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Providing a Peer-to-peer Trust Network Platform, Aqqaint, Inc is enabling Friends, Family Members and Organizations to Securely Connect and extend that Trusted Reputation out to a Second Degree to Build a Larger Network to Exchange Goods, Services and Information

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CEOCFO: *Mr. Portlance, would you tell us the concept behind Aqqaint?*

Mr. Portlance: Aqqaint is providing our customers with a trust network, essentially allowing them to connect with friends, family members, and organizations that they trust, and then extending that trusted reputation out to a second degree so that it can create a larger network of individuals to exchange goods, services or information.

CEOCFO: *How does this contrast with what people are using today?*

Mr. Portlance: The difference is that right now if you go onto a platform like Craigslist or any of the popular peer-to-peer exchanges, they are connecting you with total strangers and it is all based on location. I will search for products that are within a certain distance of my house and anyone who is in that area may connect with me. There is really very little verification or validation being done to give me any sense of confidence that this is a trustworthy individual to do business with. What we try to do is create a layer of connectivity and mutual connections and remove all of the anonymity by creating those trusted connections through first, second, and third-degree connections.

CEOCFO: *If I am looking for a service and I cannot find one, how would Aqqaint help me in finding somebody that I do not know about, yet?*

Mr. Portlance: Essentially you would be able to come into the platform and then if you are looking for a plumber, you could type "plumbing" in search and you can see any of the recommendations of anyone who is in your first or second-degree network who has used a plumber and are recommending that plumber. You may even find first and second-degree connections of individuals who happen to be plumbers. You might know someone and they are in your trust network and one of their connections happen to be a plumber, and that is how we are keeping the reputation and the trust at the forefront and connecting you with your extended network.

CEOCFO: *How do you go about creating enough mass to start?*

Mr. Portlance: That is a huge challenge for any peer-to-peer marketplace, how to build a marketplace or get enough members to make it meaningful. While the platform does support individuals coming in and creating their own trust network, what we are finding is that there are already existing communities out there that want to offer this service to their groups. For example, we have a few churches who want to create a safe marketplace for their church members. We have a few universities who want to create a safe exchange for their students, so these will be essentially organizations that already have some inherent trust built in and some shared values that will be using our platform for their students and members.

CEOCFO: *How might this differ from other platforms available, let's say for university connections?*

Mr. Portlance: Some of these groups exist so there is nothing stopping someone from using Facebook groups for example. Their organization might have a group there and they can connect with each other. What we are focusing on is maintaining the transparency of the entire connection all the way through. The other thing we are doing is focusing on data privacy for all of our users so that is another area that we differ, in that we are adopting and somewhat exceeding the new legislation that is coming out of the EU and California for data protection. In addition to providing that trusted network, we are also earning our customers trust by ensuring that we are not going to be selling their data off to the highest bidder.

CEOCFO: *How do you get people to believe that today?*

Mr. Portlance: It is a challenge but instead of having users opt-out, you would have to opt-in to have your data shared. In creating our platform and policies, we are trying to drive that home. It is a marketing challenge obviously. There is a lot of bad taste out there and not a lot of trust left in tech companies doing the right thing with users' data, so hopefully it will just be through the connections that we build and earning that trust on a case-by-case basis and having it spread from there.

CEOCFO: *Do you feel that people are likely to trust something new?*

Mr. Portlance: Oh absolutely! We have had that essentially reiterated back to us in the conversations that we have been having with some of these communities who are saying that they are moving off of some of these bigger platforms because their trust has been broken and they do not want to expose their members to those types of practices. They are happy that they are hearing from us that one of our priorities is to protect their users' data. I think that is going to be the way we move into the future I believe, because the customers are starting to learn what "free" means, so they are starting to understand that their data is valuable and these companies have been basically exploiting that information, so now that that is coming into the light, I think users might be looking for something fresh.

