AMA (first & second) with Phil Zamani Questions & Answers

Community: I greet you Phil Zamani and Hunyoung Park

I have a couple of technical questions:

1. Is access to AERGO HORDE possible only through AERGO OS? If not, then why do we need AERGO OS?

2. Does the developer have to be a Node and use AERGO HORDE to gain access to the AERGO HUB repository?

3. Is there any news about the "RewarDrop Geographic Enablers Software", has anyone chosen already or is the selection process just beginning?

Phil Zamani: 3. No selections yet

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Community: What is the advantage of AERGO over the IBM Blockchain platform, Azure(Microsoft), SAP Platform Blockchain, Autonomous Blockchain Cloud

Service(Oracle)? Although the products of these organizations are at different stages of development, PaaS is also in their offer. In addition, the use of the model DPOS poses a threat to the decentralization.

Phil Zamani: These are all great platforms—some are very early stage—others later stage—Aergo is better!

Aergo is built by blockchain experts and all we do is blockchain (we do not sell databases or Watson or MS Office)

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Community: Hello, Phil. There were several discussions on this topic, so I would like to hear the answer from you)

What is the main difference between Aergo and coinstack? Except that the main chain of Aergo, unlike coinstack, is open)

Phil Zamani: Aergo takes coinstack much further—see coinstack as the baseline and Aergo as the next generation

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Community: Dear Phil, you, and your team, are organized quite an interesting tasks and airdrop for community and now you can find a lot of videos on YouTube, articles on medium and steemit, facebook, Aergo is everywhere. What else do you expect from the community when Aergo will go live?

Phil Zamani: Anything that helps our future stakeholders to understand and perhaps use Aergo (developers—block providers—technology partners—system integrators and of course customers!)

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Community: Hello!

1. What are its competitors in the blockchain environment. Why will AERGO be better and more popular on the market?

2. How are you going to implement your product into the corporate environment? What will motivate the transition of business processes to blockchain? Business there are always secrets in front of competitors — how will be solved this problem?

Phil Zamani: 1. Many companies are trying to compete in this space 2. I will publish an article on medium in the next 48hrs to reveal our "secret sauce"!

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Community: What does it mean name Aergo, When it was invented?

Phil Zamani: Aergo = success / created months ago

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Community: Hello, Phil and Hun! Sceptics're always asking: Why does the market need aergo if there's Blocko — whery succsessful company with working product and backing from different venture companies? Can you explain it them once again?

Phil Zamani: Aergo is like Linux: a platform / Blocko wasn't to be like Red Hat: leader in enterprise global support

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Community: Hi Phil! Can you tell how aergo's sql-like language is progressing? Couldn't find it on github

Phil Zamani: It's nearly ready to ship—more details soon (in matter of weeks only!)

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Community: And what about It's safety and security?

Phil Zamani: Safety and security are central to our strategy—please read our technical white papers and we will share more in due course—some of the people working on Aergo are global security experts!

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Community: Phil and Hun, on the test net phase you will be release your own wallet for aergo? Or it will be on main net phase?

Phil Zamani: Wallet will be released later this year—connecting to mainnet early next year

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Community: Hello Phil))

Tell me please, who do you think is the closest competitor of the project? and what are the advantages of Aergo?

Phil Zamani: Perhaps IBM—many wannabees but little in production—Blocko has perhaps second most production blockchains after IBM—many deployments—millions of users

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Community: Hello. I am wondering from which country (or region of the world) besides Korea is the expansion/expansion of Aergo planned as a company? I mean the opening of offices, conducting training (presentations) on Aergo, cooperation with local companies or even with governments.

Phil Zamani: Korea—China—Uk—Germany (first wave)—USA and other next

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Community: Also, how does litetree factor into larger aergo ecosystem? What's it's supposed to do in aergo

Phil Zamani: It opens up the potential for 8.5million sql developers and database admins to get into blockchain !

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Community: Will Aergo use Aergo token for smartcontract like Ethereum or some additinal token like NEO?

Phil Zamani: Aergo token is like gas

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Community: Can you describe tool stack you use developing it?

