽章
那其实这个SBD我们都知道不能转让
你甚至也不能转移对吧
你也不能交易
那这个东西它是一种荣耀一种荣誉
一种credit的
在你的钱包里面
呃之前兔子洞的第一版
所有人都应该知道我
我敢保证所有人都应该知道他做
走的是SBT的这个蛛网的这种模式
但是其他的相方呢
会针对这种模式进行空投
他会认为
你交互了这个兔子洞以后呢
兔子洞本身
他的平台
选选项目的这个眼光是比较高的
然后呢
你交互互动你本身是个优质用户
OK那我在全网去领选优质用户的时候
那互动你是帮我做这个工作了
我就直接空投给这些SBD的拥有者
那我想知道的就是
b Bob
会会不会后续有这样的相关的赋能
那卡地亚提到的就是
首先他提到这种徽章的作用对吧
嗯
对你这个个人钱包的地址的一个加持
这我就不聊了
第二呢就是他们提到了
后来的一个一个一个变化
就是他之前诺克斯纸上蛛网
呃后来就是从b Bob跟他们合作之后呢
主网也有
后来又上了一个Polo感上的一个相

相关的这种
交互的这个徽章
这样呢可以把gas降低一些
但是我个人而言我还是希望全上诸网
就是逼格会高吗
呃他提到了直接的赋能
就是你要在我的disco的里面
在我的社区里面
你会获得各种各样的OG啊
什么各种各样的身份
呃未来可能还有
其他的这种相方的白单啊
就像他们刚开始因为低均SCO
的评分而被获得白单一样
那可能是这样
至于其他的这个就不好说是吧
你要等其他的相方
其实这是一个赛道赛道兴衰的问题呢
如果SPT的概念起来之后
那其他项方会认可这个概念
他就会给予空投对吧
把它作为一个优质地址的这个筛选
标准而拿出来进行使用
那这是可能是未来这是后话了
这是我个人的一个问题
好那下边的问题
咱们咱们更多的了解一下社区吧
因为咱们
问了很多这个问题是关于产品的
还有未来发展的
呃我们也听到了这个
Nick的这个Mandarin是非常好的
他完全交流没有问题
那大家可以关于社区的问题
跟Nick好好聊一下
好吧Nick
好可以谢谢
OK好那大家有没有社区的问题
hello哎
hello hello
啊
谢谢老师
刚才哇0也问了
问到关于偷窥的问题
然后他这边就是提到可能是matemas的

对吧好多其实是
呃没有发行偷窥呢
但是他们以自己有很大的这种营运的
啊营运的能力
其实我们看小狐狸钱包
他本身我们很多人
都是Mate mask的用户对吧
但是可能我们并不关注他的DC啊
电报啊什么推特
甚至都没有关注
但其实我们
所有整个加密世界的人
都更上他那个社区
那那我其实想问就是
那个b Bo怎么看待社区这个问题
就是你们打算自己在整个BBOX
这个项目的成长进化的过程当中啊
觉得
这个社区是扮演一个什么样的角色
你们
就是打算怎么样去构建这么一个社区
对啊
好可以啊
就是现在我们看我们的社区
啊我们的社区
当然
自从白名单的时候就是帮了我们很多
啊市场的产品给我我们的很
多很多的意见还有不同的反应
真的对我们的产品
啊发展真的有很多的帮助
那又是那些有帮vivo产品有贡献
或者是帮marketing的人
就是在Twitter做trail
还是做不同的memes啊
不同的design content就是帮我们share出去
做marketing
都拿了不同的啊
就是contributed的角色啊
我刚才也是有讲了他们有啊
也拿到了不同的b both啊
说现在如果啊
我们暂时还没有
不是说有活动不同的活动
但是啊比如说这个星期我们刚和Zero

