

SAN ANTONIO, TEXAS

What we have built

35 records of work, from the origin of metro Ethernet to the software we ship today, each with the evidence named. Every figure in this set was checked against its source before it was printed.

<div>30+</div> <div>Years</div>	<div>2</div> <div>US patents</div>	<div>11</div> <div>Industries</div>	<div>35</div> <div>Records in this set</div>
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THE PRINCIPAL

- **Frank R. Robles.** The principal

CAREER RECORD

- **NanoSpace and Yipes.** The origin of metro Ethernet
- **Neopolitan Networks.** Metro Ethernet, colocation and managed networks
- **CityNAP.** Data centers and renewable power
- **OakStone Ventures.** Seed-stage investing
- **Operational Technologies.** Enterprise technology leadership
- **Austin Board of Realtors.** Member organizations and associations
- **DigitalTown.** Smart cities, fintech and acquisitions
- **Where it started.** Quality, testing and shipping

CLIENT ENGAGEMENTS

- **Air Force SBIR Phase II.** Defense and SBIR delivery
- **GateTracker.** Energy, industrial and physical security
- **VerifiedSAFE.** Healthcare and clinical operations
- **ClearFunds.** Financial technology and payments
- **At-home clinical testing.** Healthcare and clinical operations
- **Physician record review.** Healthcare and clinical operations
- **HIPAA training and certification.** Healthcare compliance
- **AI outbound voice.** Healthcare and AI
- **Airluum.** Consumer, mobile and AI
- **Wanderlust Campus.** Travel technology and design tooling
- **CarArt.** Regulated marketplaces and fractional ownership
- **WordPress to SaaS.** Legal technology for the travel trade
- **Tailorie.** Consumer, mobile and AI
- **FrugaList.** Consumer and mobile
- **SanityDesk.** Cloud, infrastructure and delivery
- **DigitalTown civic identity.** Blockchain and digital identity

PRODUCTS AND OWNED ASSETS

- **QuietWatcher.** Our own products
- **SPARC.** Defense, government and immersive training
- **Jarvis and RIALMS.** Artificial intelligence and automation
- **Sign42.** Legal technology
- **Got.Law.** Legal technology
- **ri-auth.** Identity and access
- **HeavyMail.** Secure data transfer

VENTURES

- **Jellybean.** Data rights and consent
- **IYA.AI.** Artificial intelligence and personal data
- **DepositGuard.** Consumer product

HOW TO READ A RECORD

Each record states the problem in the buyer's language, what was built, how it is built, how it was run, and what it produced. Where a client cannot be named, the record says what they are rather than who, and the work is described in full.

WHAT WE CAN START ON

Tell us which of these looks closest to your problem and we will send the two or three that actually bear on it, with the people who did the work on the call.

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THE PRINCIPAL

Frank R. Robles

Founder, CEO, CTO and COO across three decades of networks, data centers, software and operations. He originated the metro Ethernet carrier model and holds two US patents.

30+ Years building and running technology companies	2 US patents in data communication	\$291M Raised at the metro Ethernet carrier he co-founded	36,000 Miles of metro fiber Ethernet deployed
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Frank Robles has spent thirty years taking ideas other people called impossible and turning them into operating businesses. In 1998 he conceived of running metro communications over fiber with Ethernet, which became the metro Ethernet carrier model and a standard around the world. He co-founded the company that built it, raised capital for it, ran its operations and its treasury, and helped found the standards body that made it an industry.

Since then he has founded a carrier, a green data center and a consulting firm, run a seed fund, served as chief technology officer of a 3,600-person multinational, and led technology and operations at a legal marketplace and a public smart-cities company. Today he runs Robles Industries and GateTracker, and he still writes the core of what the firm builds.

COMPANIES FOUNDED AND LED

- **NanoSpace, renamed Yipes Communications.** Co-founder and CEO, 1995 to 2001. Brand-name customers including Amazon and Google. Originated metro Ethernet in 1998. 36,000 miles of fiber, 600 points of presence, 165 data centers, \$291 million raised. Later acquired by Reliance Communications for \$300 million.
- **Neopolitan Networks.** Founder and CEO, 2002 to 2009. A metro Ethernet carrier across the Bay Area, South Florida and San Antonio, linked to New York and London. Hosted Keyhole, later Google Earth.
- **CityNAP.** Founder and President, 2005 to 2008. Texas's first 100 percent green data center.
- **Robles Industries.** Founder, 2010 to today.
GateTracker, Chief Executive Officer since 2024.
- **OakStone Ventures.** General manager of a seed fund, 1999 to 2010, backing Kana, Keyhole and Yipes.

EXECUTIVE ROLES

- **Operational Technologies.** Chief Technology Officer of a 3,600-person, \$200 million multinational across eight divisions, 2010 to 2011.
- **Austin Board of Realtors.** Interim Chief Technology Officer through a modernization, 2013 to 2014.
- **JustLegal.** Chief Technology Officer, 2017. Built the team of 12 and led the sale of the platform to a public company.
- **DigitalTown.** President of Got.Law at launch, then Chief Operating Officer, 2017 to 2018.
- **US Air Force, AFWERX SBIR Phase II.** On the winning proposal team and development lead under prime Quantum Interface, \$1.15 million, 2023 to 2024.
- **ClearFunds.** Chief Technology Officer, 2020 to today.
DisinfectWell. Chief Technology Officer.
- **Netcom, Apple, Alphablox.** Engineering and quality leadership, 1992 to 1997, including Netcom's 1994 IPO.

PATENTS

- **US 6,282,172.** Generating acknowledgement signals in a data communication system. Issued August 2001.
- **US 6,359,882.** Method and apparatus for transmitting data. Issued March 2002. NASA had said TCP/IP could not carry communication between Earth and space; this work showed how.

RECOGNITION

- Most Innovative CLEC, Interop 2000.
- Business Journal 40 Under 40 Rising Stars, 2006.
- Helped establish and sponsored the Metro Ethernet Forum, the first public standards body for metro Ethernet.
- Austin Mayor's Blockchain Challenge, 2018: second place, with the only working solution, which the city built its MyPass digital identity program on.

SELECTED SPEAKING

Keynotes in Tokyo and Oita, Japan, 1999. Networkd and Interop, kicking off the optical networking track, 2000. SuperComm 2001. The joint ITU-T and OASIS workshop on public warning standards, Geneva, 2006. SXSW in 2007 and 2018. FastCompany on data centers, 2008. Financial Executives International on big data, 2014. Texas Bitcoin Conference, 2018. Quoted in Internet Week, Network Magazine and Business Communications Review.

BOARDS AND ADVISORY

YMCA of Greater San Antonio, director and IT committee chair, 2008 to 2025. San Antonio Technology Accelerator Initiative, director. Hispanic Hackers, senior board member. Boards of NanoSpace and Yipes and seven subsidiaries, Neopolitan Networks, HeavyMail, AgileMedia and Ascencia. Advisory board, YY Software. Advisor to SanityDesk and to Lost Light Studios.

HOW HE WORKS

- **Test and ship.** His career started in quality engineering, building the test harness before the product and documenting so anyone could step in. That habit is in everything the firm builds.
- **Measure the business, not the activity.** At Yipes, Operational Technologies, the Austin Board of Realtors and DigitalTown the first thing he built was the KPI reporting, because a leadership team cannot fix what it cannot see.
- **Build the core himself, then hire.** A platform gets its shape from whoever writes its core. On the Air Force SBIR he took a product idea from zero code to a working solution, alone for a long stretch, before the team arrived.
- **Think like an owner.** He has raised the money, run the treasury, paid the staff and closed companies down when they stopped making sense. He tells clients when the thing they asked for is the wrong thing.

“Frank provided invaluable guidance on expanding the business. His advice on outsourcing roles, building a strong team, and demonstrating success rather than relying solely on equity funding was strategic and cost-effective.”

Christian Garcia, location intelligence for the low-income housing tax credit industry

LANGUAGES AND BASE

English and Spanish. San Antonio, Texas, with three decades in Silicon Valley and Austin behind it.

WHAT WE CAN START ON

A fractional chief technology or operating officer seat. A build where the commercial, financial and operational questions are as hard as the engineering. Or an honest second opinion from someone who has run a carrier, a data center and a software company.

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THE ORIGIN OF METRO ETHERNET

NanoSpace and Yipes

In 1998 Frank Robles proposed running business communications over city fiber with Ethernet equipment. That idea became the metro Ethernet carrier model, and a national carrier was built on it.

1998	36,000	600+	\$291M
Metro Ethernet carrier model originated	Miles of metro fiber Ethernet	Points of presence in the top 20 US metros	Raised, including a \$200 million round in 2001

THE IDEA

Frank co-founded NanoSpace in Palo Alto in 1995 and led it as CEO for five years, through its renaming as Yipes Communications. It began self-funded, carried by consulting work, as a regional Internet service provider with fourteen Bay Area points of presence, and ran for years before it sold a single fiber circuit, with brand-name customers including Amazon and Google.

Then Frank learned that the City of Palo Alto had installed excess fiber. His proposal was to deliver metro communications services over that fiber using Ethernet equipment, the same technology businesses already ran inside their own offices.

NanoSpace licensed 28 route-miles of dark fiber from the City of Palo Alto. Within the year its first business customers were live on Ethernet over fiber.

WHAT IT BECAME

- **A national carrier.** Over 36,000 miles of metro fiber Ethernet across the top 20 US metro areas, over 600 points of presence and 165 data centers.
- **A company built to his plan.** Frank hired about 200 employees and contractors to his own deployment plan and financial model. The company reached roughly 384 people and \$50 million in revenue.
- **Fiber other people had already paid for.** He negotiated agreements with metro utility companies to use fiber they had already deployed.
- **A move to San Francisco** and the new name, Yipes Communications, in February 2000.
- **Interop 2000:** Most Innovative CLEC.

CAPITAL, RUN LIKE A TREASURY

The company raised \$291 million, including a \$200 million round in early 2001 that was among the largest raised by any single company that year. Frank acted as treasurer and CFO. After the major funding he ran all operations and finance until a CFO joined shortly before he left in 2001.

He managed the invested funds himself and built an investment strategy that returned 8.5 to 10.5 percent on reserves. When he left he was managing over \$165 million. A carrier burns cash on construction long before revenue arrives, and the reserves are what keep the build going when a round takes longer than planned.

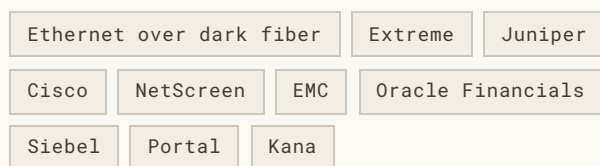
WHY IT MATTERS TO A BUYER NOW

Frank has designed a network, a financial model and a hiring plan for the same company at the same time, and then run all three as one company at national scale.

HOW THE NETWORK WAS BUILT

Ethernet over metro fiber, starting on dark fiber licensed from a city. Frank chose the network equipment and put in the back-office systems a carrier needs to run at scale: financials, customer management, billing and customer service.

He led the company's migrations to Oracle Financials, Siebel, Portal and Kana, and the selection of Extreme, Juniper, Cisco, NetScreen and EMC for the network. Titles held along the way: CEO, VP Corporate Development, VP Network Operations, President, and board secretary of all subsidiaries.



MAKING THE CATEGORY

A new kind of carrier needs a market that understands what it is buying. Frank helped establish and sponsor the Metro Ethernet Forum, the first public standards body for metro Ethernet.

He promoted the model at conferences across the United States and Japan, including keynotes in Tokyo and Oita in February 1999. Standards gave customers and equipment makers a common definition to buy and build against, which is what turns one company's idea into an industry.

WHAT HAPPENED AFTER

Frank left in 2001. Yipes was later acquired by Reliance Communications for \$300 million, in July 2007, six years after his departure. Beyond the operating roles, he served as director and secretary of NanoSpace, Yipes and seven subsidiaries.

WHAT A BUYER GETS FROM THIS TODAY

- **Network and data center architecture** from someone who has built at metro and national scale, and who knows which design decisions get expensive five years later.
- **Carrier-grade operations.** Network operations, financials, customer management and billing built to run as one business rather than as separate projects.
- **Fundraising readiness.** A financial model and deployment plan that stood up to \$291 million of investor diligence, and a treasury discipline for the money once it arrives.
- **Infrastructure partnerships.** Experience negotiating access to assets a city or utility already owns, instead of building from scratch.

WHAT WE CAN START ON

Network and data center architecture for a build or an expansion. A carrier-grade operations review of a network you already run. Or fundraising readiness: the deployment plan, the financial model and the answers an investor will ask for.

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METRO ETHERNET, COLOCATION AND MANAGED NETWORKS

Neopolitan Networks

A metro Ethernet carrier built without outside money until its network carried paying customers on critical operations. Only then did Frank Robles raise its Series A.

<div>\$3.17M</div> <div>Series A, raised after paying customers</div>	<div>3</div> <div>Metro markets built</div>	<div>4</div> <div>Cities linked by NeoMatrix</div>	<div>2</div> <div>Colocation sites on its own fiber</div>
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THE PROBLEM IT ANSWERED

A network plan asks an investor to believe two things: that customers will pay, and that the network will hold up under their traffic. Neopolitan answered both before it asked for money.

Frank founded Neopolitan Networks in Palo Alto in 2002 and ran it as CEO until 2009, also serving as president of its three subsidiaries and as secretary and director. He built it unfunded from the ground up, and raised nothing until the concept was running with paying customers on critical operations. The \$3.17 million Series A closed on a working business, not a forecast.

In July 2006 the Business Journal named him one of its 40 Under 40 Rising Stars. He spoke at CompTel 2003, Broadband Wireless World 2004, Metroconnect USA 2004 and NFOEC 2005.

WHAT WAS BUILT

- **Layer 2 gigabit Ethernet over fiber** across the San Francisco Bay Area, Miami and Fort Lauderdale, and San Antonio.
- **Microwave and fixed wireless** to extend the fiber to buildings it did not reach.
- **NeoMatrix**, linking the metro networks between Miami, New York, San Francisco and London.
- **Two colocation sites connected to its own fiber**, one of them underground and highly secure.
- **Network operations centers** built for its own network, then used to run third-party networks on an outsourced basis.
- **VoIP** phone service and VoIP carrier services.

Gigabit Ethernet

Layer 2 metro fiber

Microwave

Fixed wireless

Colocation

Network operations center

VoIP

KEYHOLE, IN THE SECURE SITE

Keyhole's software later became Google Earth. Neopolitan defined 25 functional requirements for that software under a licensing arrangement, then designed and built a Keyhole hosting solution inside the secure underground colocation site. That hosting supported government agencies during the Iraq war. Neopolitan helped Keyhole scale, first for that government work and then ahead of its acquisition by Google. The Palo Alto data center also hosted HeavyMail's servers.

WHAT A BUYER GETS FROM THIS TODAY

- **Hybrid network design.** Fiber, microwave and fixed wireless combined to reach the sites that matter.
- **Hosting for sensitive workloads.** Experience building and running a secure facility for a customer whose users included government agencies in wartime.
- **Outsourced network operations.** A working model for monitoring and running a network you own but do not want to staff around the clock.
- **Capital efficiency.** How to get a company to paying customers before the first round, and what investors look for once it has them.

PAYING CUSTOMERS FIRST

Neopolitan's Series A came after the network carried live customer traffic. For a founder, that order changes the valuation conversation, the diligence and who holds the stronger hand in the room.

WHAT WE CAN START ON

Network and data center architecture that mixes fiber and wireless. Standing up or reviewing a network operations function. Or a founder's fundraising readiness, built on traction rather than a slide.

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DATA CENTERS AND RENEWABLE POWER

CityNAP

San Antonio's first carrier-neutral network access point, built in a derelict building and run on 100 percent renewable power. The first green data center in Texas, and the second in the United States.

<div>1st</div> <div>100 percent green data center in Texas</div>	<div>2nd</div> <div>In the United States</div>	<div>100%</div> <div>Renewable power, through CPS Energy Windtricity</div>	<div>2005</div> <div>Founded in San Antonio</div>
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THE PROBLEM

Until CityNAP, San Antonio had no carrier-neutral network access point: no single site where carriers interconnect and a business can colocate its equipment and choose among them.

The building Frank Robles found was in severe disrepair. Inside it was a secured floor that had originally been fitted out as a telco central office. The expensive part of a network facility, the secured space built for carrier equipment, already existed. Everything around it had to be brought back.

WHAT WAS BUILT

Frank founded CityNAP in June 2005 and led it as president and managing partner through 2008. He turned the old central office floor into San Antonio's first carrier-neutral network access point and colocation center: one site where carriers interconnect and customers pick the carrier, rather than the building picking it for them.

CityNAP ran on 100 percent renewable power through CPS Energy's Windtricity program. It was Texas's first 100 percent green data center, the second in the United States, and an EPA Green Power Partner.