Phil Zamani: Our development stack is called SHIP—this will be presented next week at a developer conference in USA—more details will follow

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Community: Phil, do you have already agreement or confirmed partners to become producers? if you can talk about it of course.

Phil Zamani: These are active discussions—we will share more info in due course

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Community: Hi Phil, you mentioned in the last interview with Token tank that you will be launching a game along with 10 other dApps. So, is there a schedule when we can expect DApps on Aergo?

And about "Captain AERGO"? Will this be similar to how loom is launching games?

Phil Zamani: Many DApps in progress—we will only release when these are ready—captain Aergo is a super cool mega scale game platform—watch this space !

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Community: Hello

My question is this:

There are other blockchain protocols in the market who are dedicated to bridging the gap between centralized organizations and blockchain technology. How does Aergo plan to win over a fair share of the market who have already signed up for other network and what are the marketing measures put in place to encourage enterprises to use the Aergo platform?

Thank you

Phil Zamani: We will explain our secret sauce approach in the medium article in next two days—in short—we know what we are doing and have done this many times over!

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Community: Ok, if my question about speed is ignored, so can you tell me what kind of Music Do You Prefer, Phil?))

Phil Zamani: Soul music (Luther Vandross and a bit of opera!)

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Community: Will Aergo also cater to "small scale" businesses, for example I have friends will small businesses such as house architecture, flower shop, etc… And they wish to start receiving crypto payments as well as simply enter into this new revolutionary world of Crypto. So Aergo will allow those small businesses to enter? Is it not only applicable to big enterprises? Thanks.

Phil Zamani: Yes—the platform can be used my small Smb and up to very large companies—we are codifying much of our know how into deployment blueprints to make everything much easier—weeks to build versus montyhs

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Community: Does Blocko participation in the enterprise ethereum alliance affect the product development process?

Phil Zamani: No—alliances and consortia seldomly innovate anything—we focus 100% of our efforts on customers—developers and tech!

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Community: Who do you think is Aergo's main competitor ?

Phil Zamani: IBM and perhaps new entrants who may come to market later!

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Community: Who do you think is Aergo's main competitor ?

Phil Zamani: A bit more colour here…there are many public or private or interconnect blockchain projects—NOBODY is doing exactly what Aergo will attempt: combine four complementary approaches to build a full platform 1. Hybrid blockchain (public + private + side chains in an N-Tier architecture model)…2. Advanced state of the art software development techniques including using micro services and serverless cloud deployment models 3. Open source platform and open source methodology and approach (incl licensing) and finally 4. Many years of deployment expertise shared as "deployment blueprints" to allow developers and business to build complex decentralised blockchain based ecosystems in a matter of weeks or a few months only—they key here is to make a very complex platform easy to use and deploy—this is why we call AERGO a Fourth Generation Platform!

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Community: IBM … so Stellar is a competitor too)

Phil Zamani: Yes

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Community: Phil, can you tell us about the people working on the project, what is their contribution?

Phil Zamani: We have amassed a bleeding edge team of blockchain and open source/enterprise experts (over 50 people now)—some of these developers actually wrote

some of the code the internet is built on—like GNU, Linux, Apache and Openstack—we are going to try to double our R&D team every 6–9 months over the next few years—we are looking to hire more—if you know people who want to help create the internet 3.0 future—get them to contact us please !

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Community: Now there are a large number of projects that promise a lot, and therefore many investors have doubts about Aergo. Please tell me why Aergo can be trusted, what plans does the project have in the future and how will you ensure its success?)) Thanks

Phil Zamani: Hello Ann—you (and Ivan, Vladislav, Vasily, and Rich and Happy and Stsoen are amongst of our most active Russian community members (our community vectors analysis tool is tracking you :)—great question. I know the Aergo team very well and it has some of the best developers and business development people i have worked with over the past 35 years (I started work at the age of 2 so am 37 !)—they can be trusted—our tech can also be trusted—watch this space!

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Community: Also how will staking work in Aergo. I did not find much info on this in the WP?

Phil Zamani: Staking is a complex thing to understand and implement well—we are working on a number of different approaches to see what works best for the developers—the block producers and the whole platform/ecosystem—we will share more about this when our test phase is over—we want to do things right (so may be slow from the outside—but just like the Germans say—"we make things right—we don't need to be the fastest!")