就是Zero就是一个新的wall啊
好像是跟malamas一样
说现在Zero就是啊还在白名
白名单的时候也是刚launch的时候
那如果在b box community
你们有拿到不同的badges啊
就是有名道不同的SBT啊
就可以进入白名单啊
使用下Zero就是
说这个就是其中一个不同的活动
是我们啊
跟不同的在放不同的平台一起合作
让我们的community就是使用下
有新的不同的product
或者是有啊有新的access
就是使用我们的产品
因为呃有时候我们
在做Beta testing的时候有有新的feature
我们是不会呃就是公控
在在public就是launch给public
我们是会给
disability test us啊
就是我们的community一起做啊
就是看看那个产品有什么问题
就是要改什么
要怎样进步
before我们就是launch给那个public
so
现在我们要就是要focus eye啊
有很多不同的
development刚才看起来有mention啊
就是有讲我们啊
那下下几个月就是有很多不同的啊
update才有不同的release就是可以改变
很多啊方面
比如说我们的liquidity
还是我们不同的啊
TOKEN就是可以交易的很多的不同的TOKEN
那那些当然也是有会有不同的活动啊
community activity或者是marketing
就是有联络到啊
我们的社区人员就是可以啊
给他们的好处就是可以给他们试下
我们的新产品
过后就是给他们一个好一点的产品

给他给大家使用
不懂有没有达到那个问题
但是啊我就是要啊
我们的community就是这样子
看着就是我们
就是啊很期待的
要看我们的肯德基怎样
对我们的产品有什么反应
然后怎么怎样进步
因为
我们的产品就是跟着我们的肯德
基的反应
会有不同的评论
就是一起进一起改变一起进步
作为一个很好的产品给大家用
你们你们后面会考虑上什么JK
think之类的吗
啊不要是可以再问多一次吗听不到
哎哈喽听到了吗hello yeah
yeah听到了OK
哎对你们这边后面会考虑上jiki sync
其他的一些练吗
啊暂时就是有三个人就是一代啊
iterium polygoon还有Abitram啊
当然啊木兰我们会啊
不在不同的连接上上发展
但是这几个月暂暂时是我们的book
就是要增加我们的liquidity
还有我们的头梗
啊parent就是呀就是啊focus啊
在那些当然是
有可能下明下几
个月年尾或者是年头
明年我们会呀一定会增加不懂的啊
chance呀
了解了好的谢谢谢谢
对其实用户还是挺希望这个
b Bob能支持一下这个Vicky think
这个这条链子
然后因为它热度比较高嘛
确实大家也都在
都在交互都在积极的使用它
好那咱们期待一下可能再过几个月吧
因为这这已经到下半年了
可能很快

这边官方就会安排相关事宜
好还有别的别的老师吗
我们再来一个问题就可以就进行AMA
我们再稍微回答一下差不多了
关于社区啊产品啊都可以
哎这样我有个问题就是呃这样
主持人可以先让着这个
观众先上
开始申请那个麦了
然后我这边先问问个问题
呃就是说
因为我们知道过呃BBOX
它的那个字呃
自行词是来自于这个wait Mut
那能不能理解为呃
wait呃这个自信词里面的代币都是
wait wait的磁场呢
uh yeah暂时是对
但是将来我们哈
有当我们launch就是in the people version啊
就是要我们
将来的目的就是要跟不同的Macmaker
还有liquidity provide
一起合作
就就是就是
不只是要靠winterme
就是可以跟不同的呃
Macmaker一起合作给大家好一点的价
价钱不同的TOKEN就是呃
也给大家方便一点
所以你们你们
其实有点跟那个哈士flow有点像对吧
哈士flow也是以一个确定的价格
然后然后就是
也是有做微商来提供流动性这样子
um哇这个我给
yeah that tell me what did you say
oh sorry what i did on her
i was gonna say that lejana to answer
so he was asking like if we are the same with
um hash flow
if we have any what was the difference between us and happened
oh
yeah
yeah sure sure um so um great great question so

