

09:06



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online



Policies no one responded as a willing helper so i just did them all except 2 Aryeh did

08:24

Wed better. As I said, we need to discuss the split

08:28 ✓✓

Split for coders? For the 3rd time?

08:29

Codera, betking, in general

08:29 ✓✓

Rwm gets 8.5% for the use of its backend (Mobivate uses its own front end). If a route does not belong to Mobivate in my view is irrelevant as rwm offers nothing more than if the route did belong to Mobivate. Only issue is the price is low as its just the margin. So 8.5% is very small.

08:32

The right way to do it is to calculate the 8.5% on the margin plus Mobivates cost for that destination on one of mbvta routes

08:33



09:06

5G



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Rwm provides the platform.

08:33 ✓✓

8.5% doesn't work.

08:34 ✓✓

But instead to make life simple i  
said just split codere 50-50

08:34

50-50 of what?

08:34 ✓✓

Rwm provides the backend of the  
platform

08:34

Of the price on blender which is  
what mbvt charges the client

08:34

Of what?

08:35 ✓✓

Go look at codere price for  
Argentina

08:35

Thats what mbvt gets

08:35

We should have a call and discuss  
this

08:35



Its very straight forward

08:35



09:06

5G

< 3



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Not much to discuss but happy to

08:36

Cant u do Monday i am free all day  
or 6pm your time tomorrow

08:36

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~bradgish

Go look at codere price for Argentina

How? Where? What is the  
customer getting charged?

08:36 ✓✓

Ru sober?

08:37

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~bradgish

Ru sober?

Seriously?

08:37 ✓✓

We can discuss this on Tuesday

08:37 ✓✓

In this case codere gets charged  
more as its a dynamic message  
client

08:38

So they mark up

08:38

But Mobivate receives the price



09:07



< 3

✱ Connecting...

So they mark up 08:38

But Mobivate receives the price  
Argentina is set on blender

08:38

I don't care what mobivate  
recwives. This is rwm platform

08:38 ✓✓

Well Mobivate can't pay what it  
doesn't receive

08:39

It is a rwn platform and the deal is  
rwm gets 8.5% of Mobivate price

08:39

DM can't dictate rwm pricing

08:39 ✓✓

Luckily for rwm i am happy to pay  
more

08:39

DM can charge whatever they like

08:40

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~bradgish

It is a rwn platform and the deal is rwm  
gets 8.5% of Mobivate price



Probably time to discuss that too.  
Reasonably and without insults



08:47



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typing...



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~bradgish

It is a rwn platform and the deal is rwm gets 8.5% of Mobivate price

Probably time to discuss that too.  
Reasonably and without insults  
(sober?!)

08:40 ✓✓

They do on most of their messages

08:40

Mobivate is not paying 1/10000th  
of a % more

08:40

There is no discussion

08:41

Not open to the discussion

08:41

If rwm wants more mbvt will go  
elsewhere

08:41

That is firm

08:41

Go where? 08:42 ✓✓

For \$1.2m plus a year Mobivate will  
make a plan

08:42

Can hire 6 developers if need be

08:42





09:48



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I see 08:43 ✓✓

8.5% is already very steep 08:43

Thats a huge % of profit in many cases all of it 08:43

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Thats a huge % of profit in many cases all of it

Would you open mobivate books to show me that is the case? 08:44 ✓✓

It doesn't even decrease with volume 08:44

U can do the maths. U have access to the cost of every single message we send 08:45

And the revenue 08:45

As i said, we need to have a discussion. 08:46 ✓✓

What u don't see is how much mbvt has to pay mike john Aryeh liz etc to generate the revenue 08:46