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Community: Hello, team! What does SQL means in AERGO? Is it like the usual "structured query language" or any other additional things?

Phil Zamani: It's a form of special type of SQL built for blockchain—"call it back to the future " for 8.5 million SQL developers

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Community: One of the features of cryptocurrencies is decentralization and resistance to censorship.

Will there be a blocking/freezing of the account (wallet) of the user of AERGO, if it becomes known that he is may be a fraudster (or suspicion in criminal)? What is the procedure for making a decision on blocking?

Phil Zamani: We are looking into these form of potential issues—we will share more when we are ready—bottom line decentralisation has to have the right incentives to make the whole model work

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Community: Good evening, Phil Zamani!

Earlier you said that the future of the blockchain and business will be behind open source technologies.

But at the same time, you are creating blockchains on a hybrid form (hybrid systems): combining the high bandwidth of private blockchains and the security of public blockchains

Is this the opposite opinion?

And what is a hybrid system for you?

Phil Zamani: Great question Leonid and good job in the Russian community! In simple words—we will combine the best of both worlds to provide pragmatic and useful solutions—we are not religious about anything (other than serving our customers well!)—please see detailed paper on this subject on Medium in next 48 hours (if Alex wakes up and finishes his work in time ;-)

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Community: What future positions would be opened ? □

Phil Zamani: We will hire anybody who is motivated, Skilled and wants to make an impact—from30years of experience in software development to young boys and girls who want to get into this exciting new world—just apply if you think you are up to this!

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Community: Hi Phil! Not only industry need easy to use blockchain infrastructure academia need this tehnology as well any feedback so far from this area ?

Phil Zamani: vey good point Dy Sy—we are in discussions with some of the leading university computing and maths departments at some top universities to see if they want to cooperate—we are also talking directly to one of the G7 countries about helping them to secure their cyber estate and many millions of public records—this in not a joke—this is not a PoC—it's REAL!

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Community: Phil, what would you like to tell us more new additional information about which we need to know?

And still many companies with which I discussed the AERGO technology ask me: "What does the process of transition from our old system to AERGO technology look like?"

Is there at least approximate information that I need them to answer this question?

Sorry for my English, but I have to learn this in order to successfully attract large TELCO companies in Russia, such as MTS (78 million users)

Phil Zamani: Telco and hosting partners are strategic targets for AERGO — more on this in an upcoming article…

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Community: Hello

Tell me please:

Do I need to be a node to create a new repository?

If I deploy my own blockchain with my personal consensus algorithm (not DPOS), how will this network work and who will support it in AERGO Chain?

Phil Zamani: Your own blockchain will work in parallel to the AERGO main chain. Your blockchain will be anchored to the AERGO main chain for trust. The developer will have full control over the rate in which block headers are communicated to the main chain for absolute trust. Meanwhile, developers deploying their own blockchain will be able to access the IT resources they need for their blockchain network and application via Hub + orchestrated by Horde.

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Community: Phil, how do you see the blockchain ecosystem in a few years and what place are you going to occupy in this ecosystem?

Phil Zamani: History does not repeat itself but in IT it rhymes—we will probably end up like cloud computing—5–7 major players and many smaller wannabes—AERGO will be in the first category (we hope!)

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Community: What market Aergo targeting for? When can we deploy Dapp on Aergo Blockchain ?

Phil Zamani: No specific markets (yet)—we focus on real life and near term useage patterns that can be applied to many industries—like data management storage, identity and access management, document stamping, IoT, voting, trading systems etc..

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Community: Hello!

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2. How are you going to implement your product into the corporate environment? What will motivate the transition of business processes to blockchain? Business there are always secrets in front of competitors—how will be solved this problem?

Phil Zamani: Thanks to our strategic partner Blocko, AERGO has the privilege of 4 years blockchain enterprise IT experience—deploying in-production scale blockchain solutions for enterprise, financial institutions and the Korean government. AERGO's open source technology will offer enterprises "solution" and "deployment" blueprints to ease the

development of commercially viable dApps and integration into existing enterprise IT infrastructure via smart oracles.