THE CPS ENERGY AGREEMENT

CityNAP had a co-marketing agreement with CPS Energy, San Antonio's utility. CityNAP ran on 100 percent renewable power through Windtricity, and CPS promoted CityNAP in its advertising. A start-up data center got a utility's marketing budget working for it; the utility got a working example of what its renewable program could power. The launch and the green designation were announced through PRNewswire, and FastCompany covered CityNAP in its May 2008 look at data centers and NAPs.

WHAT A BUYER GETS FROM THIS TODAY

- **Site selection with an eye for what already exists.** A building other people passed on held the most expensive part of the facility, ready to be reused.
- **Carrier neutrality as a business model.** How to design a facility that carriers want to join and customers want to be in, because nobody is locked to one provider.
- **Power as a strategy, not a utility bill.** Renewable supply secured in 2005, long before data center power and sustainability were board-level questions.
- **Partnerships with a utility** that paid off in marketing as well as electricity.

BEFORE GREEN WAS A REQUIREMENT

Data center buyers now ask where the power comes from and what it costs to secure it. Frank answered both questions for a Texas facility in 2005.

WHAT WE CAN START ON

Data center architecture, site selection and power strategy, including renewable supply. Standing up operations for a new facility. Or an assessment of the colocation and network access you depend on today.

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SEED-STAGE INVESTING

OakStone Ventures

Twelve years on the investor side of the table, as general manager of a Palo Alto seed fund. A founder who works with Frank Robles gets an advisor who has read the pitch from the other chair.

12 Years as general manager, 1999 to 2010	6 Portfolio companies named here	Kana Later a public company	Keyhole Later acquired by Google, now Google Earth
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THE FUND

OakStone Ventures was a strategic seed-stage investment fund in Palo Alto. Frank served as its general manager from January 1999 to December 2010, through the peak of the dot-com years, the bust that followed and the recovery after it.

He ran the fund while building and running companies of his own, including NanoSpace, Neopolitan Networks and CityNAP. Several of the fund's companies crossed paths with his operating work, as the portfolio shows.

THE PORTFOLIO

- **Kana Communications.** Later a public company. Yipes also ran Kana internally, one of the systems Frank led its migration to.
- **Keyhole.** Later acquired by Google and now Google Earth. Neopolitan Networks hosted and helped scale it.
- **Yipes.** Later acquired by Reliance Communications for \$300 million, in 2007.
- **YY Software.** Frank also sat on its advisory board from 1997 to 1999.
- **SpaceCurve.** A new kind of database.
- **HeavyMail.** Frank sat on its board from 2004 to 2010.

WHAT THE INVESTOR SIDE TEACHES

Seed investing is mostly saying no, and learning exactly why. Frank carried the same work into the San Antonio Technology Accelerator Initiative, where as a director from 2007 to 2010 he vetted and advised funding candidates.

Not every outcome is decided by the product. HeavyMail finished development and then stopped after a death in the founder's family just before launch. A founder hears about the companies that exit. An investor sees the ones that stall, and learns which risks a plan can cover and which it cannot.

WHAT A FOUNDER GETS FROM THIS TODAY

- **Fundraising readiness.** A pitch, a model and a data room reviewed by someone who has sat through the diligence from the investor's chair.
- **The questions before they are asked.** Technical risk, market timing, burn and what the next round needs to see, named early enough to fix.
- **Board experience from both sides.** Investor, director and operating executive, often at the same company.
- **A technical read on the technology.** A fractional CTO who can tell an investor what the product actually does, and tell the founder what an investor will make of it.

OPERATOR AND INVESTOR

Frank invested in Keyhole and then hosted it. He invested in Yipes and had originated the model it was built on. The advice comes from both sides of the same companies.

WHAT WE CAN START ON

Fundraising readiness for a seed or Series A round. A fractional CTO who can stand in front of investors. Or an independent technical review of a company before you invest in it.

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ENTERPRISE TECHNOLOGY LEADERSHIP

Operational Technologies

Chief technology officer of a \$200 million multinational with eight divisions and one IT technician. He left it with executive governance, monthly KPIs, a team and a private cloud.

<div>3,600</div> <div>Employees and contractors</div>	<div>\$200M</div> <div>Annual revenue</div>	<div>8</div> <div>Operating divisions and subsidiaries</div>	<div>9</div> <div>Network locations in Mexico and the US</div>
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THE SITUATION

Operational Technologies, Inc. was a diversified San Antonio multinational: about 3,600 employees and contractors, \$200 million in revenue, eight operating divisions and subsidiaries, two biotech labs and a new healthcare division on the way.

It had grown the way many companies grow, by adding businesses. Core IT was one technician, and the network ran across nine sites on both sides of the border.

Frank Robles was hired as chief technology officer in July 2010 and held the role until October 2011.

WHAT HE PUT IN PLACE

- **Executive governance.** A governance structure for the executive team and monthly KPI reporting across every department and every division.
- **An IT department.** Core IT grew from one technician to a full team.
- **A modern data center** built on a VMware private cloud.
- **One network.** Redesigned across nine locations in Mexico and the United States.
- **Security at both layers.** Network access control and physical access control, deployed together.

WHY THE GOVERNANCE MATTERS MOST

A board or a chief executive cannot fix what it cannot see. Monthly KPI reporting across every department and division gave the executive team one set of numbers to run eight businesses by, and a way to judge each investment in people, the data center or the network against them.

HEALTHCARE, UNDER THE SAME ROOF

Frank supported the new healthcare subsidiary with its clinical technology, inside a diversified company rather than a hospital system.

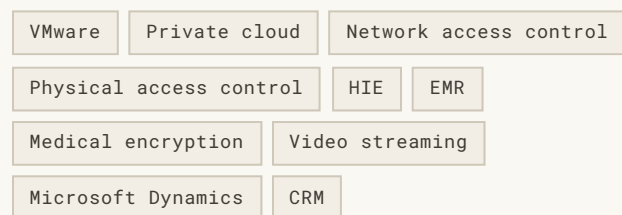
- **Health information exchange.**
- **Electronic medical records.**
- **Medical encryption** for the data those systems held.
- **Video** for clinical use.

A SOFTWARE DIVISION THAT SOLD

Frank built a software development division that won outside customers and delivered their projects. Two of them:

- **High-resolution video streaming**, a commercial system used to train surgeons in best practices.
- **An online storefront** integrated with Microsoft Dynamics.

To sell that work he deployed a private CRM and hired the division's first business development director.



WHAT CARRIES OVER TO A BUYER TODAY

- **Holding companies and roll-ups.** Several businesses, one board, no shared view. The first job is the reporting, and he has done it across eight divisions.
- **Cross-border operations.** A network and security program across sites in Mexico and the United States.
- **A healthcare line inside a diversified company.** HIE, EMR, encryption and clinical video supported alongside everything else.
- **IT that pays for itself.** A development team that sells outside work, with the sales function to support it.

WHAT A BUYER GETS FROM THIS

Someone who has walked into a company of thousands with one technician and a network spread across two countries, and left it with a team, a data center, a secured network and a monthly report the executive team could run by.

WHAT WE CAN START ON

An interim or fractional CTO for a company that has outgrown its IT. A board-level assessment of technology across several divisions, starting with the KPIs. Or the build of a data center, network or healthcare system, run by Robles Industries.

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MEMBER ORGANIZATIONS AND ASSOCIATIONS

Austin Board of Realtors

The board brought Frank Robles in to find out whether technology was failing the organization and its members. It was. They asked him to stay a year and fix it.

<div>4x</div> <div>Network capacity, for less than the old T1</div>	<div>2</div> <div>Fiber carriers replacing one T1 provider</div>	<div>100s</div> <div>Issues documented and resolved a month</div>	<div>12</div> <div>Months as interim CTO</div>
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WHY THE BOARD CALLED

A member organization lives on systems it does not own: listing services, member portals, vendors' platforms. When those fail, members blame the association, and the board hears about it before the staff can explain it.

In March 2013 the Austin Board of Realtors engaged Frank to investigate whether technology was letting the organization and its members down. He confirmed that it was, across core IT, policy and advanced solutions.

THEN THE MANDATE CHANGED

The board asked him to stay as interim chief technology officer and fix what he had found. He held the role until March 2014 and ran dozens of projects in that year.

The ones below are the problems most organizations will recognize as their own. The rest of the list follows.

PROBLEMS A BUYER WILL RECOGNIZE

- **We depend on vendors and cannot prove when they fail.** He built a mini network operations center to monitor the third-party systems members relied on and to track each vendor's SLA compliance.
- **We pay too much for too little bandwidth.** He replaced a single T1 provider with Ethernet over fiber from two carriers. Network capacity quadrupled, and it cost less than the T1 had.
- **The board sees numbers late, if at all.** KPI reporting was automated, so the figures arrived on schedule without someone assembling them by hand.
- **We do not control our own code.** A source code control policy and secure off-site custody of the code, so the organization owned what it had paid for regardless of which developer or vendor was in the chair.
- **Nobody knows how many problems there are.** A trouble ticketing system that documented and resolved hundreds of issues a month.
- **Our data is not answering questions.** GIS maps of members and of water districts, putting the membership and the market on a map.

THE REST OF THE YEAR

A replacement network, storage, backup and phone system. Wi-Fi built for 50 staff and hundreds of members connected at once. Document management. The evaluation of a new member management system through to a signed contract. Work with board committees on the new headquarters. And new sites for ABOR.com and AustinHomeSearch.com, started.

INVESTIGATE FIRST, THEN FIX

The engagement began as a question from the board, not a project. He answered it first, across core IT, policy and advanced solutions, and only then took on the fixing.

WHAT WE CAN START ON

An independent technology assessment for a board that suspects something is wrong. An interim CTO to fix what the assessment finds. Or vendor SLA monitoring, carrier renegotiation and code custody as a focused project with Robles Industries.

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SMART CITIES, FINTECH AND ACQUISITIONS

DigitalTown

Frank Robles built a startup's platform, led its sale to a public company for stock, and then ran operations for the buyer: a launch, a regulated money business and a city challenge.

12 Engineers built at JustLegal on AWS	Dec 2017 Asset purchase closed, Got.Law launched	2nd Mayor's Blockchain Challenge, the only working solution	2018 SXSW and Texas Bitcoin Conference
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HOW HE GOT THERE

JustLegal, an Austin legal technology startup, had an MVP and founders Frank had been advising. He helped raise the round and joined as chief technology officer when the funding arrived in early 2017.

- **A scalable architecture on AWS**, designed and implemented.
- **An engineering team of 12**, hired and run.
- **The commercial platform**, delivered from the MVP.
- **LawPay integration**, so payments respected trust accounting rules.

He then led the sale of the technology to DigitalTown, Inc. (OTC: DGTW) in an all-stock asset purchase. The initial purchase was in October 2017 and it closed in December 2017. Frank and his core development team joined DigitalTown.

WHAT DIGITALTOWN NEEDED

DigitalTown was a smart-cities fintech company, headquartered in Seattle, launching in Central Texas.

Frank joined in September 2017 as President of the Service Provider Business Division and VP of Global Operations. He was President of Got.Law when it launched on 7 December 2017, and went on to serve as chief operating officer through 2018.

That sequence is rare. The same person built the product, carried it through the acquisition, and then ran it inside the acquirer. Nothing was lost in a handover because there was no handover.

RUNNING OPERATIONS

- **The Central Texas launch.** He formed and led the teams and ran the ground operations.
- **Back office on AWS.** The company's back-office infrastructure ran on AWS under him.
- **Automated KPI reporting**, so the executive team read the same numbers each period without anyone compiling them.
- **A focused product.** He planned it, hired the product manager, and the product was delivered on schedule.
- **Subsidiaries.** Managed as part of the operating role.

WHAT A BUYER GETS FROM THIS

Someone who has been on both sides of an acquisition: building the asset that gets bought, leading the sale, and then making it work for the buyer.

GOT.LAW

Launched 7 December 2017 with Frank as President. City-branded attorney directories, among them Austin.law and Denver.law, with secure video consultations and automated scheduling.

The model was simple for both sides. Free for people looking for a lawyer. Attorneys paid only for bookings they accepted.

MONEY, REGULATED

A fintech company cannot move money on good intentions. Frank established the banking relationships and the FinCEN administration, and started the money transmitter agent license process, beginning with Texas.

CityShares, a hyperlocal digital currency for Austin businesses, was part of the same program.

THE AUSTIN MAYOR'S BLOCKCHAIN CHALLENGE

Frank came to city technology with a view already on record. In October 2016 he had published a paper warning of large-scale vulnerabilities in United States municipal IT infrastructure.

In July 2018 the City of Austin ran a blockchain challenge. DigitalTown placed second, with the only working solution.

The city built on that work. Its MyPass digital identity effort for people experiencing homelessness, and its entry in the Bloomberg Philanthropies Mayors Challenge, were both built on it. A working system is what a city can take forward, and this one did.

ON STAGE

- **SXSW 2018: A World of Blockchain Powered Communities.**
- **Texas Bitcoin Conference 2018.**
- **Austin Blockchain Collective** town hall, the **South Austin Business Association** and **Cyber Talk Radio.**

AWS

LawPay

Secure video

Automated scheduling

Automated KPIs

FinCEN

Money transmitter licensing

Digital currency

Digital identity

WHERE THIS APPLIES NOW

A founder preparing for a sale, an acquirer integrating a product and its team, or a company that has to stand up banking, compliance and licensing before it can launch a payments feature.

WHAT WE CAN START ON

Technical and operational readiness before an acquisition, on either side of the table. An interim COO or CTO for a launch. Or the banking, compliance and licensing groundwork for a fintech product, run by Robles Industries.

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QUALITY, TESTING AND SHIPPING

Where it started

Before the carriers, the data centers and the executive roles, Frank Robles spent seven years making software that shipped and worked. Build the test harness before the product. Document it so anyone can step in.

200,000 Coactive LAN units deployed	5 min For a small office to build its own LAN	70%+ Drop in inbound support calls at Netcom	Dec 1994 Netcom IPO
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FIVE COMPANIES, ONE DISCIPLINE

- **Tecla Software, Santa Cruz. Founder and President, 1990 to 1992.** He developed and marketed Hexpert, an interactive binary file editor, and led a multilingual educational software package. He built the beta applications used to raise the company's funding, and did the testing, documentation, packaging and shipping of Hexpert himself. Tecla was underfunded and shut down. The lesson was how much of a product is everything after the code.
- **Coactive Computing, Belmont. QA Manager, 1992 to 1994.** An easy-install LAN for small and home offices. He built the network QA lab and the automated test suites, and helped design the install process that let a small office build its own network in under five minutes. More than 200,000 units were deployed.
- **Apple, Cupertino. SQA Lead, Newton, 1994.** Test plans and automated test harnesses in NewtonScript for Newton applications, including the Digital Book Player and fax send and receive.
- **Netcom On-Line Communications, San Jose. Director of QA and Server-side Engineering, 1994 to 1995.** NetCruiser, the first integrated Internet browser product, had taken Netcom from about 10,000 Unix shell customers to more than 200,000 within months, and the company went public in December 1994. Ahead of the IPO he led the move from a homegrown accounting system to Oracle Financials. He helped design and deploy the first ix.netcom.com server, designed an approach to scaling the file system, reorganized customer support and cut inbound support calls by more than 70 percent, and designed and led the first online fax service.
- **Alphablox. Manager of QA and Documentation, 1996 to 1997.** Embedded analytics software. He held key roles in the development, production and shipping of the first versions. Alphablox was later acquired by IBM.

WHY A BUYER SHOULD CARE

A 70 percent drop in support calls is a test and documentation result, not a support result. The calls stopped because the product and its instructions stopped generating them.

The same thinking shows up in every system he has built since: decide how you will prove it works, then build it.

WHAT IT LOOKS LIKE ON A PROJECT TODAY

- **The harness first.** Acceptance tests defined before the feature.
- **Documentation as a deliverable**, so the next engineer, or the client, can step in.
- **Shipping counts.** Install, packaging and support are part of the product.

THE THROUGH LINE

Netcom had grown twentyfold in months and still had to keep its books, its servers and its customers working. He arrived in the middle of that and made the systems hold.

WHAT WE CAN START ON

A QA and release review of a product that ships but keeps breaking. Test harnesses and documentation for a codebase only one person understands. Or software built by Robles Industries with the tests written first.

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DEFENSE AND SBIR DELIVERY

Air Force SBIR Phase II

An AFWERX SBIR Phase II for hands-free immersive training, won by a proposal team Frank Robles was brought onto and delivered with him as development lead, from zero code to a working solution for the Air Force.

<div>\$1.15M</div> <div>AFWERX SBIR Phase II award, to the prime</div>	<div>FA8649-23-P-0466</div> <div>Contract number</div>	<div>14</div> <div>Months of performance, Feb 2023 to Apr 2024</div>	<div>0</div> <div>Lines of code on day one</div>
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THE REQUIREMENT

An airman working on an aircraft has both hands on the job. Checklists, maintenance content and command and control media live somewhere else, on paper or a screen that has to be touched, so the work stops every time the procedure has to be read.