"What Aqqaint is going to try to do with our trust platform is to really build some reputation capital behind these individuals that are on the network and have a meaningful way to extend your reputation out beyond your first and second-degree, and create trust connections even between strangers as we move forward. I think the fact that we are poised to address that challenge is meaningful."- Nick Portlance

CEOCFO: *Are you focused on a particular geography?*

Mr. Portlance: Right now we are focused on the United States. Most of our communities that we are working with are headquartered on the east coast but two of them are nationwide. They have members that are spread all over but they are headquartered here in the D.C. area, up to the northeast and all the way down to Florida.

CEOCFO: *How do people find Aqqaint and how are you reaching out?*

Mr. Portlance: Our app is available on both Apple Appstore and Google Playstore. It is available for both devices. We have information on our website which is www.aqqaint.com.

CEOCFO: *What are people looking for if they come to you, if they do not know your name?*

Mr. Portlance: We are advertising on some of the social media platforms primarily, so we have not done a ton of traditional marketing yet, but primarily Facebook, Twitter. We are trying to build somewhat organically through these communities again, so I think that is going to be the way that we can help groups, to provide the safest marketplace for their members and hopefully grow that way through their members starting to build their own trust networks outside of the organization. For anyone who wants to create their own trust network, they can hop on the app now and start inviting friends and build their own trust network that way.

CEOCFO: *I understand you are an Air Force veteran; what did you learn in the service that has helped you in your many business ventures?*

Mr. Portlance: My two cofounders and I were working for special operations command. I had gotten out of the service but still worked with the government and we met working on a project for them. We were building out and identifying ways to help the government and military identify some of the networks that are maybe doing more nefarious things. We learned how social networks organically grow and how trust is relayed across different organizations and groups. We had spent essentially a decade learning how some of these groups are using their resources and building these networks and we thought we could take what we had learned and build something positive out of that, that could keep people safe and let people build strong networks of trust for positive means.

CEOCFO: *What have you learned as Aqqaint has gone from development to user stage?*

Mr. Portlance: Initially we started out as a website and we thought we would get a website going and have our customers come on and do everything there, we learned that everything was going to mobile. Unless you have a mobile application, a lot of the younger members are not going to be using the service. We had to transition from the web platform to the mobile platform. The other thing that we learned was that it comes back to the trusting in these bigger platforms, it is really being eroded.

Our initial plan was have you be able to login and do certain things with leveraging some of these other platforms. We found that the people that we talk to were saying that they would rather have everything be separate from that, so that it is not linked to some of the bigger companies and they would keep everything autonomous with us and go that route. We had to switch that approach as well in terms of how we work with other companies. We decided to keep everything in-house in Aqqaint and keep all of our users' information protected.

CEO CFO: *Are you seeking funding, partnerships or investments, as you move forward?*

Mr. Portlance: We are. We just concluded our launch event this past weekend on May 3rd. It was kind of the culmination of our family and friend round. We just closed that round up and we are moving into seeking angel investment or a seed round to take us to the next level as we start to grow with these communities.

CEO CFO: *Why pay attention to Aqqaint?*

Mr. Portlance: I think that there is a real opportunity as the sharing economy has taken off and it is going to be something that continues to grow. Peer-to-peer trust is something that has yet to be tackled in a meaningful way. We are all starting to become more familiar with this concept of distributed trust with for example and Uber app and I just use a system of rating and reviews to decide whether or not somebody is trustworthy.

What Aqqaint is going to try to do with our trust platform is to really build some reputation capital behind these individuals that are on the network and have a meaningful way to extend your reputation out beyond your first and second-degree, and create trust connections even between strangers as we move forward. I think the fact that we are poised to address that challenge is meaningful.

CEO CFO: *Final thoughts?*

Mr. Portlance: I would like to encourage anyone to contact us on Facebook or through the website if they have questions, or if they have a group that would like to set up a private community on the platform. We hope people check us out.