Re Litetree—it is different from AERGOSQL. You can say Litetree provides a new way of interrogating distributed ledger data on the blockchain and enables multiple functionalities that will be explained later in a post by Hun.—Hun can confirm

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Community: What threats do you forsee for Aergo ? Either in terms of technology,market,competition and espcially over come competetion from majors like IBM and SAP which are devoloping blockchains for enterprises and they are already into enterprise software platforms ?

Phil Zamani: Very good question—all answered in our next medium post on our magic and secret sauce around our open source approach—in short we will follow a model that worked for firms like Red Hat when they competed and beat IBM, Oracle and Sun etc.

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Community: Phil, how do you want to attract companies to your platform, considering that this is something new for them, are there any incentives for this?

Phil Zamani: Yes we are developing a special program called EAP (early access program)—same as was done in Red Hat, VMware and many other firms over the past 20 years—it works!

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Community: Would Aergo marketplace will help starups with marketing and guide in the furute?

Phil Zamani: Yes this s one of the main points of having this—think of iTunes for blockchain !!

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Community: Education is the first obstacle. Will Aergo do open onlice courses in dufferent languages?

Phil Zamani: Yes—but we will do this through strong regional partners and our Farsi is not so good!

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Community: Hi Phil, I'm wondering if there is any conflict of interests between Blocko and Aergo. Will Blocko continue marketing their own private solutions? I mean, imagine some company needs a private blockchain. Where both Blocko and Aergo can arrange it. Who would get the client? How that would be resolved between your partner companies?

Phil Zamani: Very good question—Aergo is the platform and Blocko is the service and product support organisation—two sides of the same coin—they coexist—just like Linux and Red Hat—the medium article will explain this (come on Alex finish your work will you!!!)

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Community: Why your code is not made public ?

Phil Zamani: It will be! We are an open source platform—code gets released when it is ready to share

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Community: Is there any example of business type about applying aergo blockchain? What kind of type of data should certain companies use the blockchain?

Phil Zamani: Any company that wants to share it's data in a trustless ecosystem and that does not want to pay the tax of having to give this data to a company that monetises their data—your data is your data in Aergo! Unlocking value of data for many many companies—not possible today—possible with Aergo in the future!

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Community: Can the community vector analysis really do that? How do you guys identify bots! Someone just said am a bot, but am not

Phil Zamani: This we cannot share -sorry (bots!)

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Community: Hi, Phil ☐☐ A few days ago I read your article in which did you draw parallels between Linux and Blockchain. Linux systems are mostly free, would you like to give us a little Aergo today for free? ☐ Just kidding. ☐

My question. In your article you wrote that you are building a blockchain system that follows the open-source characteristics. But open source significantly reduces development costs. Why do you need $30 million? ☐ Given that you already have a working business—the company Blocko.

Phil Zamani: Good question -all major open source development projects need to be incubated—free developers are not enough—we will prime the platform with the money raised

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Community: Are you going to spread Aergo vision in live meetings in eastern Europe: Russia, Ukraine, Serbia, Romania and others?

Phil Zamani: Yes we plan many roadshows from November onwards—watch this space!

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Community: How do you see your relaitionships with Blocko in future? .. like Father to Son or equal partners?

Phil Zamani: Think lInux and Red hat….Linux= Aergo (open source platform) and Blocko = Red Hat (enterprise global support)

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Community: Hi. How many Bps will be set at the start? As consensus is DPoS that's mean that most of the inhome parametres should be set by holders via voting system. How often will be voting held? Can you explain this part of Aergo more extensively?

Phil Zamani: Hi Sandro—this is a good but difficult question for me to answer—we will share more info on the whole token economics in due course as well a s the voting and safeguard mechanisms we will implement

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Community: my first question))

I am sure that among the funds there were many who wanted to become your partners, by what criterion did you make your choice?