The Phase II called for gaze and motion controlled access to that content in an immersive display, so an airman can move through a procedure without putting down a tool.

THE CONTRACT, STATED EXACTLY

- **Vehicle:** AFWERX SBIR Phase II, contract FA8649-23-P-0466.
- **Value:** \$1,150,000.
- **Period:** February 2023 to April 2024.
- **Prime and awardee:** Quantum Interface LLC, Austin, Texas.
- **Our role:** Frank Robles was brought onto the proposal team, the proposal won, and he served as development lead on the engineering effort.

WHAT DELIVERY ACTUALLY TOOK

The work started from zero code. Frank specified a team of six and, for a long stretch, built the application alone, then hired a Unity developer and added a part-time designer. In his own words, he took a product idea with zero code completed to a working solution, meeting or exceeding numerous deliverables for the Air Force.

The delivered capability put checklists, maintenance content and command and control media under gaze and motion control, in an immersive display, for a user whose hands are busy.

Unity

C#

Gaze control

Motion control

Immersive display

WHAT IT MEANS IF YOU ARE WRITING AN SBIR

- **We help proposals win.** A technical lead on the proposal team who can describe the build credibly, because he is the one who will build it.
- **We deliver from a blank page.** Phase II money buys a working system, not a better slide deck. This one was built from nothing and met its deliverables.
- **We carry the work forward.** The ideas proved out here became SPARC, a platform Robles Industries owns outright, which is the commercialization path an SBIR program is meant to produce.
- **We work under a prime or alongside a small business.** Development lead, technical volume, architecture and delivery, sized to your program.

STATED PLAINLY, BECAUSE A CONTRACTING OFFICER WILL CHECK

The award was made to Quantum Interface LLC as prime. Robles Industries was not the awardee and does not claim the contract as its own prime past performance. It holds no socioeconomic certification, no FedRAMP authorization, no ATO and no NIST attestation.

WHAT WE CAN START ON

The technical volume and the development lead for your next SBIR proposal. Phase I feasibility or Phase II delivery under your prime. Or immersive training built on SPARC.

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ENERGY, INDUSTRIAL AND PHYSICAL SECURITY

GateTracker

Gate access, visitor management and guard workforce control for sites where the cell signal drops and the paperwork still has to hold up in an audit.

<div>2014</div> <div>In production since</div>	<div>4,147</div> <div>Transits in eight days at one gate</div>	<div>1,631</div> <div>Guards under management at peak</div>	<div>4</div> <div>Role-filtered applications</div>
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GateTracker

Licensee Dashboard

Frank Robles

Administrator

HOME

CUSTOMERS

Customer Owners

Customer Contacts

Banned List

PROPERTIES

Property Owners

Properties

LOCATIONS

Gates

Destinations

GUARDS

Licensee Guards

Weekly Hours Reports

LOGS

Review Logs

REPORTS

Customers

1

Total Customers

1 active customers

Guards

92

Total Guards

65 active guards

Gates

27

Total Gates

27 active gates

Destinations

1578

Total Destinations

1578 active destinations

Quick Actions

Add Customer

Add Property

Add Gate

Add Destination

Add Guard

Add User

Destination Map View

Map

Satellite



THE LICENSEE DASHBOARD: GUARDS, GATES, DESTINATIONS AND LIVE SITE MAP

GATETRACKER · ACCESS CONTROL AND GUARD WORKFORCE

PAGE 1 OF 4

THE PROBLEM AT THE GATE

Every vehicle in, every vehicle out, every visitor, every incident. On most sites that is still handwritten, transcribed by someone in an office, and delivered to the operator days later. By then it proves nothing.

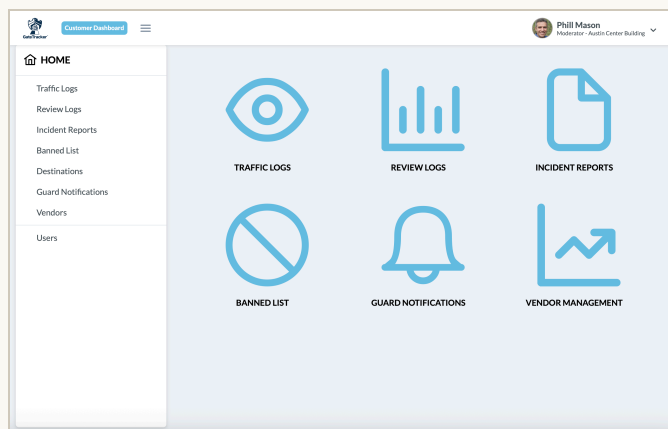
GateTracker was built for a Texas armed security company running gate guards on oil field and ranch leases, and it has been in production since 2014. Robles Industries owns the platform today and licenses it directly to energy operators.

FOUR VIEWS, ONE RECORD

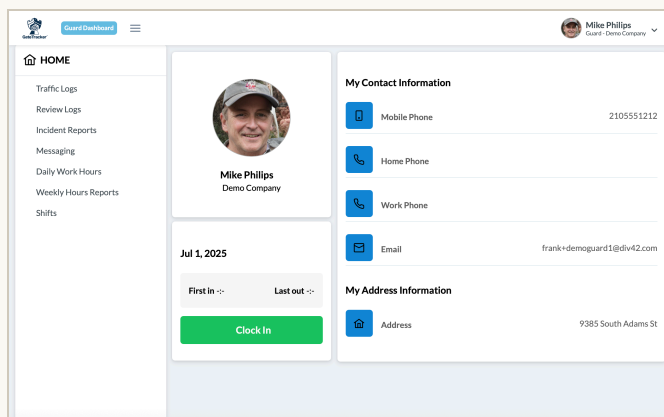
- **Licensee dashboard.** The security company's operating center: guards, gates, customers, vendors, shift rules, report recipients. The licensee sets its own logo and colors and the system pushes that branding to the guard tablets.
- **Customer dashboard.** The site operator's live view. Many leave it up on a dedicated screen all day.
- **Landowner dashboard.** Oversight without operational controls.
- **Guard application** on Android tablet and web, where the data is born.

THE MECHANICS CUSTOMERS ACTUALLY BUY

- **Offline capture with reconciliation.** The tablet keeps taking entries, exits and incident reports with no connection and syncs when one returns. Permian and South Texas gates do not have reliable service.
- **Cached rapid entry.** A returning driver's plate, name and vendor auto-fill, so the line at the gate does not back up.
- **Ban lists, including a silent ban** that alerts the operator without telling the guard at the gate.
- **Incident reports with a review chain.** The guard files it, the security company edits or approves it, and only then does it reach the client.
- **Geofenced time and attendance.** A guard can only clock in inside the gate's radius, and stepping outside it clocks them out. Weekly hours are digitally signed and emailed as a PDF to whoever is configured to receive it.



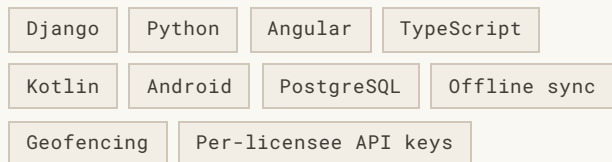
OPERATOR VIEW



GUARD TABLET

HOW IT IS BUILT

Django REST API in Python, Angular front end in TypeScript, native Android in Kotlin. About 2,237 commits on the API, 1,151 on the web client and 396 on Android between March 2022 and August 2026. Hosting, SSL storage, retention of transactions, messages and images for up to a year, and quarterly backups on request sit inside the subscription.



HOW WE RUN A CUTOVER

For the most recent licensee we negotiated the license directly: a hosted-software agreement rather than a goods-purchase template, the platform staying ours, and a liability and insurance position both sides could live with.

Then the cutover: gates and geofences created, destinations bulk-imported from the customer's own well list, 609 ban records migrated, report recipients set per report type, a live test transaction pushed through a real gate before handover, and ten tablets in guards' hands for a midnight go-live.

WHAT THE CUSTOMER SAID

“The software that Frank and his team built for us is fantastic. We could not be happier. It really has made the difference for our company and has been a critical part to our winning new business.”

Shawn Fluit, Chief Executive Officer, TimeKeepers Armed Security

“TKGateTracker is great! We just could not do our jobs without it.”

Cindy Harrell, Operations Manager, TimeKeepers Armed Security

WHERE IT FITS BEYOND OIL AND GAS

Chemical and pharmaceutical sites, data centers, campuses, ports, ranch and land management, government installations. The problem is the same everywhere: prove who was on site, when, and under whose authority.

WHAT WE CAN START ON

A pilot at one gate or one site, with your own branding on the guard tablets. A white-label deployment if you are the security contractor. Or an assessment of the access system you already run.

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HEALTHCARE AND CLINICAL OPERATIONS

VerifiedSAFE

Infection prevention for operating rooms, where the software is what turns a cleaning service into a compliance record a hospital can hold up afterwards.

0.24%

Baseline pass rate, after the hospital's own terminal clean

100%

Pass rate across 5,694 verification tests

9,930

Recorded tests in four months

7

Operating rooms

THE PROBLEM

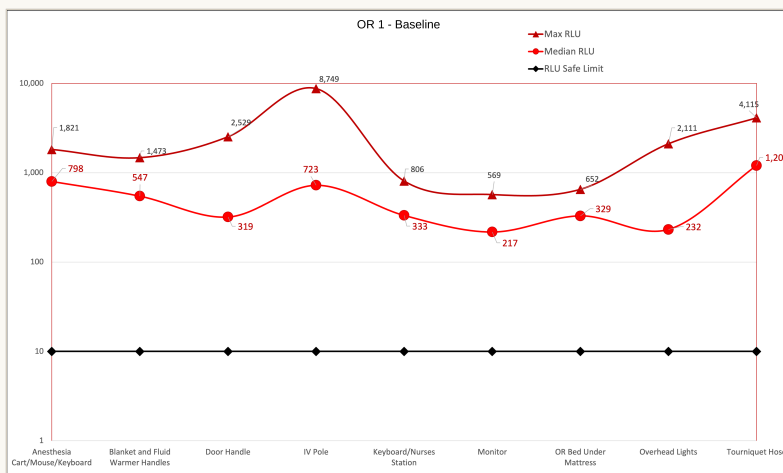
Hospital-acquired infections start on surfaces. Most environmental services protocols define clean by process, not by measurement: the room was wiped down, therefore the room is clean. Nobody tests, so nobody knows.

The high-touch items that matter most are the ones most often missed. Anesthesia carts. IV poles. Tourniquet hoses. Overhead lights.

DisinfectWell's answer was test, disinfect, verify, with a handheld ATP luminometer reading each surface before and after treatment and no room released until every point passed. That only works if the readings land somewhere immediately. Frank Robles served as DisinfectWell's chief technology officer and the firm built the platform that did it.

WHAT WE BUILT

- **Device integration.** Internet-connected ATP luminometers post readings straight into the platform, by test location, in real time, with no transcription step.
- **Pass and fail at the point of work.** A reading above threshold fails automatically and the location has to be recleaned and retested before the room is released.
- **Test plans modeled to the surface.** A facility down to the room, the room down to its named test locations. Nine per operating room in this program.
- **Exception reporting** naming exactly which locations failed and what they read, plus a contamination improvement index and per-room trend charts.
- **Audit-ready output.** Every result, pass or fail, timestamped with the technician's name and kept permanently.

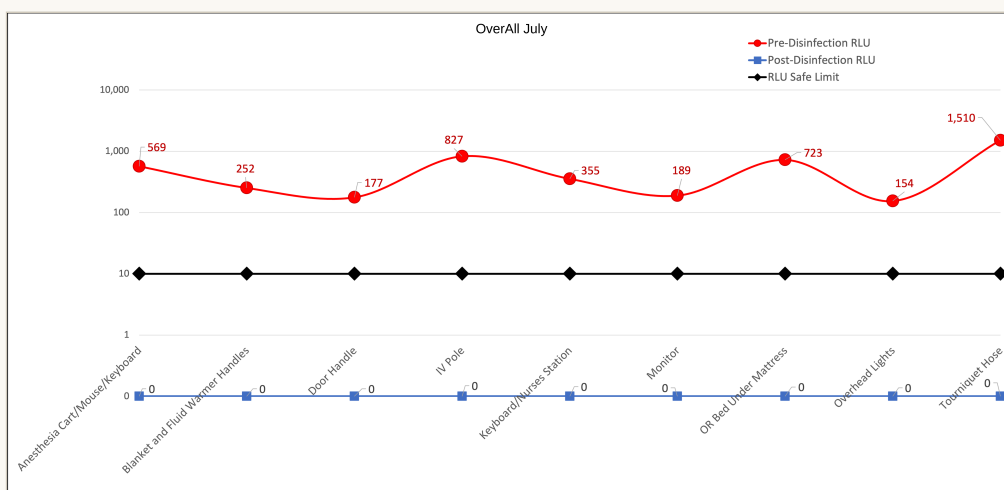


BASELINE, ONE OPERATING ROOM, AFTER THE HOSPITAL'S OWN TERMINAL CLEAN. SAFE LIMIT IS 10 RLU; SCALE IS LOGARITHMIC

WHAT THE NUMBERS DID

Seven operating rooms at a large hospital network, May to August 2023. Every figure below was recomputed from the raw exports rather than taken from a deck.

- **Baseline: 414 tests, one pass.** A 0.24 percent pass rate, mean 909.7 RLU. Those readings were taken after the hospital's own terminal clean, which is the point of the finding.
- **After the program: 5,694 verification tests at a 100 percent pass rate,** mean 1.47 RLU. July: 2,488 tests. August: 2,039 tests.
- 9,930 recorded tests across the period.



ALL SEVEN ROOMS, PRE-DISINFECTION AGAINST POST-DISINFECTION. THE BLUE LINE ALONG THE BOTTOM IS EVERY POST-DISINFECTION READING AT ZERO

HOW IT IS BUILT

A Django application with a JavaScript front end running against the luminometer vendor's API. Two-factor login with separate roles for field specialists, facility administrators, executive reporting and a licensee tier above them.

Django

Python

JavaScript

Device API integration

Two-factor auth

Role-based reporting

HOW WE RAN IT

Frank held the chief technology officer role and Robles Industries built and delivered the platform, with the engineering team sourced and managed by the firm.

He wrote the MVP definition himself, including the decision to ship the user model, facility and room definitions and an admin path for report data first, and to defer mobile until the platform was proved. The analysis of the hospital study was done in house, from the raw exports, room by room.

WHAT WE CAN START ON

A patient-facing or clinician-facing product where the compliance artifact matters as much as the feature. A device or EMR integration. Or a hard look at a measurement program that is producing reports nobody trusts.

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FINANCIAL TECHNOLOGY AND PAYMENTS

ClearFunds

A construction payments platform built so the money can only move the way the contract already says it can. Frank Robles is ClearFunds' chief technology officer.

5,100 Commits across nine repositories	2020 Engaged since	4 Identity checks before a dollar moves	2 Factors before any bank-detail change
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THE PROBLEM

Commercial construction pays late and pays badly. Change orders, lien waivers and invoices are still handled by hand on most projects, so a lender releasing a draw has no reliable way to see whether the general contractor has gathered enough to pay everyone below it.

Every tier waits on the tier above, and the paperwork that proves the work happened arrives separately from the money.

ClearFunds runs the whole pay cycle in one place. The platform treats a project as a set of tiers with deadlines: at month end a clock starts, and each participant has a date by which it must submit its invoice, its executed lien waiver and any other required documents to the participant above it. Miss it and you wait for the next pay period. That structure is what makes the rest possible.

THE CONTROL SET IS THE PRODUCT

- **Commitments.** Two parties agree an amount before any invoice exists. The system will not accept an invoice that pushes total payments past it. Only a mutually agreed change order moves the number.
- **The underbilling stop.** A general contractor cannot invoice for less than it has committed to pay the trades below it, so enough money is always gathered to cover every approved invoice underneath.
- **Retainage lockdown.** The percentage is the owner's to set, not the general contractor's, and it cannot change once the project is accepted.
- **Invoice integrity.** Only the submitter can modify its own invoice. Approved amounts in flight cannot be changed, and amounts are never typed directly into the payment step.

KNOW YOUR CUSTOMER, BEFORE A DOLLAR MOVES

Name and employer identification number verified against IRS records. Architect and design consultants verified as registered in the project state. General contractor verified in the municipality. The building permit itself confirmed with the issuing agency. Two microdeposits verify a bank account before funds move, and a second factor is required at account creation and again before any bank-detail change or payment authorization.

HOW A PAYMENT ACTUALLY LANDS

The payer reviews and confirms, the ACH debit is confirmed on screen, ClearFunds waits for incoming funds to settle, and then releases every participant's payment at once, with each payment visible to both the payee and the approver.

