

# 2022.03.31 DT Board Meeting

## Attendees:

@ Sean Griffin @ Roger V Coleman @ Lee dePalo @ Taran Nicholas @ Carlos Torres Brian Flood, Rich Serino, David Wild, Stephen Clark, Nivi Achanta, Danny Zaragoza, @ Michael Colanti

## Agenda:

1. Presentation of Slide Deck
  - a. Key Updates:
    - i. Certified B Corps - tax benefits in certain states/cities; overall score of 95; recognizes efforts of DT on sustainability, remote org, employee wellness
    - ii. Updated branding - waiting on trademark for new "d" w/ hurricane symbol
      1. Release in May w/ DICE 2.0
    - iii. Northview Weather Acquisition
      1. Brought 3 new customers w/ added revenue to DT
      2. Patents acquired
      3. New Chief Science Officer - Jay Shafer
      4. Note: Danny requesting additional information re: Northview as a selling point to clients/customers; Sean requests meeting to be set w/ Jay Shafer to further explain their technology and benefit to DT board
      5. Crawl, Walk, Run:
        - a. Crawl: moving contracts to DT
        - b. Walk: figuring out integration between technologies of Northview/DT
        - c. Run: switching out of Google Cloud into Azure and then bringing technology to various regions
    - iv. Company Values:
      1. People First
      2. Community Commitment
      3. Intellectual Curiosity
    - v. Transition to DICE 2.0:
      1. Board members can reach out to Renessa for demo of upgrade
      2. Upgrades: event monitoring, notifications, system captures/logs activities
      3. Note: met w/ Florida Director of Emergency w/ take away of creating platform to provide emergency mgmt software for all 67 counties; more to come
    - vi. Hiring:
      1. Introduction of new team members
      2. Front End Engineers/DevOps: interviews in process
      3. QA/QC Engineer: Emily Lu - offered sent today (3/31/22)
    - vii. Conferences: see slide
      1. Carlos: suggestion to look at different AGA/APPA national level conferences
      2. Nivi: how can our platform be used outside of oil and gas; being proactive to prevent disasters instead of reactive
    - viii. Announcement: BP wanting to take DT to UK for being their world provider
    - ix. New Partners: see slide
      1. NJ Resources - Nicole Frank's partnership
      2. VATC - brings additional technology (EPIC) and revenue to DT
      3. WSP - out of close to 200 companies, DT was 1 of 4 selected
      4. LSN - specialty is procurement
      5. Amentum - multiple industries aligning w/ DT's mission and other partners
    - x. Engagement w/ Senior Leaders: see slide
    - xi. Request: for 1 pager sales brochure; coming w/ DICE 2.0
    - xii. Financials: see slide
    - xiii. Clients & Contracts: see slide
    - xiv. Pipeline: see slide and be mindful of updated opportunity w/ State of FL and opp w/ BP UK team to go worldwide w/ platform for exercises
    - xv. Q2 Highlights: See slide
      1. Microsoft Missions: looking to migrate from Amazon to DT to be sole provider for MS Missions
      2. Pricing: hired consultant to assist w/ pricing according to current product offerings w/ differentiation between federal and commercial to be competitive for us and clients
    - xvi. New Board Member/Investor website
  2. Discussion
    - a. Carlos: test DICE w/ customers to understand their usage
    - b. Michael: Business continuity plan needs to be priority in continued development
    - c. Sean:
      - i. Part of requirement by Microsoft is to have business continuity plan built from a compliance perspective to address growth across continents
      - ii. India team will set up automated pipeline
    - d. Taran: Resource management tool to come