Phil Zamani: Simple—they all needed to show us they can add value to the project—so far we are very happy with mostly of the investors—others will help later

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Community: Hello, Phil. Several times in whitepaper I met the concept of "best block". could you explain what it is. thank you

Phil Zamani: Best block is the best block—sometimes the system may have a Race or conflict condition so we are building a dependency analysis capability to select the best block

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Community: In case of fast growing and good performance is it possible that Aergo will be asquaired by tech giant like IBM, Microsoft Azure and others? What will happen to holders in this scenario?

Phil Zamani: We are not interested in being taken over—we have a long term vision and will do everything to make this happen…Aergo…distributed trust at scale…we are very happy for these players to be part of our tech and delivery ecosystem and own our tokens (but not the company!)

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Community: Hello, Phil! What is currently sold / bought on COINSTACK?

Phil Zamani: Coinstack is a product that is available and works today (private chains)…+25 deployments and many milllions of users…see it is as the "genesis block" of our code base

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Community: Hallo! You said that the project will have no problems with clients for Blocko company. How are you going to look for new customers, in which industry contact first of all?

Phil Zamani: We are already working with leading companies to educate them in what Aergo can do—no specific industry as we are working on deployable use cases first— primary markets a re Korea, china, Uk, Germany and then USA (but we are also talking to companies in other regions as well)

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Community: What are your plans for pushing your product to new markets like USA, Canada, Europe? Have you already sign some agreements? Of course I don't ask to disclose exact names, just yes/no.

Phil Zamani: Yes we are working in multiple geographies but we are super focused on target clients

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Community: We will use Github but also extend this with new capabilities—we wil not reinvent the wheel where we don't need to!

Phil Zamani: We will use Github but also extend this with new capabilities—we wil not reinvent the wheel where we don't need to

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Community: Ok. Also, in your article you wrote that Blocko has deployed over 23 commercialized blockchain systems. And who else has deployed many of blockchain systems? IBM? How much more? ☐ I thought about it after that my funny artwork where I compared AERGO and IBM in this chat has been deleted. ☐

Phil Zamani: IBM does hundreds of PoCs per year—we do tens of production deployments !

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Community: Phil,You are working on your technology at manufacturing and telecommunications companies, how effective will it be in other areas?

Phil Zamani: Very as these industries have very complex needs and often lead in innovation

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Community: A distinctive feature of the Aergo project is that you can integrate some changes in your blockchain without any hard forks, which is something that is not found in other projects. Can you tell me how you will do this?

Phil Zamani: This is part of our magic (experience) mix—we don't want to share this yet—the team at Aergo did this for over 20 years with Linux with very few hard forks—its about technology—process and skill set

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Community: Hello, i have several qustions.

1. What projects in crypto area are most valuable in your opinion? Which of them are you going to partner with? What aspects of Aergo can be strengthened by them?

2. On last AMA you mentioned that Aergo has hybrid blockchain, is it possible to change our private blockchain on Aergo to public at anytime and switch it back later?

Phil Zamani: 1. Cannot comment here (have a few favourites) 2. Yes in principle if you follow our deployment guidelines (this will all be explained when we launch)

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Community: How will you determine the charge from small businesses and huge corporations for using Aergo solution, will it differ to them?

Don't you think that it can be a great marketing move to allow some big enterprises to start use Aergo for free just to make a boom in mass media and push this news to masses?

Phil Zamani: Are you working for us already — how do you know this??? :-)

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Community: Reasonable answer, And what are the ways you wish to use to prime the platform?

Phil Zamani: 1. Blocko will underpin the networks 2. Find serious partners for the startup phase (real enterprise hosting capabilities and scale/security built in)

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Community: What's your background?

Phil Zamani: Pls look at LinkedIn (almost all true!!)

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Community: Have you already got specifications to become Aergo node? What benefits will node take from the ecosystem?

Phil Zamani: We are finalising the detailed spec for block / node providers—they get rewarded via transaction fees and get top vote on the tech stack and ecosystem over time

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Community: hi Phil, just want to say your reward program is perfect, I believe it will build a strong community, I know that—have big exp in this cases!

Phil Zamani: Watch this space for more news! The journey continues…Aergo is a marathon !

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Community: Dear Phil, How many users of your technology without server computing do you expect?