HOW IT IS BUILT

Django REST API in Python, an Angular web application, infrastructure in Terraform, and an ACH client written directly against the bank's API. About 5,100 commits across nine repositories between October 2020 and May 2026, including a front-end rewrite begun in 2024.

Documents, lien waivers, bonds and insurance certificates live inside the project record rather than in email.

Django

Python

Angular

Terraform

AWS

ACH against a bank API

Multi-factor auth

Document vault

HOW WE RAN IT

Frank is the architect and technical lead and runs the delivery team, sourced and managed by Robles Industries. His contribution shows up less in the commit log than in the control set: the underbilling rule came out of his own testing, after he watched a contractor do exactly what the rule now prevents.

He ran the launch checklists with the chief executive item by item, with each open question assigned and each disputed behavior written down with its reasoning.

THE NOTICE SYSTEM, WHICH IS WHERE MOST PLATFORMS GIVE UP

Period-open notices. Per-tier reminders that tell each party the deadline of the party in front of them. Due-tomorrow and due-today reminders. Payment hold and release notices. Lien waiver review flags. Every one of them tied to an action item, because a deadline nobody is told about is not a deadline.

WHAT THIS PROVES WE CAN DO

Design a control set first and the screens second. In payments the control set is the product, and the interesting engineering is in what the system refuses to do.

WHAT WE CAN START ON

A payment flow with approvals and document gates. A fraud and control review of a system already moving money. Or the technical side of a regulated offering.

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HEALTHCARE AND CLINICAL OPERATIONS

At-home clinical testing

A patient buys a clinical assessment, takes it at home, and gets a result reviewed by a licensed provider in their own state. One application carries the whole path, and it will not start if its own tests fail.

<div>683</div> <div>Commits on the testing platform</div>	<div>6</div> <div>Condition-specific assessments, plus a broad-spectrum one</div>	<div>1.0.0</div> <div>Production-ready, 26 March 2026</div>	<div>1.3.1</div> <div>Released 9 July 2026</div>
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THE PROBLEM

The client is a healthcare company running chronic care management programs, and it sells clinical testing that people take at home. Frank Robles has been its principal AI services architect since January 2026, and this platform is his by commit history.

At-home testing breaks in the gaps. The purchase sits in one system, the assessment in another, the clinician's review in an inbox, and the result goes out by hand. Every handoff is a place where a patient stalls, a clinician waits, or a minor's result lands with the wrong adult.

The business needed one record that runs from checkout to a licensed provider's review, with the consent rules enforced by the software rather than remembered by staff.

WHAT WE BUILT

- **Six condition-specific assessments.** Cognitive and memory health, adult attention (ADD/ADHD), youth attention, sleep apnea (an OSA screener), concussion, and post-viral (Long COVID). A broad-spectrum assessment sits beside them.
- **A validated test battery, launched automatically.** Cognitive, attention, concussion and Long COVID assessments run on a validated cognitive test battery from a clinical assessment vendor, integrated by remote link.
- **Intake, payment and results in one place.** Stripe checkout, intake and result delivery live in the same application.
- **Review by a licensed provider** in the patient's state, on every session.

THE PATIENT'S SIDE

The patient picks the assessment, completes intake and pays by card. When the session is complete, the platform launches the right configured test battery for that screening, so nobody on staff has to send a link or pick a configuration.

Where a video step is part of the program, the patient is assigned their video and reminded. If they do not finish, the system retries on callback. Scheduled job services handle the reminders, the callback retries and the finalization of stale sessions, so an abandoned test does not sit open forever. A daily sync with the SMS provider keeps the messaging side current.

The result comes back to the patient. A copy goes to the patient's own doctor only where consent was captured. A minor's result routes to the parent or the purchaser, not to the child.

CONSENT IS A RULE IN THE CODE

The doctor copy and the minor routing are not options a staff member remembers to set. They are decided by what the record says about consent and age.

THE CLINICIAN'S SIDE

Review assignments go to clinicians by invite email. A licensed provider opens the session and reviews it.

The reviewer does not start from a blank page. The platform generates a draft clinical review with an AI model. If the model is unavailable, a deterministic fallback path produces the draft instead. The clinician works from the draft, and the queue never stops because a model provider had a bad afternoon.

THE CARE TEAM'S SIDE

Care navigators get depression and anxiety screeners with the escalation rule built in: PHQ-2 into PHQ-9 and GAD-2 into GAD-7. The short screen escalates to the full instrument by rule, so nobody has to remember when to switch.

A signed API serves the care portal, so the clinical side of the business reads results without anyone re-keying them from one screen into another.

RELEASE DISCIPLINE YOU CAN HOLD US TO

This is a clinical product that is live and selling, so a bad deploy is not a cosmetic problem. The platform is containerized with development, staging and production profiles. On startup, development and staging run the migrations, a migration drift check, deploy checks, database checks, the seed commands and the full test suite. If a test fails, the build refuses to launch.

- **Versioned releases.** Semantic versioning, a written release checklist, and a changelog kept for every release.
- **1.0.0, production-ready, 26 March 2026.** 1.2.0 followed on 6 April, 1.2.5 on 21 May, and 1.3.1 on 9 July 2026.
- **Browser tests, not just unit tests.** Playwright drives the real screens, and a visual regression checklist covers what automated tests do not.

HOW IT IS BUILT

Django and PostgreSQL. Mailgun for email with click tracking off, SMS, Cloudflare tunnels and scheduled job containers. Preview environments sit behind environment-controlled authentication with a branded access screen. Idle sessions log out.

Django	Python	PostgreSQL	Docker	Stripe
Mailgun	Playwright	Cloudflare tunnels	SMS	

HOW IT IS RUN

Operations staff work in a formatted operations admin that sits in front of the Django admin. Day-to-day work happens in screens built for it; the raw admin stays for the few who need it.

Frank built it. The principal architect role here includes a second job: deciding which steps a person does and which a machine does, such as an AI review draft with a licensed provider's review on top of it.

WHAT WE CAN START ON

A patient-facing product with payments, consent rules and provider review. A test-battery or clinical vendor integration. Or a release process for a clinical application that currently ships on hope.

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HEALTHCARE AND CLINICAL OPERATIONS

Physician record review

A portal where an independent physician reads a patient's records, agrees or disagrees with the prior assessment, and sends a billable review note back to the treating practitioner. Built from a blank slate.

182	5 min	8 min	4
Commits on the first review portal	Minimum review time designed in	Target review time	Permission groups, including billing

THE CLINICAL MODEL, PLAINLY

A healthcare company running chronic care management programs needed a second-opinion service it could bill for. Its principal AI services architect, Frank Robles, in the role since January 2026, is building the backend himself: the clinical reviewer portal and the billing service.

Here is the model. A treating practitioner, the clinician who sees the patient, sends the patient's record to an independent consulting practitioner. The consultant is a physician outside the treating relationship.

The consulting physician reads the records and an AI clinical summary of them, decides whether they agree or disagree with the prior clinical assessment, and writes a review note. The note goes back to the treating practitioner, and the review is billable.

WHAT THE PLATFORM DOES

- **The review queue.** Records waiting for a consulting physician, in one place.
- **The review timer.** Reviews are designed around a minimum of five minutes and a target of eight.
- **Notes.** The physician's agreement or disagreement and the review note, captured against the record.
- **The return path.** The finished review goes back to the treating practitioner who sent it.
- **The billing report.** Every completed review lands in a report the billing team can work from.

WHY THE TIMER AND THE REPORT MATTER

A second-opinion service lives or dies on two numbers: how long a review takes and whether every review gets billed. A review done too fast is hard to defend. A review that never reaches the billing report is work given away.

So the platform treats both as part of the product. The timer is built into the review screen, sized to a five-minute floor and an eight-minute target. The billing report reads from the same system of record the reviews are written to, so there is no second spreadsheet to reconcile at month end.

The AI clinical summary is there to get the physician to the point faster. The judgment, agree or disagree, and the note stay with the physician.

WHERE IT STANDS

The first review portal is built and was waiting on partner components. The new portal is in build for a pilot.

WHY THIS STACK

Django was chosen over FastAPI because this portal's first-class requirements are operations and admin controls, compliance controls, operational monitoring and billing reporting. Django brings an admin, an authentication system and a mature permissions model on day one, which is where most of that work lives.

PostgreSQL is the system of record for transactional and reportable data: the reviews, the timings, the billing. A document database serves as the clinical read model. Large payloads go to object storage under a business associate agreement. Celery and Redis run the background work, and the whole thing runs on Kubernetes from container images in a registry.

HOW IT IS BUILT

Python, Django 5.2 and Django REST Framework. The front end is Django templates and Tailwind: one repository and one deploy, and designed so a front-end designer can work in it without learning a second application.



SECURITY AND ADMIN MODEL

- **Its own authentication.** Django-native, not bolted on from a third party.
- **Staff join by invitation.** An emailed link that expires and works once. The user sets their own password; nobody sends one.
- **Two-factor authentication** by QR code and passcode. Optional at first, with a per-account override.
- **A two-tier admin.** A formatted Operations Admin sits in front of the real Django admin. Staff do their work in the first; the second is kept for the few who need it.
- **Four groups.** Superusers, normal users, admin and billing.
- **Treating practitioners are kept outside.** They get their own screens in phase 2 and never see the internal operations admin.

HOW WE ARE RUNNING IT

Frank is writing the backend himself, from a blank slate, rather than extending the first portal. The stack, the permission groups and the phase 2 boundary that keeps treating practitioners out of the operations admin are his decisions. In a billable clinical service the access model and the billing report are the parts that get audited.

WHAT WE CAN START ON

A clinical workflow where a professional's time is the product and has to be measured and billed. A reviewer or case-management portal built on an admin and permissions model an auditor can follow. Or a stack decision for a regulated build, argued in writing.

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HEALTHCARE COMPLIANCE

HIPAA training and certification

Annual HIPAA workforce training sold by the seat and by the block, with every question traced to its citation and a certificate anyone can check.

20	80%	5	30
Slots in the question pool	Pass threshold	Retests, with a cooldown	Day window for weekly reminders

THE PROBLEM

Most workforce compliance training proves attendance and little else. The quiz can be clicked through, the questions cannot be traced to the rule they test, and when an auditor asks who is covered, someone builds a spreadsheet by hand.

This product belongs to a healthcare company running chronic care management programs, where Frank Robles is principal AI services architect. It runs on the same foundation as the company's at-home testing platform, so a training buyer gets the same engineering discipline as a clinical one.

WHAT WE BUILT

- **Every question carries its source.** A twenty-slot question pool where each question carries its regulatory citation, a rationale, and the training slide it came from.
- **A gate before the quiz.** The training has to be completed before the quiz opens.
- **A pass mark that means something.** 80 percent to pass, five retests with a cooldown between them, and weekly reminders inside a thirty-day window.
- **Certificates that can be checked.** Branded certificate PDFs and a public verification page.
- **Results go where they are needed.** Employee and manager result emails, and a certificate link by SMS where consent was captured.
- **Audit-ready CSV export** for the coverage question.

BUILT FOR THE EMPLOYER WHO BUYS IT

The person who pays is usually not the person taking the course. An employer needs a whole staff covered and a record to show for it, and the product is built around that purchase.

- **Group purchase** with prepaid blocks, access codes and links.
- **Sponsor staff intake pages**, and co-branded certificates using the sponsor's logo.
- **Every way a business pays**. Card checkout with coupons, purchase orders and invoices.
- **Sponsor usage reports and renewal reminders**, because the training is annual.
- **A site of its own**. A HIPAA-focused site with reduced navigation, pricing, contact, privacy and terms, so a HIPAA buyer never lands in the clinical testing site.

Django

Python

PostgreSQL

PDF certificates

Public verification page

Access codes

SMS

CSV export

THE DEPLOY REFUSES TO SHIP A BROKEN CERTIFICATE

A readiness command fails the deploy if a certificate link is missing from a template or the retest policy has drifted. The compliance promise is enforced by the build.

WHAT WE CAN START ON

A compliance training or certification product with the audit trail done properly.
Employer purchasing with blocks, sponsors and invoices. Or a readiness check that stops a regulated product from shipping out of policy.

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HEALTHCARE AND AI

AI outbound voice

An AI calling program for a healthcare company, built so that every call, including the ones that fail, ends in a fixed, auditable record and never leaves health information on a voicemail.

197 Commits on the dialer	271 Commits on the event service	3 Checks on every inbound request	2026 Principal architect since January
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THE PROBLEM

The client, a healthcare company running those programs, needed outbound calling engineered for tens of thousands of calls a day. Frank Robles joined in January 2026 as its principal AI services architect, accountable for the services architecture and for the ratio of human work to machine work.

An AI voice agent solves the volume. It creates a different problem: in healthcare, a call nobody can reconstruct afterwards is a liability. What was said, what the patient agreed to, whether a do-not-call request was honored, what went on a voicemail. A vendor console does not answer those questions the way a compliance officer asks them.

WHAT WE BUILT

- **A dialer the company controls.** Its own command line tool, campaign builder and inbound API, built on a replica of the voice vendor's API surface and engineered for tens of thousands of calls a day.
- **An event service.** Every webhook from every call is authenticated, stored whole, and made ready for export.
- **Deterministic call scripts.** Every branch writes a fixed tag, and failures use the same vocabulary as successes.
- **Push-to-dial** from the care portal, through a telephony application Frank built. Tested and in production.

THE DIALER

Frank replicated the voice vendor's API surface in his own code, then built the tooling the business actually operates on top of it. Campaigns are defined in the company's tooling, and every call is configured explicitly.

- **Per-call control.** Voice, persona, agent name and role, and maximum duration.
- **Transfer routing by campaign,** so a live handoff goes to the right team.
- **Voicemail behavior with a retry ladder** and optional SMS follow-up.
- **Dispositions and knowledge base attachments.**
- **Throttling** to control the pace of a campaign.
- **Dry-run payload preview.** See exactly what will be sent before a single number is dialed.
- **Batch dialing by tag or CSV,** with archive and rollback.

THREE LOCKS ON THE INBOUND DOOR

Every inbound request is checked by API key, by IP allowlist, and by HMAC signature with a clock-skew window, so a captured request cannot be replayed later.

THE EVENT SERVICE

A voice platform reports back in pieces: a call starts, rings, connects, ends, reports late, reports twice. The event service turns that stream into one record per call.

- **Authenticated webhook ingestion.** Headers, raw body, parsed payload and tags are all stored, so the original message is never lost to a parsing decision.
- **Partial updates, matched.** Each update is matched by call request ID or idempotency key, so a late or repeated event updates the right call instead of creating a new one.
- **A ready-for-export pipeline** and call status lookup.
- **An operator console** showing live and processed events.
- **Redacted request logging**, so the logs themselves do not become a store of patient data.

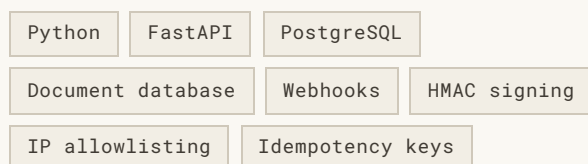
DETERMINISTIC CALL SCRIPTS

The AI speaks; the script decides what gets recorded. Every branch of the call script writes a fixed tag. Telephony failures map into the same vocabulary, so a busy signal is as reportable as a completed call.

Do-not-call is a hard stop, not a preference.
Voicemail carries no protected health information.

HOW IT IS BUILT

The dialer and the event service are Python and FastAPI against PostgreSQL, with a document database as an export target.



PUSH-TO-DIAL

Not every call should be an AI call. Push-to-dial places a call from the care portal through a telephony application Frank built, so staff dial from the screen they already work in.

It is tested and in production. Deciding which calls go to the agent and which to a person is the human-to-machine ratio the role is accountable for.

AROUND THE CODE

The voice program sits next to work that is harder to buy: a care navigator training workbook, a structured hiring instrument, and three formal security reviews of inherited systems, with every finding verified rather than asserted.

WHAT WE CAN START ON

An AI voice program from script design to production, with the consent and audit model a regulator would ask about. An event layer for a vendor that reports in fragments. Or a verified security review of a system you inherited.

