

Bryan: Creamy

Tim: it's good

Bryan: it's very good it's got a nice bite to it. It's dark, it's fantastic.

Tim: Yeah. Thanks for meeting me it's been a while

Bryan: Yeah, it has been a while. I got to tell you I had an interesting conversation with the client the other day and you know they were really you know trying to figure out how to how to start reporting on their business. The business is grown and it's really not a traditional business. They've got some real nuances that kind of make it hard for sort of conventional systems just to sort of plug in and play and they really are kind of confronted with how do they report, how do they get their information, and how do they structure their business for growth and it's just kind of at this roadblock

Tim: So of course you know we've had organizations that approach them from a custom perspective

Bryan: mm-hmm

Tim: you know some of the challenges with developing custom software while we do it often

Bryan: yeah I think yeah I think for them, and I and I had that conversation. I think they're just a little concerned about you know how do we construct a timeline, how do we kind of control it from going all over the place

Tim: Well and sustaining, so sustaining custom software is expensive over time

Bryan: can be expensive

Tim: You know really what I would suggest they do is have they thought about a framework you know a development framework?

Bryan: you know so so they hadn't. I had sort of suggested maybe we could find something and form a framework perspective

Tim: Well I'll tell you what I like about it. So we're you know, as you know we do with a lot of work with the Acumatica development framework

Bryan: absolutely

Tim: kind of a core ERP with a development layer on top of it and some of the really nice things by approaching it with a framework. First you have that layer of adaptability

Bryan: oh, can I have?

Tim: go ahead, yep, so by, by one, investing in a framework that's adaptable

Bryan: mm-hmm

Tim: we certainly have the ability to tailor the product to meet that unique business needs so things like the user interface layer

Bryan: yep

Tim: business logic layer

Bryan: right

Tim: system integration layer so other systems they didn't intergrate with so the first thing we focus on is just how do we adapt

Bryan: mm-hmm

Tim: the software to meet their business needs but when we do that we always want to keep in mind what I call sustainability

Bryan: yep

Tim: So there's keys when you start looking at sustainability. Things like you know, when you invest you know custom software investments you're often thinking about the business logic. You're rarely thinking about the things that are required to sustain that software

Bryan: Across generations, right?

Tim: yeah so by that I mean well what's our you know device independence strategy

Bryan: right that's a great point

Tim: can we run it on an iPad or a surface tablet, can we run it on our phones? Certainly we'll run on our desktops. People rarely think about how we sustain software by the you know evolution of devices over time

Bryan: yeah

Tim: Security. You know, how do, what's the security strategy? A mobility strategy of search and reporting strategy

Bryan: and all these things kind of upgrade over time as technologies evolve if you're using a base framework

Tim: that's so that's the great thing with a framework. We inherit all of those features of software development

Bryan: That's a great word, inherit yeah

Tim: yeah

Bryan: excellent

Tim: and then the last thing I'd look for whenever you start looking at you know a framework is how familiar is that framework? So the familiarity of the toolset; Acumatica - XRP development framework

Bryan: yeah

Tim: dotnet. so it's entirely...

Bryan: it's a lot of people can work on it

Tim: primarily c-sharp code

Bryan: yep

Tim: typically the users, developers are working in the visual studio so again they're familiar with that as you mentioned. Very broad resource pool available to pull into a system with that. You know so when I look at custom software, unique business needs, immediately my mind goes toward using a framework instead

Bryan: so it sounds like a modern way to develop really

Tim: and I think that's the best way to describe it. It's a modern development environment but we call it the modern ERP correct

Bryan: so so let me take a look at this so really what I need to be talking to them about is a framework and what that's going to give them is it's going to give them you know the ability to adapt it to their unique business requirements

Tim: that's right adaptable

Bryan: we're gonna have a sort of a baseline from sustainability perspective

Tim: yeah

Bryan: so that it's going to evolve as technology evolves so the under the under underpinnings of the system will move forward evolutionary

Tim: that's right

Bryan: and then it needs to be familiar so that we're not kind of dealing with sort of a white elephant that no one knows how to fix or deal with. This is something that's kind of mainstream tools where there's a lot of resources who can come in and actually help long term on this system and if we do that we're gonna we're going to put the client in the place where they have something that will evolve with their business and they're gonna be happy with you know for years and years and years

Tim: you've got it

Bryan: Oh excellent

Tim: in your word, modern ERP which means they're gonna differ eight differentiate themselves from the you know the rest of their competitors

Bryan: Awesome. So new business, competitive advantage. Another beer.

Tim: Another beer

Both: Cheers