Phil Zamani: We are not sure but many—as most developers will start on the public net and only move to serverless when the systems get adopted by large ecosystems and large clients—that is also very good for us as we want a very large community in our public net

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Community: Hi, Phil. What limitations in scalability do you see at the moment in the architecture of Aergo?

Phil Zamani: Very good question—I don't know !—but here is what you need to know about scalability—it depends on a mixture of things private, public chain interaction, plasma bridges, underlying network topology, network/computer/disk latency and overall system design / when you here xxx has a TPS of 1billion per second its like saying you have a jet engine in a car…if the tyres blow out at 100km/h—what's the point!…Aergo's architecture in theory provides infinite scalability—now we need to build this stage by stage

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Community: Hallo, Phil, tell us in more detail what the structure of the project team itself looks like. Do you have a separate staff or team members working simultaneously on coinstek and aergo?

Phil Zamani: Yes we have three teams 1. Coinstack support 2. Aergo chain 3. Aergo enterprise architecture—split Korea, Uk, Germany, Canada and Brazil! We are looking for good developers anywhere we can find them ! Pls apply on hello@aergo.io :-)

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Community: Q1. Would there be a mechanism to reduce the impact of volatility on Aergo tokens?

Q2. Would there be vesting period to lock some of Aergo's tokens? If yes, what would be the period of time for vesting the reserved tokens, tokens for advisors & board leaders and also the ones given as private & public sale bonuses?

Phil Zamani: 1. This almost impossible—i could give a BS answer here but this is not yet fully tested or known—assume no for now (but we have some maths geniuses working on something to help here) 2. We don't disclose this kind of private info beyond the WP but we will try to be fair with all stakeholders (investors and community etc)

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Community: Hi, Phil. I work as developer and we use GitLab to store and deploy our projects in test env. We use its built-in tools for CI (Continious Integration) including piplines, containerized test environments, containerized review apps. Will AERGO hub have similar features for test development? Or it only will work as repository service + stress testing features?

Phil Zamani: You will love what we are building—it mirrors in many ways you already work—we believe in the future of containerisation and micro-services so you will see this something 2H2019

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Community: Hi Phil what is the use case of aergo token? I know one is to pay for services within the ecosystem but people talk about staking, how can we the holders stake tokens???

Phil Zamani: See our white paper but we are also hoping to publish a more detailed document on network economics soon—staking also gives you a real vote inn the future of AERGO and the selected block providers! Pls bear with us as we are working on this …

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Community: Hi Phil,—Are you planning to implement your distributed cloud computing product primarily for large corporate clients or for a simple user at the same time?

Phil Zamani: It's company and deployment independent—thinks of AWS—it works for developers, startups, sMBs and large enterprise clients

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Community: Are you planning to build an ecosystem and push companies to do dapps on your platform? Maybe there are already the first agreements? What applications do you focus most on?

Phil Zamani: Yes this is key to our strategy—we are not yet ready to select which apps as this should be marketable and client driven—but we are developing our own Dapps :-) to kick start the process

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Community: Excellent) what is their help, for example JRR or FBG? (In terms of development)

Phil Zamani: We have agreed help in specific areas with each investor. Too many to list but also confidential :-)

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Community: Hello, not obvious actually, research and Google don't give answer what is it. May I say it is "last validated/confirmed block"?

Phil Zamani: I am going to have to ask Hun to answer this as I cant answer it myself ! We will post the answer later as he is probably in bed now!

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Community: Hi, Phil, how soon do you plan to integrate Aergo into a real business, when we can see a real example of using Aergo?

Phil Zamani: We have a number of projects being specified now—nothing will be made public until our magnet is out and fully tested—so if you want o see first external use

cases—early next year—if you want to I see real use cases—in a few months (via our partner Blocko!)

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Community: What will be the total number of Aergo tokens, the maximum units of Aergo for token sale and the price per Aergo token?

Phil Zamani: 500,000,000—for the rest please read our official announcement on medium

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Community: Hello Phil. Are you planning to do more meetups, presentations of Aergo in future? Was so impressed by your presentation in Seul and looking forward to attending a few in Europe :)

Phil Zamani: Hi Konstantin (my dad had your name so I like you already!)—yes we plan many meetups and are in fact looking for local Aergo ambassadors (more on this isn a future post ;-)

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Community: Thanks Phil. I think in this chat people can be divided into two teams. In one team, those who want to get rewardrop. In another team, those who want to buy your coin on the exchange. Tell us about your plans to listing exchange.