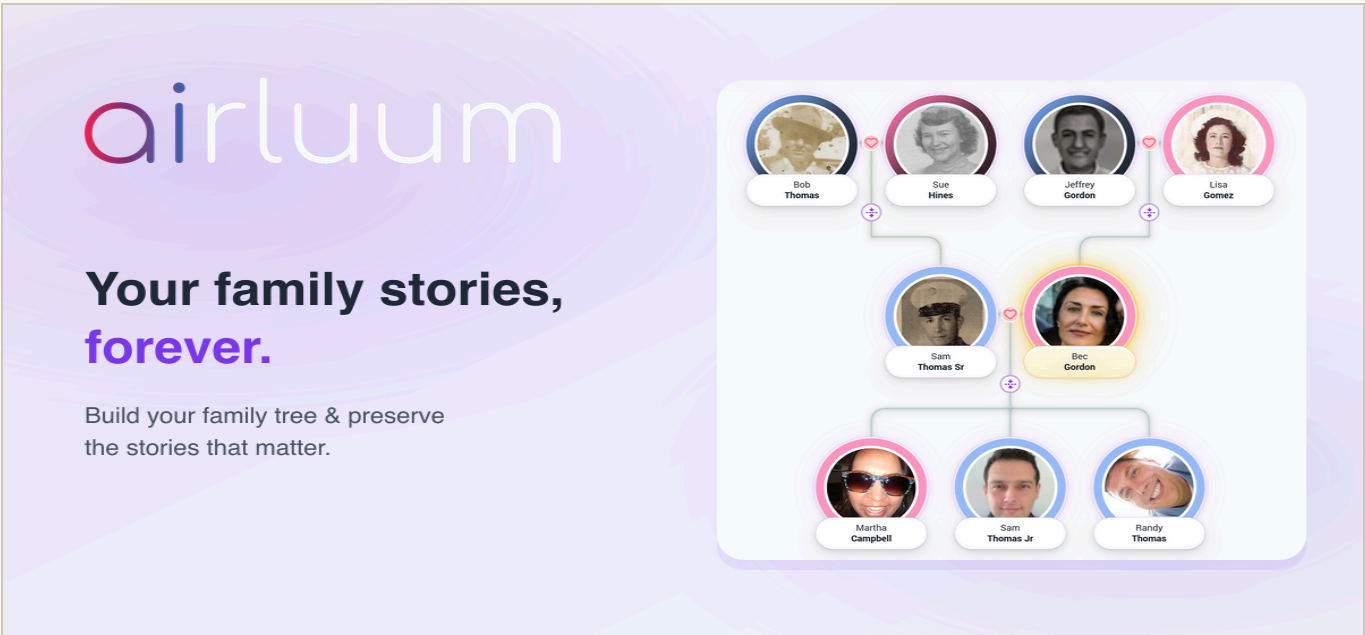
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CONSUMER, MOBILE AND AI

Airluum

A family tree you build by talking. Airluum's AI assistant turns a conversation about your family into a tree, writes each person's story, and lets you share it. We took over a stalled build and carried it to release on both app stores.

<div>12</div> <div>Numbered scope items delivered</div>	<div>2</div> <div>Stores: App Store and Google Play</div>	<div>6.1.0</div> <div>Release build on TestFlight and Android testing</div>	<div>3</div> <div>Platform defects closed before feature work</div>
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AIRLUUM: YOUR FAMILY STORIES, FOREVER. FROM THE COMPANY'S OWN LAUNCH MATERIAL

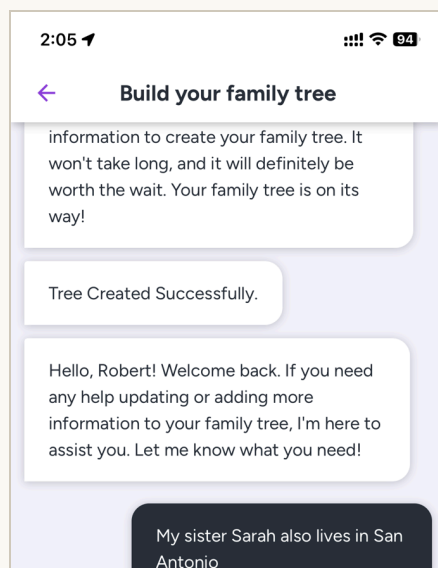
WHAT AIRLUUM IS

Most family tree software asks you to fill in forms: a name, a date, a relationship, one box at a time. Airluum starts with a conversation instead. You tell its AI assistant about your family in plain language, that your sister lives in San Antonio or that you have two children, and the assistant builds and extends the tree as you talk.

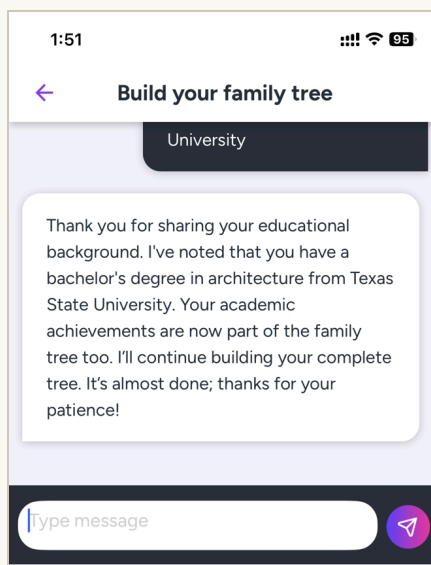
Every person in the tree gets a profile, and the app writes a short biography for each from their relationships, so the tree carries stories rather than only names. Trees can be shared straight from the phone, and an assistant stays on hand on every profile to help edit a family member's details.

WHAT WE BUILT AND FIXED

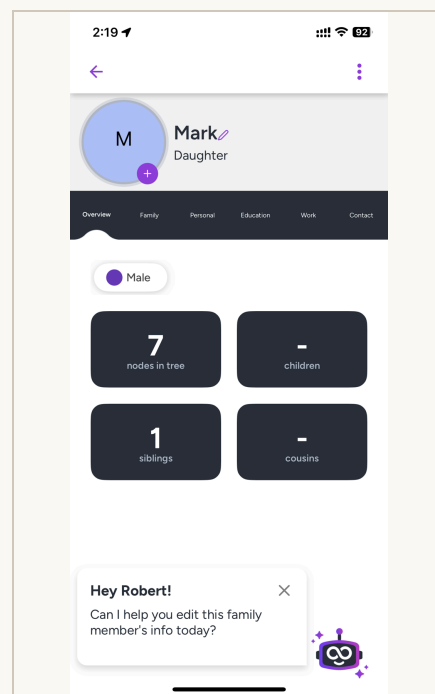
- **The AI tree builder working end to end**, including manual tree building and a working family tree where the previous team's attempt had failed.
- **An AI-generated biography** of one to two sentences for each member, derived from their relationships.
- **Every remaining screen to the design wireframes**, plus the profile view.
- **Sharing a tree through the phone's native share sheet**.
- **Usage limits in place of a paywall**, so the product could launch and be measured before pricing was argued.
- **Analytics** and a working development build in the principals' hands for demos.
- **Production deployment to both stores**.



TELLING THE ASSISTANT ABOUT FAMILY



THE TREE GROWS FROM THE CONVERSATION



A MEMBER PROFILE, ASSISTANT ON HAND

THE SITUATION WE WALKED INTO

Airluum's previous development team had stopped with blocking issues open. Sign-in failed for some users, connections dropped mid-session, and the screens that mattered most were missing. The company wanted the app in both stores before Christmas, and a rewrite did not fit that window.

Robles Industries came in under the Div42 name in September 2024 as fractional technology leadership with the delivery team attached. Before signing, we reviewed the codebase and infrastructure and put our assessment in the agreement itself: this is not how we would have built it, and we will run with it anyway to hit the date.

WHAT WE FIXED FIRST

- An OAuth defect breaking both Google and Apple sign-in.
- An authentication refresh-token bug that dropped sessions.
- A shared staging and production setup with unstable socket connections, replaced by a dedicated production WebSocket server.
- Keys and Firebase projects consolidated and separated by environment before the production release.



HOW WE RAN IT

The delivery team was contracted, managed and paid by us, so Airluum held one relationship, not five. Every build carried documented functional and regression test passes, which on an inherited codebase is the only way to tell a defect you introduced from one that was already there. Production builds reached TestFlight and Android internal testing at 6.1.0 and went through intensive QA ahead of store release. Both apps were then released, on the App Store and on Google Play. Neither is listed today.

WHAT THIS ENGAGEMENT PROVES

Take a product somebody else started, say out loud what is wrong with it, and still hit the date. And make an AI feature work in a consumer app, where the conversation has to feel natural and the data behind it has to be right.

WHAT WE CAN START ON

A consumer app with an AI assistant at the center. A stalled build with a date on it. Or a straight assessment of an inherited codebase, with a plan for shipping from it and a plan for replacing it, costed side by side.

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TRAVEL TECHNOLOGY AND DESIGN TOOLING

Wanderlust Campus

Fractional CTO for a travel agent training company, a browser design tool that lets an agent make a marketing piece their own, and the integration work behind the agent platform.

2023 Fractional CTO from March	31 Mailboxes moved or re-provisioned	2 of 4 Editor milestones accepted	6 to 1 Contractor invoicing forms
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THE PROBLEM

Wanderlust Campus trains and supports independent travel agents, and runs a second brand for the agents who sell through it. In early 2023 the company had no technical leadership. Staff email sat in a Microsoft 365 tenant on a domain the company was leaving, project ideas were held verbally, and vendor and integration decisions kept stalling for want of someone to make them.

Frank Robles signed a services agreement with the chief executive on 1 March 2023 and started as fractional CTO the same day.

By spring 2024 two ideas had firmed up enough to specify, and a third problem was smaller and more annoying: paying independent contractors ran through six separate web forms, one per contractor type, with different rates on each.

WHAT WE DID ABOUT IT

- **Email, and the tools around it.** Thirty-one mailboxes moved or re-provisioned. Twenty-four staff came off the old tenant onto Microsoft 365 on the new company domain, which meant a public address change for every one of them. Seven on the second brand stayed on hosted webmail. The tracker carried each person by department, old address, provisioning source, new address, license state and backup address.
- **The decisions that had been waiting.** Slack for IT, executives and project teams, Notion for the business, and a part-time IT hire to run the day-to-day, all settled at a technology summit in 2023.
- **The Wanderlust Editor,** a browser design tool for agents, specified and built.
- **The agent platform integration** with Travefy, modeled, authenticated and specified end to end.
- **Contractor invoicing.** One form in place of six.

THE WANDERLUST EDITOR

The brief was a way for an independent agent to take a marketing template and make it theirs: their logo, their colors, their text, their photographs, and a print-ready PDF at the other end. The obvious route was to wrap a design vendor's API. We built a browser canvas editor instead, so the document model belonged to Wanderlust and the export did not wait in someone else's queue.

The saved project file from August 2024 shows what it could do: canvases at arbitrary sizes, rectangles, lines and dotted lines, plain and rich text, placed images, layer ordering, snapping, a template library keyed by template id with the preview embedded, multi-page documents, and PDF export. The sample document is a European river cruise guide with a logo placeholder where an agent drops their own mark.

THE INTEGRATION NOBODY COULD SPECIFY

The second build answered a question the company had been circling for a year. An agent who joins the selling brand needs working itineraries and proposals in Travefy, the tool agents already build trips in, without typing the same client details twice. Nobody had written down what that actually required.

We modeled the Travefy APIs as Postman collections, set up a repository for a Wanderlust and Travefy SDK, and got authentication working against the live service before writing the specification, so the specification described what the API does rather than what the documentation says it does.



TEMPLATE ARTWORK FROM THE EDITOR, READY FOR AN AGENT TO BUILD ON



THE SAME MAP WITH THE ITINERARY STOPS NUMBERED OVER IT

HOW IT IS BUILT

The editor ran as a browser application on AWS with a JSON document model, Quill for rich text, template images held inside the document, and the PDF produced in the browser. The design vendor route was specified to sit on the WordPress platform with OAuth 2.0, cached template metadata, webhooks for template changes and the vendor's export API. The Travefy side is REST, OAuth 2.0 with scoped authorization, and webhooks in both directions.

All of it sat on infrastructure we stood up first: source control, AWS servers and database, storage, work tracking with written stories, and CI/CD. Email is Microsoft 365 and Exchange Online.

AWS

JavaScript

Quill

JSON document model

Browser PDF export

OAuth 2.0

Webhooks

Microsoft 365

CI/CD

HOW WE RAN IT

A monthly retainer for fractional CTO and technology support from March 2023, with weekly meetings at a minimum and the work product owned by the client. A service order in May 2024 added the two builds against fixed milestones with staged distributions.

Frank held the CTO seat throughout: requirements, vendor evaluation, the specifications themselves, financial modeling and presentations. A development team, enlarged for a period to beat the schedule, did the builds, and the client's own part-time IT hire ran migration tasks alongside them.

WHAT WAS DELIVERED

- **The email migration completed** and the domain change held.
- **The editor reached two of four milestones**, accepted, with a working tool that produced and exported a real document. Two demo videos from August 2024 record it running.
- **The Travefy specification was written in full** on top of working authentication: automatic document creation in an agent's account on registration, real-time synchronization back from the selling brand, webhooks in both directions, OAuth 2.0 with scoped authorization, and document access gated on subscription status.
- **Contractor invoicing shipped.** Wanderlust sets a description and a value for each line item and the contractor never sees the value. The contractor enters a quantity, and two calculated field types do the rest: a total per line and a sum of the totals. Forms save and resend to the same person each month. The pattern is a Div42 product today.
- **Both builds were paused** at the client's request in mid-2024. Adoption, usage and time-saved figures were never measured, so we quote none.

BUILD THE EDITOR, DO NOT RENT IT

Wrapping a design vendor's API would have been quicker and would have left the template library, the document format and the export path inside someone else's product. The canvas editor kept all three where the company could reach them.

WHAT WE CAN START ON

A design or document tool your customers use in a browser, where the output has to be print-ready. Integration between two platforms that serve the same user and do not talk. Or a fractional CTO seat for a company making vendor decisions it cannot yet evaluate.

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REGULATED MARKETPLACES AND FRACTIONAL OWNERSHIP

CarArt

Fractional CTO, then program lead, for a marketplace selling fractional shares in collectible cars to the public under a Regulation A+ structure. Most of the difficulty was never the application.

2023 Fractional CTO, then program lead	3 Routes to market, costed	10 People on the team at peak	80%+ Complete when the program stopped
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THE CARART BRAND SYSTEM, PRODUCED AND MANAGED UNDER OUR OWN VENDOR CONTRACTS

THE PROBLEM

CarArt set out to make collectible cars investable by anyone. Buy a share, hold a uniquely numbered digital and physical trading card for it, keep it in a virtual garage, and talk about it with the other owners.

That is a securities problem with a marketplace attached. The offering has to be registered. A broker-dealer has to cover the states the registration does not reach. A transfer agent has to hold the ownership record. Investors have to pass identity and anti-money-laundering checks. Subscription documents have to be generated and signed, funding has to clear, and there has to be a route to secondary liquidity.

The corporate and tax structure decides what the platform is allowed to do, so it has to be right before anything is built. Robles Industries signed as fractional CTO effective 1 March 2023 and stepped up to development leadership and technical project management once the build started.

WHAT WE RAN

- **Technical leadership across the offering.** Product definition and requirements, evaluation of service providers, integration planning, financial modeling, presentation preparation, and the electronic connections between the marketplace and the regulated parties.
- **The vendor bench, under our own contracts.** A brand studio on identity, style guide and application design. A consultancy on brand development and business process mapping, including stakeholder interviews and a one-year vision dashboard. A product manager on a nine-month retainer. A national accounting firm on structuring and tax. A regulated transfer agent and data platform for the ownership record, with a funding partner behind it.
- **Version one production requirements,** written as the list of things that had to be true before the business could take money.

THREE ROUTES TO MARKET, COSTED

The founder had to choose a regulatory path, and the three real options carried different costs, different exposure and different speeds. We put them side by side with the numbers attached: a Regulation D 506(c) placement on a white-label front end while the Regulation A+ registration was filed, the same placement on our own marketplace, or the full Regulation A+ path with a website and a mobile app. Broker-dealer commission, state filing exposure and speed to investor acquisition were compared for each.



HOW IT IS BUILT

The application work that started was a Python API, an Angular 16 web client and native Android and iOS shells across six repositories in 2023. The regulated core was on purpose not rebuilt in house. Ownership records, subscriptions and transfer agency were to run on an existing regulated platform through its APIs, with the marketplace and the gallery on top.

The subscription flow was scoped against that platform: account setup, identity and anti-money-laundering checks, accreditation, document generation and electronic signature, a broker-dealer and funding partner behind it, a path to an alternative trading system for secondary liquidity, and handling for transfers by death, divorce and gifting, which is common in collectibles.

Python

Angular 16

Android

iOS

REST APIs

Transfer agent integration

Regulation A+

Regulation D 506(c)

HOW WE RAN IT

Fractional CTO on retainer from early 2023, stepping to a higher tier once development began, with a two-week sprint delivery method written into the agreement as an appendix that the client's counsel reviewed. Weekly client meetings at a minimum.

The vendor bench was hired, managed and paid by Robles Industries under a work order structure added by amendment in June 2023. Execution ran on a scrum cadence with a demo and retrospective with the platform partner twice a month, and a one-page weekly health report for the executive sponsor.

The product as designed: own shares of a specific car, a showroom, uniquely numbered trading cards, a virtual garage with augmented and virtual reality planned, collectible tokens, member events and a community feed, behind a three-step onboarding flow.

WHAT HAPPENED

The platform did not reach launch. Frank built the whole team, design, product management and development, ten people at its peak, and the product was more than 80 percent complete when the client ended the program in mid-2023.