uh you guys know how hash flow works a very similar approach
uh basically uh uh huh
uh huh flow receives
um quotes from private market makers and then um
it's it's a similar
similar very similar model to what we have today so
the differences that we have are the following that way aware of
first of all their smart contract is not open source
so we don't know how it works right i'm sure
you know they ordered it and all the sort of stuff
but we believe that it's defied by spirit and also
in the interest of security those
contracts should be
open source and open fiber one to
you know towards it and to
you know raise any
you know anything when relevant right so
this is number one so number two
as as you guys know
we introduced the multitoken swaps
who are the first ones to do that and we
you know again
save your time save your gas quite a lot of gas
for multitaken swaps something that hashtag kinda do
and most Texas kind of do at all
finally and i think that is quite
i didn't know that for a while
but as i was researching
i realized that in hashflow you cannot actually
trade any token for any token like for example
you can't come in and trade
i don't know blur for
unique for example so
i'm not quite sure why that is
but if you go and you trade like some tokens
that are not you know used ToC or
btc e things like that
you really have to go through
another token
and that is something that's
yeah it's quite surprising to me
and i think it's kind of like maybe not ideal
so on b Bob you can really trade
you know over the tokens of a support
you can really trade in your token for any token

or any multiple tokens in chilan
or any token into multiple tokens
and that is i think
it just kind of shows that when we design
when we do technical design for our platform
we
really look at it as from why the use case perspective
and yeah so that's those are the differences today
and we are
working as i mentioned on kind of our sort of next gen system
that will expand massively on that even further
but that's in the future and you know well
we'll tell you about that later

你介意翻译一下不

因为里面有很多比较专业性东西

啊可以啊

就是刚才卡铁说

的比以往更hash flow的不同的啊

特点就是hash flow就是暂时是他们的啊

contract就是不是open sauce

就是意思

它不是公开给大家可以看到的

那我们b Bob的stop smart contract

就是可以跟公开啊

是公开在啊

不同的好像是e的scan或者是2B scan

就可以看到

我们的b box smart country

就是可以给大家看

也可以啊

我们的smart country也有被不同的公式做

Audit就是security

那是那方面就是有好一点啊

跟我们还说的就是不是很清楚

因为呢他们的small corner不是open sauce啊

那过后呢

呃hash flow

他们的TOKEN swap

就比如说你要swap uh USD

blur TOKEN跟Uni to梗

那如果你要交易这两个to梗的话

就不可以

直直接的啊

就是交易给啊Uni

意思说你就是要做两个存在选

就是blood就换换去USDC
过后就转回给啊Uni
所以那方面就要做两个存在选
但是在BBO那方面呢
就一个存在选就够了
就是从blood你加回去Uni
过后
啊b Bob也是由
啊一对多或者是多对一的交易方面啊
那个就是我们的特别啊
你可以做一堆
比如说USDC你会换取几个TOKEN
比如说是啊blood
因为你还是还是be Bitcoin
那一个transaction就可以交易了
玩那些呢TOKEN
啊那就是我们的啊最大的分别但是
跟我们的liquidity
比如说啊我们都是跟private
Magamaga
比如说wintermeal还是不懂得Magamaga一起
啊拿liquidity过后做啊
就是跟RFQ的met
就是啊帮我们的啊
给大家交
交易的价钱就是你看到的价钱
就是你交易到的啊
头根what you get what you see is what you get
就是那个意思啊
好那跟哈弗罗还是有本质性的区别的
就是其中开源那一点
我就还是比较赞同BBOP他们这种做法
另外他们说到底啊
主打的还是这种确定的价格对吧
所见所得的价格
另外就是省时省力省钱
好那咱们咱们随意聊吧
因为我们主要的这个产品特性啊还有
未来的发展规划也知道了
那么可能我们还要再等一等对吧
等更多的这种新的特性上线
更多的交易对
然后
更好的这种产品体验
嗯大家可以随意提问

我们下面就没有这个
固定的这种这种结构了
我们随意聊一聊关于未来
好吧
关于想知道的社区的一切都可以
咱们的咱们的听众
有想上麦的也可以随时上麦
直接举手就可以
或者老师们嘉宾们有什么问题
就感觉那个做智商冬季还挺看好待
这边的看
我看最近又投了一个另外一个
这个这啊这个b Bob其实是孵化的对吧
孵化的
对他是给他们提供了叫什么
卡天亚说叫orange the fund
给他们提供了
最原始的这种启动资金
嗯然后也也给他们投资了
而且他而且他价格主要就是
就是冬季给他们做事吗
提供流动性
对
这个这个很关键就是我就一直觉得
我一直觉得这是不是冬季自己搞的
哈哈
这一点很赞
其实你看这种项目就是深耕类的项目
大家其实不用着急
我感觉是
其实我唯一唯一有一点点惋惜的就是
他们太沉得住气了
BBO不太沉得住气了没有着急把这个
也把这个链给上了
你像很多相方都在去追这个热度
然后去给自己拿更多的份额
吸引更多的流量
如果有这点的话真的BBO我会经常去
去刷的更频繁一些吧
对他现在大家整个市场这么穷
主要其实还是交互的人对吧
交互的人
像RB创的这种
发了b之后就没什么人
都没什么人用了