What was delivered stands without the launch: the program structure, the vendor bench, the requirements, the regulatory routes with their costs, the brand system and the marketing site design. Writing a marketplace is ordinary work. Getting the securities, tax and transfer agent mechanics settled before the first screen is drawn is not.

THE QUESTION THE ACCOUNTANTS ASKED FIRST

The structuring and tax request had to be answered in full before the build could proceed: organization chart and US tax classification by jurisdiction, capitalization, token allocation, employee token compensation, and what rights a fraction actually carries. The platform could not be designed until those answers existed.

WHAT WE CAN START ON

A regulated offering that needs a transfer agent, a broker-dealer and a funding partner wired into a real product. A vendor bench we contract, manage and pay on your behalf. Or the requirements and the regulatory options priced out before you commit to a build.

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LEGAL TECHNOLOGY FOR THE TRAVEL TRADE

WordPress to SaaS

A company selling legal documents to travel agents had built its product as plugins on WordPress and hit the ceiling. We moved it onto a multi-tenant core with a real AWS estate and a deployment process behind it.

2022

Engaged from December

4

Delivery staff supplied and managed

3

Environments with written deploy procedures

THE PROBLEM

The client sold online legal documents and operational tools to travel agents and other sellers of travel. The business worked. The platform did not. Everything ran as a set of plugins on WordPress, one feature bolted to the next, and the white-label and licensing plans the company was selling against had nowhere to live.

The services agreement put it in the company's own words: it had "reached the limitations of this Minimum Viable Product and urgently need to migrate to a SAAS solution." That sentence is the whole engagement. A company that has outgrown its first build does not need a rewrite of its features. It needs the platform underneath them to become something it can sell more than once.

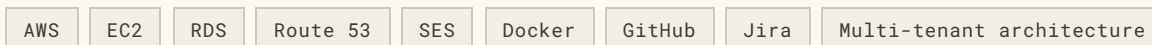
WHAT WE BUILT

- **The multi-tenant core.** The scalable platform the white-label and licensing plans depended on, built to carry more than one brand on one codebase.
- **The user model.** Secure signup and login, and the migration of the existing user base across, so the people already paying did not start again.
- **The AWS estate.** EC2, security groups, Route 53, SES and RDS, stood up from nothing.
- **The toolchain.** Jira, Docker and GitHub, with deployment procedures written for development, staging and production, staged so the cost of the lower environments stayed small.
- **The documents the company had never had.** A product requirements document, the logic diagrams, the infrastructure and stack documentation, and a roadmap.

HOW WE RAN IT

We provided and managed the Phase 1 team under our own paper: one front-end developer, two back-end developers, a part-time project manager, and systems support as it was needed. Frank Robles held the fractional CTO seat, which meant the architecture decisions and the scope arguments as well as the status report.

The first working deployment was targeted inside four months. A weekly call every Thursday morning carried the plan, and the environments were built in an order that kept the hosting bill down while the platform was still being assembled.



WHAT IT PRODUCED

The platform work was delivered into the client's environment. The engagement ran from December 2022 to about May 2023 and ended when a successor agreement stalled, which is a commercial outcome rather than a technical one. Adoption and revenue figures belong to the client and are not ours to publish.

One piece came back to us. An e-signature component defined in that engagement is the direct ancestor of Sign42, the document product Div42 owns today.

WHY THE MIGRATION IS THE PART THAT MATTERS

A plugin stack is not only slow. It cannot be sold twice. The move to a multi-tenant core is what lets a company license itself to someone else, which is why it came first, and why moving the existing user base came with it rather than after it.

WHAT WE CAN START ON

A legacy build that has reached its limit and needs a platform underneath it. A multi-tenant rebuild with the user base carried across. Or an AWS estate, a deployment process and the written architecture for a team that has been shipping by hand.

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CONSUMER, MOBILE AND AI

Tailorie

An AI style and social recommendation platform, built as one backend behind two web applications and native clients on both phones, and shipped to the Apple App Store.

2019

Build began

553

Commits on the web client in five months

4

Client surfaces against one backend

iOS

Shipped to the Apple App Store

THE PROBLEM

Recommending what somebody should wear is a harder consumer problem than it sounds. Taste is personal, the catalog moves, and the product has to be worth opening again on a Tuesday, not just on the day it was downloaded.

Tailorie put AI recommendations and a social layer together, so a person could get suggestions that learned from them and share what they found with people whose taste they trusted.

WHAT WE BUILT

- **One backend** serving every client, so a user, a session and a recommendation meant the same thing everywhere.
- **Two web applications:** one for the public and a separate one for customers. The Angular client alone carries 553 commits in five months, which is the pace the program actually ran at.
- **A native iPhone client**, shipped to the Apple App Store.
- **A native Android client**, built to the same backend.

Frank led design and development across all of it: front end, backend, web and both phones.

WHERE PROGRAMS LIKE THIS COME APART, AND HOW WE KEPT IT TOGETHER

Four surfaces against one backend is where most consumer programs of this size fail. The web applications and the phones have to agree about what a user is, what a session is and what happens when the network is not there. That agreement has to be designed once, up front, rather than negotiated three times as each client team discovers it.

On Tailor.ie that agreement lived in the backend and the clients followed it, which is why one team could carry web, iPhone and Android at once.

Angular

iOS

Android

Apple App Store

Recommendation engine

Social features

REST API

WHAT CARRIED FORWARD

One backend serving several clients, native where native earns it. Our mobile practice today is that decision made faster, with the test discipline attached.

WHAT WE CAN START ON

A consumer application across both stores from one team. A recommendation or personalization feature with a real service behind it instead of a demo.

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CONSUMER AND MOBILE

FrugaList

A consumer shopping app built on a game engine: a Unity mobile application with a Django web service behind it, finished and working.

2020

Build began

Unity

Mobile front end

Django

Web service behind it

WHY UNITY FOR A SHOPPING APP

A game engine will carry a consumer application when the interface wants motion and depth that a standard mobile toolkit makes expensive. It will also fight you, unless somebody on the team knows where the edges are.

The edges are specific: store review, application size, battery, and the fact that a game engine has opinions about the keyboard, text input and accessibility that a shopping flow cannot ignore.

WHAT WE BUILT

- **A Unity mobile client** for browsing and shopping, with the motion the founder wanted. FrugaList was a friend's shopping product, and we built all of it.
- **A Django web service** behind it for the catalog, the users and the transactions.
- **A finished, working build.**

The founder later shut the backend servers down over hosting costs, which is a product outcome and not an engineering one. We report it that way because a portfolio where nothing ever ends is not believable.

WHY IT MATTERS TO A BUYER

It is the reason Unity sits in the mobile column of our stack and not only in the training column. Unity is also the engine behind SPARC, our immersive training platform.

Unity

C#

Django

Python

iOS

Android

WHAT WE CAN START ON

A Unity build that has to behave like an application rather than a game. Or a consumer front end with real motion, backed by a service that holds up.

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CLOUD, INFRASTRUCTURE AND DELIVERY

SanityDesk

A back-office platform on Google infrastructure, single tenant, where every new customer added operating weight instead of spreading it. We moved it to AWS and toward multi-tenant through the client's own engineering team.

2022

Advisor and executive consultant

Google to AWS

Cloud migration led

1 to many

Single tenant to multi-tenant hybrid

THE PROBLEM

Every customer SanityDesk signed arrived with its own instance to run, patch, monitor and upgrade. Growth made the operations load heavier rather than spreading it across a larger base, and engineering time went into keeping copies alive instead of into the product.

Single tenant is rarely a mistake at the start. It is the fastest way to a first customer and it makes the early promises easy to keep. It turns into the problem later, when the cost of the next customer is the same as the cost of the last one and the release that should take an afternoon has to be done one estate at a time.

The clean answer, stop and rebuild as a multi-tenant platform, was not available. There were customers on the old shape and a business that had to keep running while the architecture changed underneath it.

WHAT WE DID

Frank served as advisor and executive consultant to SanityDesk, working through its own engineers rather than as the delivery shop. He re-architected the back-office systems, led the migration from Google to AWS, and took the backend from single tenant to a multi-tenant hybrid. In 2022 he also started the company's SaaS financial model with its finance lead, so the architecture and the unit economics were planned together.

The hybrid is the part worth reading twice. It let existing customers stay on the shape they were already served on while new ones landed on the new one, so the route to a fully multi-tenant platform became a sequence of steps the team could take at its own pace.

That shape also changes the conversation with the people paying for it. A rebuild asks a board to fund a year with nothing visible at the end of it. A hybrid asks them to fund the first step and shows the second step working before it is funded.

WHY A HYBRID, AND NOT A CUTOVER

- **The business does not pause.** Existing customers keep their service on the architecture they are already running on, and nobody is asked to accept a migration window in exchange for a benefit they cannot see.
- **The hybrid is a stepping stone, not the destination.** It was scoped as the stage before a fully multi-tenant platform and described that way to the people who had to fund it, so the remaining work stayed on the plan instead of quietly becoming the new normal.
- **The work went through the client's team, not around it.** The engineers who would own the platform afterwards are the ones who moved it, which is the only version of this project that still works a year after the advisor leaves.

HOW WE WORK INSIDE SOMEBODY ELSE'S ENGINEERING ORGANIZATION

Two things a buyer usually has to get from two different vendors: a cloud migration that does not stop the business, and an architecture change delivered through the client's own team instead of around it. This engagement is the record that we do both, as the senior technical voice in a room we do not own.

That role has a different discipline to it than delivery. The decisions have to be explainable to the engineer who will implement them and to the executive who will pay for them, and they have to survive being disagreed with, because the team can and should push back. An advisor who can only be right by doing the work themselves is not an advisor.

It was an advisory engagement and we describe it as one. No delivery team of ours sat on it. The work was the architecture, the migration route and the judgment calls along the way, handed to the people who had to live with them.

WHAT THE CLIENT SAID

"Thanks to Frank we efficiently started the finance modeling process for the start-up company. Frank has very deep knowledge and skills in many areas: engineering, software developing, management and finance. He is patient, honest, intelligent, and dedicated."

Olga Batiukova, Finance Director, on SanityDesk

WHAT WE DO NOT CLAIM HERE

No measured savings, no migration timeline, no uptime number. The metrics belong to the client and were never ours to take. What we stand behind is the architecture and the route.

WHAT WE CAN START ON

A cloud migration with the business still running on top of it. A single-tenant platform that needs a route to multi-tenant a board will approve. Or a senior technical voice inside your own engineering team, by the week.

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BLOCKCHAIN AND DIGITAL IDENTITY

DigitalTown civic identity

The City of Austin asked what blockchain could do for people without housing. Frank led DigitalTown's entry, a working wallet-based identity built in a weekend, the only working solution in the field, and the city built its MyPass digital identity effort on it.

2018 Austin Mayor's Blockchain Challenge	1 Weekend from brief to working MVP	2nd Place, with the only working solution	MyPass The city identity program built on it
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THE PROBLEM THE BRIEF DESCRIBED

A person without stable housing frequently has no stable address, no reliable place to keep documents, and no way to prove to the next agency what the last agency already verified. Every intake starts over.

The identity that would let services coordinate is the thing the person is least able to carry. Paper gets lost, stolen or soaked. A file in one agency's system is useful to that agency and nobody else.

In July 2018 the Austin Mayor's Blockchain Challenge put that problem to teams under a brief of blockchain for the homeless. Frank led DigitalTown's entry, an MVP branded Austin.City. It placed second, and it was the only working solution presented.

WHAT WE BUILT

- **A wallet the person holds**, with the identity living in it rather than in any one agency's system.
- **Verified attributes they can present selectively**, so a service provider gets what it needs to make a decision without receiving an entire file.
- **A ledger record of what was issued and when**, so a second provider can rely on a first provider's verification without a phone call. That is the part that ends the repeated intake.
- **The civic layer the platform already had**, binding a city, its services and its residents together, so the identity had somewhere to be used.

HOW TWO DAYS PRODUCED SOMETHING THAT RAN

The entry was a working application, not a slide. It was built on the DigitalTown platform application as a core component rather than from nothing, which is the only reason a weekend was enough. Frank was an executive at DigitalTown at the time, and the wallet and digital identity work he led there is what made that component reusable at all.

The platform work was broader than the hackathon. The wallet was the mechanism for civic transactions generally, and identity was the layer everything else hung from, including single sign-on across the platform's properties. The hackathon took a piece of that and pointed it at one hard problem under a clock.

The same conviction seeded Jellybean afterwards: a person should hold their own identity and data, grant access on purpose, and share in the value created from it.

WHAT THIS IS TODAY

The City of Austin carried the work forward into MyPass, its digital identity effort for people experiencing homelessness, and into its entry for the Bloomberg Philanthropies Mayors Challenge. The MVP itself is a preserved artifact, not a live service, and DigitalTown no longer operates. We present it as history and as evidence of a capability.

WHAT IT PROVES

Self-sovereign identity has been a slide in a thousand decks. This one ran, against a real civic problem, on a weekend clock, and a city chose to build on it. It is also the record that we are comfortable on the civic side of technology, where the buyer is a city and the requirements arrive as a challenge brief.

WHAT WE CAN START ON

Digital identity and credential presentation where the holder is the person, not the institution. A civic or public-sector pilot that has to demonstrate something real inside one budget cycle. Or an honest assessment of whether a blockchain belongs in your product at all.

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OUR OWN PRODUCTS

QuietWatcher

Uptime and security monitoring that runs on the user's own machine. The engine and the database ship inside the app, so the target, the response and the credential used to reach it never leave the device.

6

Platforms from one codebase

52

Tools in each agent server

1,706

Passing app tests at the last run

0

Secrets held in the database



THE PROBLEM WITH THE CATEGORY

Monitoring is sold on the assumption that you will hand over your systems list. Every hostname, every endpoint, every API key that reaches a private service, held on a vendor's servers so the vendor can run the check for you.

For a firm under an NDA, or one watching a client's infrastructure, that is a disclosure nobody asked for. QuietWatcher does the watching from the user's machine instead. A person can install it, add a monitor and get an alert with no account, no network round trip to us and no record of the target on our side. Cloud sync, team sharing and server-run checks exist for people who want them, and they are opt-in one monitor at a time.

It is our own product, about two and a half years of work, and nobody was paying us to cut corners on it.

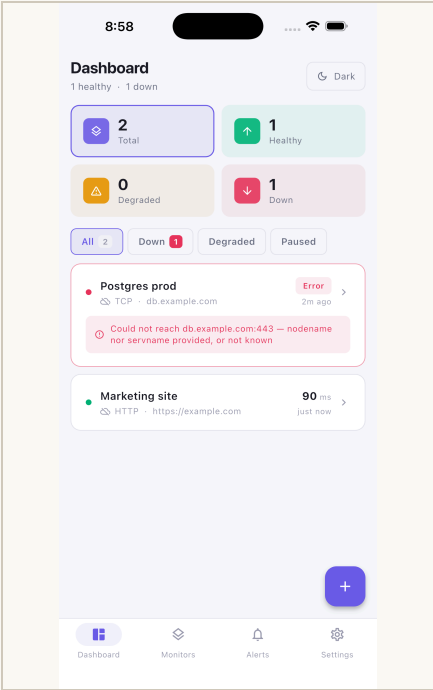
WHAT IT WATCHES

- **Six monitor types on a schedule.** HTTP, API, TCP, UDP, ping and process.
- **API monitors that assert something.** Keyword and JSON path assertions, expected status codes, custom headers, and a TLS verification flag that defaults to on.
- **Failures roll into alerts, alerts into incidents,** and an incident closes itself when the target recovers. Alert paths are local notification, email, SMS, webhook and Slack, with rules set per monitor.
- **A scan workbench** that discovers hosts on the local network, draws them on a map you can rearrange, and records per-host port scans with a timestamp and a detail report. The map exports as a PNG from the same painter that drew it on screen, so the file matches what you saw.
- **One letter grade for the fleet.** The Standing Watch is marked provisional until enough history backs it, and it never moves without naming the cause: B to A, api.example.com recovered. No streaks and no leaderboards.

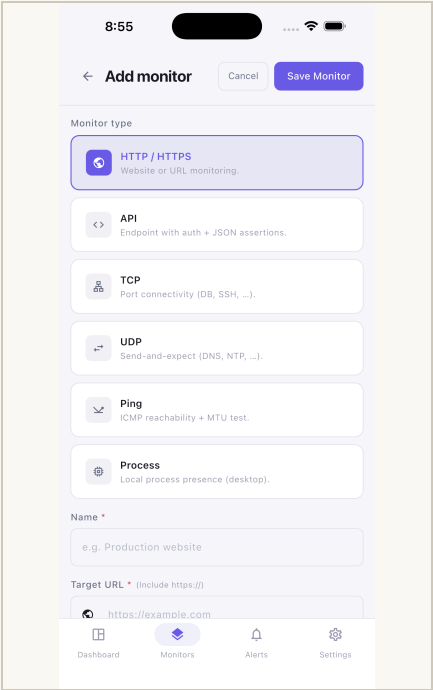
THE SECOND KIND OF WATCHING

The Security Check is one request to a site you already monitor, analyzed on your machine, looking for 20 issues the shipping engine actually runs: wallet-drainer injection, card skimmers, hidden miners, malicious redirects, pharma spam, certificate expiry, missing HSTS and CSP, clickjacking and MIME-sniffing gaps, insecure cookies, CORS misconfiguration, mixed content, insecure password forms and missing subresource integrity.

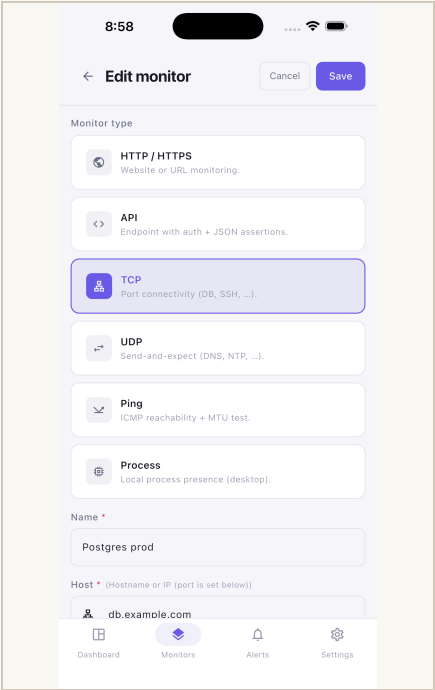
A test reads the analyzer source and fails the build if the shipping list and the engine ever disagree, because counting the bundled catalog instead would over-claim by a factor nobody would notice. Beside it, a content integrity scanner learns the external script origins a page normally loads plus a stable hash, then flags a new origin or a changed body against 16 bundled signatures.



DASHBOARD, ONE DOWN



ADDING A MONITOR



EDITING A TCP CHECK

HOW IT IS BUILT

One Flutter codebase compiled to macOS, Windows, Linux, iOS and Android, plus a Flutter web console. Hand-written Riverpod providers, go_router, an embedded ObjectBox store, and a three-layer split enforced in review: pure-Dart domain entities, a persistence layer with its own entities, and mappers between them. A domain entity never imports the database.

The control plane is one Django 5.1 project with DRF and PostgreSQL serving both the customer API and the operator surfaces. Identity is a separate service. The agent tool servers are written twice, once in Python and once in Node, kept name-for-name identical, and the drag-to-install bundle is gated at pack time against the server's own tool list.



WHERE THE SECRETS ARE NOT

A monitor row holds an opaque reference. The value lives in the platform keychain, is read only at check execution, and is deleted when the monitor or the credential is. Not storing a secret beats encrypting one, and that was the choice made every time the two competed.

Response snippets are scrubbed where they are produced, and keyword assertions run against the unscrubbed body so a redaction cannot cause a false failure. Biometric or device credential app lock is available on four platforms. Account deletion is in the app: credentials and response snippets purge at once, the rest is retained 365 days and then hard-deleted.

State today, stated the way we would want it stated to us. Version 1.14.0 is the last public release, tagged 18 July 2026. 1.15.0 is in TestFlight and on the Play internal track. Commerce is off and Stripe is in sandbox. No customers and no public store listing yet.

WHAT AN ACCESSIBILITY AUDIT FOUND, AND WHAT HAPPENED NEXT

A text color failing contrast at roughly 176 call sites, icon buttons under 44 points on three desktops, and fifteen layouts breaking at 200 percent text scale. All of it is now enforced by five test suites, alongside 184 Dart test files, 1,706 passing app tests and 1,178 on the control plane.

WHAT WE CAN START ON

A cross-platform product from one codebase across desktop, mobile and the browser. A monitoring or security capability inside something you already sell. Or a tool server so an AI agent can drive software you already own.

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DEFENSE, GOVERNMENT AND IMMERSIVE TRAINING

SPARC

Immersive training authored in a browser and delivered to a headset or to an ordinary browser tab. It grew out of an Air Force SBIR we built from zero code under a prime, and the platform is ours.

<div>\$1.15M</div> <div>Phase II award, to the prime</div>	<div>14</div> <div>Months of performance, 2023 to 2024</div>	<div>5</div> <div>Asset types an author can place</div>	<div>2</div> <div>Delivery targets, headset and browser</div>
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THE PROBLEM

Immersive training is usually built as a set of one-off scenes. Changing a procedure means a developer, a rebuild and a release, so the person who knows the procedure cannot touch the training and the training falls behind the work it describes.

The second constraint is hardware. Content built for a headset reaches the people who have one, which in most organizations is a room, not a workforce.

SPARC separates the three things that usually get welded together: a media library, a lesson stored as data, and a renderer that reconstructs it. An instructor uploads media, places interactive elements against it and publishes. A learner opens that lesson in a VR headset or in a browser with no headset at all.

THE CONTRACT, STATED EXACTLY

AFWERX SBIR Phase II immersive training for the US Air Force, contract FA8649-23-P-0466, \$1,150,000, performed February 2023 to April 2024 and awarded to Quantum Interface LLC as prime.

Frank Robles was brought onto the proposal team and the proposal won. The work then started from zero code. He specified a team of six and, for a long stretch, built the application alone, then hired a Unity developer and added a part-time designer, and served as development lead throughout.

In his own words: after winning the SBIR, he took a product idea with zero code completed to a working solution, meeting or exceeding numerous deliverables for the Air Force. The delivered capability included gaze and motion control, so an airman with both hands occupied can move through a checklist.

Robles Industries was not the awardee and does not claim the contract as its own prime past performance. We put that sentence on the sheet because a government buyer will check, and because a vendor who overstates a role once will be assumed to have done it elsewhere.

WHAT CARRIED OVER, AND WHY IT IS THE POINT

Two things are proved by this record. The first is that a federally funded prototype can be carried into a product the firm owns, which is the path a research-to-commercial buyer is trying to walk and rarely sees walked.

The second is the shape of the thing we built. We build authoring tools rather than scenes. The separation between a media library, a lesson held as data and a renderer that reconstructs it is what lets a customer's own subject matter experts keep producing training after we leave, in a headset or in a browser, without a developer in the loop.

WHAT WE DO NOT HOLD

Robles Industries holds no socioeconomic certification, no FedRAMP authorization, no ATO and no NIST attestation, and claims none. What it has is delivery under a prime, a product line with a decade of production history behind it, and a principal who negotiates and administers the contracts himself.

HOW A LESSON IS AUTHORED

The authoring side is a web application. An author uploads assets tagged by type: 2D video, 360 video, image, PDF or audio. Every asset carries a name, description, internal notes, creator, publish date, version, a thumbnail that can itself be another asset, and a JSON block of asset events. Uploads go straight to object storage from the browser rather than through the application server.

A lesson is an augmented document: title, description, notes, version, view counter, author, last-modified-by, thumbnail, and a canvas asset that sets the backdrop. A 360 video puts the learner inside a scene; an image or a PDF gives a flat surface to annotate.

Onto that canvas the author places augment events, stored as JSON. A lesson also carries diagnostic and feedback parameter blocks, which is where assessment lives: what the learner is measured on, and what they are told in response.

HOW IT IS BUILT

A Django project with DRF, PostgreSQL, direct-to-S3 uploads, Docker for local work and an Elastic Beanstalk deployment configuration. The REST router exposes users, groups, assets and augmented documents, with a custom user model carrying training-specific role levels. The client is Unity and C#, building to WebGL today.

SPARC was built after the contract ended, on the ideas the Air Force work proved out, with help from the same Unity developer. It is a new codebase, owned outright by Robles Industries.

Django Django REST Framework PostgreSQL Amazon S3 Unity C# TextMesh Pro WebGL Docker
Elastic Beanstalk

STATE TODAY

A working demonstration, shown at a military conference in Canada, drew interest, and a major defense prime has asked to see it. Completing the application is the next step, and we say so plainly. The backend is Django, and the Unity project as it stands builds for the browser, with the headset target needing its XR package restored before a headset demonstration.

WHAT WE CAN START ON

Procedure and safety training in AR or VR with an authoring tool your own instructors use. Browser-delivered immersive content where headsets are not practical. Subcontract delivery under your prime, or prototype and proposal work at SBIR stage.

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ARTIFICIAL INTELLIGENCE AND AUTOMATION

Jarvis and RIALMS

The agent platform we run our own company on: a named fleet, routing across hosted and local models, outbound mail nobody can send without approval, and a memory that can tell you what it believed last Tuesday.

<div>47</div> <div>Named agent personas</div>	<div>1.69.27</div> <div>Version in use internally</div>	<div>0</div> <div>External messages sent unapproved</div>	<div>5</div> <div>Failures before quarantine, not a loop</div>
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WHERE AI PROGRAMS ACTUALLY FAIL

Three questions decide whether an AI program survives contact with a business: what the system remembers, what it is allowed to do on its own, and what happens when a model is down. A demo answers none of them and still looks good, which is the trap.

Jarvis is our answer, and it is not a product for sale. It is how Robles Industries runs itself, which is the only honest test of an operations platform. What it demonstrates is the capability, and the capability transfers.

THE FLEET

An orchestrator with a roster of named agents, each with its own persona, role and voice, covering general management, operations, quality assurance, systems, correspondence and executive support. Agents take instructions, call tools, write to memory, raise issues and hand work to each other.

A live console shows who is active, who has failed, how much each has done in the last day and which model backed the last call. That console is the difference between an agent fleet and a folder of scripts nobody is watching.

ROUTING, SPEND AND THE FAILURE PATH

- **Routing is task-aware and availability-aware.** Interactive work prefers one class of model, background and fleet work stays on cheaper local models and escalates only when the work needs it, and heavy document, design or code jobs go to a frontier worker.
- **A backend with no credential or no health pass is skipped,** not retried into a wall. An hourly cap and a circuit breaker bound the spend.
- **Reliability is policy, not string matching.** Every backend failure is classified once into retryable, should-fall-back and should-mark-exhausted, and the fallback logic branches on those booleans rather than on the text of an error message.
- **Loops are bounded.** Per-turn guardrails warn and then block repeated identical failing tool calls, and a turn ends with one final tool-less call so it always produces an answer.

THE APPROVAL GATE

An agent can compose an email. It lands as a draft in an approval queue, and nothing auto-sends to anyone outside the company. Uncertain send receipts are reconciled from read-only provider evidence, and a message whose outcome is uncertain is never resent.

RIALMS, THE MEMORY UNDERNEATH

An append-only event log, gapless and ordered per memory realm, with corrections, retractions, irreversible redaction, idempotency keys and daily quotas. Screening runs before a write and fails closed. Everything derived from the log is a projection that can be rebuilt, so a bad extraction is a rebuild rather than an archaeology exercise.

- **Retrieval runs two lanes.** A semantic lane and a full-text lane, fused by rank, because the question that needs an exact string and the question that needs a meaning are both asked by the same user in the same minute.
- **A closed predicate vocabulary,** with generic predicates forbidden outright, so nobody writes `relates_to` and calls it knowledge.
- **Corroboration instead of overwrite.** Two agents asserting the same fact record it through an attestation table rather than one erasing the other's provenance.
- **Retraction is a tombstone,** not a delete, and point-in-time belief history renders supersession explicitly. You can ask what was true as of a date and get an honest answer.
- **An immutable extraction ledger,** so rebuilding a projection never calls a model provider twice, and an event that fails deterministic processing five times goes to quarantine rather than looping.

HOW IT IS BUILT

Python throughout, containerized, with PostgreSQL and a vector extension as the single substrate for the event log and every projection. Embeddings run in-process.

A small stateless gateway is the only authenticated write door. It authenticates the calling agent, takes the trust ceiling from the token rather than the request body, screens the text, applies a salience gate, rate-limits per caller, and filters every read by the realms that caller may see. Clients hold no database connections, and when the gateway is unreachable they spool to disk and replay.

Python PostgreSQL Vector search
In-process embeddings Docker
Hosted and local models Ollama
Append-only event log

WHAT WE DO NOT PUBLISH

No infrastructure detail, host names, addresses or counts appear in any public description of this system, including this one. An internal platform that runs the company is an attack surface before it is a marketing asset.

What we will do is show it. The console, the approval queue, a belief history rendered for a date you pick, and the classification table behind the failure handling are all demonstrable in a call.

ONE RULE WORTH STEALING

A generic predicate is rejected at write time. A memory system that accepts `relates_to` as a fact will be unusable within a year, and by then the log is too big to clean.

WHAT WE CAN START ON

An agent that works inside your operations with a human approving anything irreversible. Retrieval and memory for an assistant that has to stay correct over months rather than minutes. Or a candid review of an AI program that is not producing.

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LEGAL TECHNOLOGY

Sign42

An e-signature product where the interesting part is the invoice: the sender sets values the signer never sees, the signer enters quantities, and the document totals itself into something signable.

4 Placeable tags in the product system	0 Rates the signer ever sees	1 Document in place of a form and a spreadsheet
--	--	---

THE PROBLEM WORTH SOLVING

Upload a document, place fields, send a link, collect a binding signature, deliver the executed file to everyone. That part is table stakes, it is built, and it is not a reason for anyone to switch.

The problem worth building for is narrower. A company paying independent contractors pays each type at different rates for different line items. The rates are not the contractor's business. The only variable the contractor supplies is how many of each thing they did.

That is usually solved with a separate web form per contractor type, a spreadsheet behind it, and a person reconciling the two at the end of the month. Sign42 turns it into one signable document that calculates itself.

WHAT THE DOCUMENT DOES

The invoicing behavior is switched on by an account attribute, so an ordinary signature user never sees it. When a user who has it reaches document preparation, the field palette gains a product system.

- **Add Product opens with one blank row:** a description and a price or value, both required before the row saves, and no new row while a blank one is open. That small piece of discipline is what keeps a rate table from filling with half-entered lines.
- **Rows become a product list,** enumerated in a Select Product dropdown on the document itself.
- **Selecting a product makes three tags placeable:** Quantity, Description and Total. Description and Total derive from the product. Quantity is the one thing the signer fills in, and Total calculates per line as quantity times the stored value.
- **A fourth tag sums every total.** It sits on the palette always and stays inert until a product is placed.
- **The value behind each line is held by the sender** and never rendered to the signer. Prepared documents save as reusable forms, because the same form goes to the same contractor every month and to each new contractor of that type.

HOW IT IS BUILT

A web application with a document preparation canvas, a recipient signing surface that runs in a plain browser with nothing to install, cloud document storage, and an account model that carries feature attributes. The product and calculation layer sits between the form template and the signing session, so calculated fields are evaluated on submission rather than trusted from the client. Name, date and signature fields work as they do on any document.

STATE TODAY, AND WHAT WE ARE LOOKING FOR

Finished and unlaunched. There is no customer, no reference and no case study behind this page, and we are not going to imply one. The naming is consolidating onto ESign42 across the application, and we hold both the .com and the .net domains.

What the product needs is a first customer: a company that pays contractors this way, that will run real invoices through it and say plainly where it is wrong. The consumer version comes after that, not before it.

WHY WE PUBLISH IT UNLAUNCHED

A product with no customer is worth less than one with a reference, and saying so costs less than inventing one. Every behavior described above is built and can be walked through in a demo.

WHAT WE CAN START ON

A design partner for the contractor invoicing, on real documents. Document automation or e-signature inside a workflow you already run. Or the same calculation logic built into an application you already own.

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LEGAL TECHNOLOGY

Got.Law

A legal marketplace across two full platform generations, 2015 to 2025. Frank Robles built it as CTO, led its sale to a public company, ran it as President at launch, and Robles Industries owns the platform today.

<div>2015</div> <div>First platform, in Rails</div>	<div>3,189</div> <div>Commits in the first generation</div>	<div>4,727</div> <div>Commits in the second, to 2025</div>	<div>\$100</div> <div>Flat fee per confirmed booking</div>
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GOT.LAW, THE SECOND GENERATION BRAND

THE PROBLEM ON BOTH SIDES

A person looking for a lawyer starts at a directory and ends in phone tag. The attorney ends up on a first call that a form could have answered, and decides afterwards whether the matter was ever for them. The directory collects either way.

Two-sided marketplaces are hard, and most of the difficulty is in the parts nobody demos: real calendar availability on both sides, intake that changes what the first meeting is worth, payments inside a regulated profession, and a price a supplier will actually accept.

WHAT THE PLATFORM DOES

An attorney directory with profiles, practice areas and jurisdictions is the front door. The booking side is the real engineering: two scheduling services, one for the attorney and one for the client, running against a calendar availability provider so a lawyer's own calendar decides what a client can book. Attorneys keep the calendar they already use. The platform reads availability and writes the meeting.