TMX这种都没有什么人用了
然后大家其实都冲着交互去的
那这个时候你如果是上早一点上那个
这个性格对吧
包括后面其他那些练其实就会获
社区方面也会获得一些新的人进来
这个还是对对项目我觉得还是挺好的
哎我想问一下BBOY两位
呃对下一个牛四有没有什么期待啊
um哈哈
对我来说我不知道你是是几时回来
嗯但是我们可以啊问一下Cardia
可以啊i'm Cardia
they're asking what are your thoughts about the boom market
Max boom market
if you would like to answer that
i was a couple like in the last couple of days now
experience that quite a bit i
yeah now i don't think i want to predict the next wool market
for sure
but
i think
you know i think
we also need you know someone who works in this space
i think it's okay also to get a bit of a rest from it
you know at least we in the last
you know months we've been
kind of
sideways right and
you know we live through a lot of massive massive drama
and crypton didn't go to zero
which which for me personally is already a great sign
so when it happens
i don't know but obviously
because we're building bebop and we believe that
it's something that people more
and more people want to do trade
and define
we just believe in this market in general so
yeah we're optimistic
啊这卡天亚的发言是一个
是一个是一个很典型的这个怎么说呢
是一个协议的这个这个
核心成员的一个发言
你知道吧

他不像不像普通用户一样我们会
会针对下一个牛市有大的期待啊
或者是会会怎么样去
他是从这个社区建
从这个产品建设方面来讲呢
对吧要很多这种协议会归零啊
但是他们肯定会持续升更
呃其实牛熊交替
我个人我个人看法
对于这种相方来而言
是没有什么大差别的
他们你反正牛也是做事
熊也是做事
然后对于那些就是明确
呃要拿这个TOKEN去
PUA的这个相方
他们可能是差别比较大一些对吧
他们要找准这个风口
然后把价格推起来
但是对于这种就是愿意生根
不急躁的相
方来说
牛和熊的转换没有什么大的差别
没有什么大的差别
因为他们就是在做项目
知道吧就不像不像这个
很多的散户像我们一样啊
去为了就是要要要挣一个
暴力的钱
大概是个概念
好那咱们今天大致的这个
问题都在这里了
然后来的晚的小伙伴
回来可以听一下我们录音
然后b Bob
这是我们
我们都耳熟能详的一个协议
他后续的社区啊
刚才我们的这个社区manager
Nick也提到了
后续还有更多的活动在里面对吧
大家拿到徽章的话
也可以参加一些这个贝塔板内测啊
去获得其他的奖励
那么再多的赋能呢

就要看呢
后续市场的发展
和这个b方本身协议的这个迭代了
好那今天我们就到这里吧
感谢各位啊
因为今天是中国的一个传统节日
还有一些小伙伴在坚持在在学习
很棒很棒
好谢谢你们谢谢你们
好的呀谢谢谢谢大家好
好OK thank you Kadia thank you
yep you're welcome
good questions
yeah so
very good questions
please feel free to you know messages i'll be bop
on the score dex account or myself a nick
yeah kind of come check out b Bob and
yeah happy to hear your feedback any more questions and
welcome you in the
b Bob farm as we call our community
那我们感谢大家啊
听我们的
我们的AMA过后啊
就是欢迎大家进入我们的b Bob Disco啊
有什么问题有什么要问
可以联络我们
可以私下我们的产品给我们意见
也可以跟我们讨论下有什么可以进步
那我们就是很期待的
可以看你们在我们的我们的community
里面了谢谢大家
好的感谢感谢