Digital intake sits between the booking and the meeting, so the client answers a structured set of questions about the matter before the consultation and the attorney walks in informed. Payments run through a dedicated server and React client, integrated with a legal-industry processor so trust accounting rules are respected rather than worked around. A content management system for firm pages, a case and communication layer and reporting round it out.

THE PRICING MODEL, WHICH IS PUBLISHED

Free for clients, with any attorney consultation fee disclosed before the booking is confirmed. Attorneys pay one flat \$100 fee at the time of a confirmed booking, with no commission and no subscription. If the attorney reads the intake and decides the matter is not for them, they cancel in advance and are credited instantly.

That last rule is what makes the intake worth filling in. It also prices the product the way a supplier will accept it, which is the part most marketplaces get wrong twice before they stop.

HOW IT IS BUILT

Two generations. Ruby on Rails first, 3,189 commits from February 2015 to August 2017. Then a Python and Angular rebuild: a new foundation repository in 2017 and a main application carrying 4,727 commits through March 2025, with an Angular 13 front end, scheduling services in Node and Angular against a calendar provider, payments in JavaScript and React, a Laravel content management system, and Terraform for the infrastructure.



TEN YEARS, THREE NAMES

It started as Lawbooth, a marketplace for legal advice built in Rails under a company called Congo, where Frank advised the founders and helped raise the round. He joined as CTO with the funding in early 2017, built an engineering team of 12, moved the platform onto an AWS architecture he designed, and the brand became JustLegal.

He then led the sale of the technology to DigitalTown, Inc. (OTC: DGTW) in an all-stock asset purchase that closed in December 2017, and he and his core engineering team moved with it. Got.Law launched on 7 December 2017 with Frank as its President, and he went on to serve as DigitalTown's chief operating officer. When DigitalTown later sold assets, Robles Industries acquired Got.Law.

BAR ASSOCIATION WORK, 2017

Alongside the marketplace the team built a Maryland Bar Association site and a Minnesota State Bar demo prototype, plus an Austin Bar integration. Association distribution is how a marketplace reaches a profession that trusts its associations more than it trusts startups, and the work is described here because it was built and delivered.

It ran under a signed paid agreement that was never paid. We present it as work delivered. It is not revenue and we do not offer it as a reference.

STATE TODAY

An owned asset, currently offline. The site was shut down at its cloud host in 2025 after funding for the relaunch ran out. The domain, the brand, the code and the pricing model are held by Robles Industries. Relaunch is a funding decision rather than a technical one.

WHAT WE DO NOT CLAIM

The acquisition was reported in the trade press in October 2017 and Got.Law's launch was announced by press release on 7 December 2017. No transaction value appears on this page. DigitalTown's later wind-down was also covered in the trade press and is not ours to characterize.

WHAT WE CAN START ON

A two-sided marketplace with scheduling and money inside it. Intake and matter management for a firm or an association. Or a conversation about Got.Law itself, if you would rather buy ten years of this than build them.

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IDENTITY AND ACCESS

ri-auth

A production sign-in and account service with its own repository, its own database and a client package, built once on purpose so the next product does not have to build it again.

98 Tests over auth, recovery and deletion	8 Tables in the schema	3 Sign-in methods on one account	6 Two-factor endpoints
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THE PROBLEM

Every product needs accounts, and building accounts into a product is how you end up building them again for the next one. The second time costs as much as the first, and by then there are two password reset flows, two deletion policies and two sets of mistakes.

QuietWatcher needed identity. Rather than put it in the app, we built it as a service with its own repository, its own database, its own OpenAPI contract and a client library the app consumes like any other dependency.

The scope was held on purpose. ri-auth does accounts, credentials, second factors, recovery, policy acceptance and deletion. Billing, organizations and entitlements live in the product that needs them, because those are the parts that differ from product to product and an identity service that carries them stops being reusable.

WHAT IT DOES

- **Three ways in, one account.** Email and password, Apple or Google. Identities are a separate table from users, which is what makes one person with a password, an Apple identity and a Google identity a single account rather than three.
- **Policy versions bound at signup.** Signup will not complete unless the client echoes back the identifiers of the policy versions it just fetched, so nobody is silently bound to a stale terms or privacy version.
- **Passwords hashed with Argon2,** sessions issuing access and refresh tokens.
- **Two-factor, time-based, in six calls:** begin enrolment, confirm, verify at login, disable, regenerate backup codes, report status. Backup codes are stored separately from the secret.
- **Recovery for the paths people actually hit.** Password reset request and confirm, email verification request and confirm, and Apple's private relay flow on its own callback.

THE TWO ENDPOINTS THAT SHOW WHAT KIND OF SERVICE THIS IS

- **An honest methods endpoint.** A client can ask which sign-in routes an account actually has, so the login screen does not offer a password to an account that only ever used Apple. That is a small call that removes a whole category of support ticket.
- **Deletion as a first-class endpoint, not a support ticket.** A soft delete with defined retention: sensitive material removed at once, the rest held for a fixed window and then hard-deleted, and the address free to register again afterwards. That combination is what an app store reviewer asks for and what a privacy policy has to be able to describe.

HOW IT IS BUILT

FastAPI, SQLAlchemy 2 against async Postgres, Alembic migrations confined to its own schema, Argon2, a standard TOTP library and JOSE for tokens. Three packages in one repository: the API, the Dart client and the shared schema.

FastAPI	Python	SQLAlchemy 2	PostgreSQL
Alembic	Argon2	TOTP	JOSE
Dart client			

STATE TODAY

In production, serving QuietWatcher's authentication, with 98 tests covering the auth flow, two-factor, recovery, OAuth verification, deletion and retention.

A Makefile means a new developer runs four lines and has a working environment, which is the difference between a service another team can adopt and one only its author can run.

WHY THIS IS WORTH WEEKS TO A BUYER

Identity is tedious to build, dangerous to get wrong and expensive to retrofit. The parts most teams skip, policy versioning at signup, backup codes, a deletion path with a written retention policy behind it, are already built and already tested.

WHAT WE CAN START ON

A login and account layer for a product that does not have one yet. An identity service pulled out of an application that has outgrown it. Or a review of the account, recovery and deletion paths you already ship.

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SECURE DATA TRANSFER

HeavyMail

A secure large-file platform built in the early 2000s, when the alternative for a big file was a courier and a hard drive. Frank backed it, housed it, helped write it, and years later bought it.

2004 Frank joins the board	Palo Alto Where the servers ran, in his own data center	\$25,000 Paid for the assets out of bankruptcy	2 Original servers, still held
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WHAT IT WAS

HeavyMail, also branded ByteFling, moved very large files, or groups of files, securely: without corruption and without exposure in transit. Encryption, integrity on arrival and resistance to interception were the product.

A companion application, BonPoo, was built alongside it: file transfers paid for by watching ads instead of a subscription. It briefly earned about \$1,200 a month, an early test of ad-supported utility software. Frank later bought BonPoo too.

FRANK'S PART IN IT

- **Investor.** Frank invested through OakStone Ventures, the seed fund he ran.
- **Landlord.** The founders worked out of his office from around 2003.
- **Host.** The servers ran in Neopolitan Networks' data center in Palo Alto, the carrier Frank founded and ran.
- **Engineer when it counted.** When the developer was stuck, Frank helped with the code.
- **Director,** on the board from December 2004 to August 2010.

WHAT HAPPENED

Development was finished. Just before launch, a death in the founder's family meant he could not continue, for reasons that had nothing to do with the software or the market. Years later the other founder took the company through bankruptcy, and Frank and two partners bought the assets out of it for \$25,000: the source code and two of the original servers.

The servers are in storage. The code is backed up. The intention is to rebuild and relaunch it. That is an owned asset and an intention, not a product on sale today, and nothing on this page is offered as available software.

WHY A PROSPECT SHOULD CARE ABOUT A TWENTY-YEAR-OLD CODEBASE

- **The problem did not go away, the tools changed.** Secure transfer of very large files, with encryption, integrity on arrival and resistance to interception, is what modern teams assemble out of object storage, signed URLs and a checksum. We have been working on that problem since before those pieces existed.
- **It shows the whole stack of what a founder needs.** Capital, space, hosting on a carrier network, code help at the moment it was needed, and board oversight, all from one person. That is the combination an early company rarely finds in one place.
- **We treat software as an asset.** We have twice acquired a codebase out of somebody else's failure and carried it forward: GateTracker, now a licensed product in production, and this one.

WHAT THIS SAYS ABOUT DILIGENCE WORK

Deciding what a dead company's code is worth is a specific skill: read it, test the claims, separate the part that still has value from the part that was the reason it died. We have done that with our own money.

WHAT WE CAN START ON

Diligence on a codebase you are thinking of buying, written so a board can read it. A secure file exchange where the compliance record matters as much as the transfer. Or a conversation about relaunching this one with a partner.

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DATA RIGHTS AND CONSENT

Jellybean

A data company built on the position that your personal data is yours: you control it, you see who buys it, and you get paid. Frank co-founded it and wrote the architecture.

2021 Incorporated in Austin, Texas	\$400B The advertising market the thesis addresses	5 Platform components architected	2 Investor cycles, seed and Series A
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THE ARGUMENT

Every click, like, share and post creates data about a person. That data is collected and sold, and the person has no say and no share.

Two facts about that market carry the thesis. Two companies hold more than half of a digital advertising market projected at \$400 billion. And the tracking methods the market runs on are being removed by browsers, by regulators and by platform policy at the same time. Brands lose accuracy, people lose trust, and both sides get worse results.

Jellybean Software, Inc. is an Austin, Texas company incorporated in March 2021, co-founded by Frank with two partners. Its tagline is the shortest statement of the position it takes: New Game. Fair Rules.

WHAT A MEMBER GETS

A privacy and data asset manager on the phone. A person signs up and the account is instantiated so ownership is recorded rather than assumed. From there they control what is shared, with whom and on what terms, see which buyers are paying, and get paid into a wallet. The app is always free to the member.

- **Practical privacy tools around it:** tips and scripts for locking down accounts outside Jellybean, and granular controls inside it.
- **The repository grows in waves rather than in one grab.** Direct profile input through gamified surveys, social connections through an agent, banking and geolocation if the member turns them on, and data supplied by business partners under a share agreement.
- **Each wave enriches a master digital portrait:** a single verified source of truth about that person, built with their knowledge rather than behind their back.

THE AUTHENTICATOR, WHICH IS THE PIECE THAT MAKES IT SPREAD

A secure OAuth2 sign-in that third-party applications adopt. When a member logs into another app with Jellybean credentials, their data-share rules travel with them. The deck calls it Traveling Trust, and it is what turns a privacy app into an ecosystem: the member sets the terms once and every app that accepts the sign-in inherits them.

WHY A BUYER WOULD TAKE THE DATA ANYWAY

The pitch to a brand is not ethics for its own sake. Consented first-person data converts better than the gray data that wastes media spend, and the compliance position comes free with it.

WHAT A BRAND BUYS

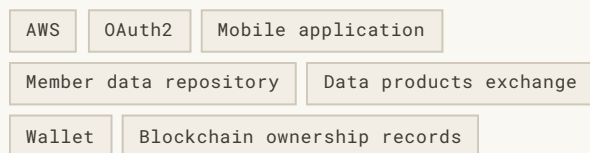
A data products exchange. Verified, consented, first-person data sold as subscription feeds, custom reports and blended data products, with the member's share carved out before the business takes its revenue. That order matters: the member is paid from the top of the transaction, not from what is left at the bottom of it.

Go to market was community first. Member acquisition through influencer communities and organizations already working on digital ethics, then charter brands bringing their own audiences, then integration with the larger data platforms. A data exchange with no members has nothing to sell, so the sequence was never negotiable.

HOW IT IS BUILT

An AWS platform with five components: a mobile application, an OAuth2 authenticator service, a member data repository, a data products exchange and a wallet.

Blockchain is used where ownership needs to be recorded, and nowhere else. It is the mechanism for the one claim the product cannot afford to have disputed, which is that this person owns this data and granted this access on this date.



HOW IT WAS TAKEN TO INVESTORS

The company was taken to institutional investors across two cycles, seed and Series A, with investor decks for each and a named advisor from the marketing world. Frank is named co-founder and CTO on the 2021 investor deck and co-founder and CEO on the later brand-facing overview.

The capitalization figures in the deck are plan targets, not money raised, and we say so rather than let a reader assume otherwise.

STATE TODAY, STATED PLAINLY

The company, the brand, the decks and the architecture exist. The product was not built out. Frank wants to finish it and fold in the civic wallet identity work, which was aimed at the same problem from the other end.

WHY THIS BELONGS IN FRONT OF A CLIENT

The same thinking shows up wherever we build: identity that belongs to the person, consent captured as a record rather than a checkbox, and value routed back to the source. It is in the civic wallet work, in the consent tagging on a healthcare voice program, and in a monitoring product that keeps your credentials off our servers.

WHAT WE CAN START ON

A first-party data strategy that has to survive the loss of third-party tracking. Consent captured as a record a regulator would accept. Or an identity and permission layer that a second application can adopt without renegotiating with every user.

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ARTIFICIAL INTELLIGENCE AND PERSONAL DATA

IYA.AI

An AI-driven, blockchain-backed personal information system. Frank architected it, built the core himself, and put it into production before building the team around it.

Aug 2020 Work began	AWS Core system deployed	Web Application in production	iOS and Android Native apps in development
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THE PROBLEM IT TOOK ON

Your information is not in one place you control. It is scattered across every service that ever collected it, and none of those services work for you. A person notices this only when they try to answer a simple question: who has what about me, and on what terms.

IYA.AI treated a person's information as a managed asset rather than something left wherever it landed, with AI at the center to organize it and a ledger underneath to record who was granted what.

WHY THE ORDER MATTERS

A platform gets its shape in the first few weeks, from whoever writes the core. A team hired before that shape exists spends a year finding out what it was supposed to be.

On IYA.AI the same person wrote the architecture, built the core and the APIs, and put the first version on AWS. The team arrived to a working system, not a specification.

WHAT FRANK BUILT

- **The architecture**, written before any team was hired.
- **The core system himself**: the API-driven service, the user model and the initial deployment to AWS.
- **The operational base around it**, including DNS and email, so the product ran as a service rather than a demo.
- **The development team**, built and led on top of that base.

The core system and web application were deployed. Native iPhone and Android applications were in development.

WHERE IT LEADS

IYA.AI's thesis carries directly into Jellybean, the data company built on the position that your personal data is yours, and into the wallet identity work behind the Austin civic identity entry.

It is not offered as a running system today. It is on this page as the record of where a current capability came from.

WHAT WE DO NOT CLAIM HERE

No user numbers and no revenue, because the record holds none. This page describes the architecture and the work, which is what we can stand behind.

WHAT WE CAN START ON

The architecture and the working core for a platform that exists only as a conversation, written by the person who will then help you hire the team around it. Or an AI product where the person, not the platform, holds their own data.

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CONSUMER PRODUCT

DepositGuard

A renter loses a deposit because nobody wrote down what the place looked like on the way in. DepositGuard is the company and the product we built to fix that, from the product definition to the logo family.

\$4.99

Premium, per month

\$49.99

Premium, per year

2025

Company formed and brand finished



THE PROBLEM

A security deposit is the largest sum most renters hand to a stranger, and the argument over getting it back happens months later, from memory, against a landlord who keeps better records than the tenant does.

The move-in walkthrough is where that argument is won or lost, and it is usually a checklist on paper that nobody photographs, signs or keeps. By the time the deduction arrives, the renter has no evidence and no idea what a reasonable deduction would even be.

WHAT THE PRODUCT DOES

- **Documents condition at move-in and move-out** with timestamped photos, video and notes.
- **Estimates what should come back**, so the renter knows what they are owed before the landlord tells them.
- **Logs maintenance requests and landlord communications** as they happen, which is the half of the record that is always missing later.
- **Produces a shareable report** a renter can put in front of a landlord or an attorney.

THE COMPANY, AND WHAT EXISTS TODAY

DepositGuard is a formed company with a defined business model: freemium, with premium at \$4.99 a month or \$49.99 a year, a per-property add-on, and an attorney directory line for the disputes that go further.

It carries a finished brand system: style guide, quick reference, logo family, shield mark and photography, from the same group that built the brand systems for GateTracker, CarArt and Jellybean.

Said plainly, because the alternative is letting a reader assume: what exists today is the company, the product definition, the pricing and the brand. It is on this sheet as part of the founder record rather than as shipped software.



FROM THE DEPOSITGUARD BRAND SYSTEM: THE MOVE-IN WALKTHROUGH THE PRODUCT TURNS INTO A RECORD

WHY THIS SITS IN A CAPABILITY FILE AT ALL

When we tell a client that the business model or the brand needs work before the product does, it is not consulting theater. We have taken our own products from an idea to pricing, positioning and a finished brand, and paid for it ourselves.

WHAT WE CAN START ON

A consumer product taken from an idea to a defined product, a pricing model and a brand that is ready to launch behind. Or a hard look at the business model of a venture before anyone writes code for it.

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