Phil Zamani: No comment on second point (for now!)—I love the first group though!!

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Community: Phil, you told many times about working of side chains … like any client can rent the power of side chain for some period and deploy any project in test way. Ofc the the price will be in Aergo utility tokens. So my QUESTION: if tokens will be expensive can it be the problem to use your utility tokens for clients? And will you regulate the price of Aergo tokens, to get more clients? … i mean in this case—its not good for Aergo to have expensive tokens.

Phil Zamani: Very good question—see our updated token economic paper soon where we will try to answer these questions—in short the model has to work well for all stakeholders !

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Community: What are the proposed soft cap and hard cap for private and public sale?

Also, the Aergo token allocation in terms of % among the board leaders, technical team, business team, sale for community, CIP incentives, private & public sale bonuses, reserved tokens…

Phil Zamani: See our white paper pls

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Community: Is Aergo's token model similar to ONT and ONG?

Phil Zamani: I don't know as I don't know these projects well enough—i tend to focus my time on our tech and our customers (and of course our community!!)

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Community: Phil,In the near future are planned speeches of representatives of AERGO at various events? Will there be speeches on blockchain exhibitions, hackathons?

Phil Zamani: Yes and in fact we need your advice on what events work best by region/county/sector—our tech team just presented our new tech at SAN Francisco blockchain week and it was well received—more will follow from November onwards

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Community: Our community would like to know more about you. I had the idea to create a beautiful creative summary of your background in the form of a poster or infographic. But I need reliable information. Can I get it from you or your team in any way?

Phil Zamani: I am a bot! Don't bother…seriously…focus on our tech and strategy not me (pls)

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Community: Hah, nice AMA so far Phil. You type fast bro!

Phil Zamani: Thanks—i am a poor typist so sorry for the typos girls and guys (and bots!)

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Community: How do you compare Aergo against IBM's Hyperledger and R3's Corda ? In other words how Aergo is placed against them (the competitors) considering the investments,strong teams and customer base they have

Phil Zamani: David versus Goliath…lets see if history repeats itself !

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Community: Many are also interested in the issue of listing the project. Tell me, from the funds that you have already collected, do you plan to allocate a part to take care of the leading exchanges?)) (from the top 10)

Phil Zamani: This is not an great question to ask as we don't disclose any commercial info on our public channels—sorry!

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Community: How AERGO platform works in a nutshell:

The various stages of input that all users (administrators, developers, clients, and core team) have to pass through within the AERGO system in order to achieve their intended output.

Phil Zamani: This is like asking how does an aeroplane work! Please read our tech paper as it is 66 pages of answers for you!

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Community: Hello Phil! Are there any changes in Aergo's Github from the last AMA?

Last time you said that AergoSQL smart-contract will be added soon.

Phil Zamani: Let me check with the tech team as I know we have stuff ready here…

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Community: Phil, How big will be the Foundation of old developments regarding your new technology in the final product?

Phil Zamani: Pls ask this again hello me to better understand what you mean Isinoptic

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Community: Why spend AERGO tokens in the Coinstack blockchain?

What are the incentives or practical uses for this?

Owners of tokens AERGO, can spend them in Coinstack?

Is it on the blockchain AERGO. will not every possible use to use tokens?

Can you give an example of how a company that connected to a new subchain on AERGO, but decided to spend tokens on the Coinstack blockchain?

This is possible and what is the use of this action?

Thanks!)

Phil Zamani: You can use Aergo tokens immediately for commercial support of coinstack—thereafter thereby will be sued fo Aergo based services

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Community: Hi Phil, I watch 80% of the questions come from a Russian audience. Maybe you should open an office in Russia?))) But seriously, your project is very much like stratis, I can even say that Aergio is a stratis from Korea. how do you plan to compete with them?

Phil Zamani: we do have an active russian-speaking community as a starting point…we will do more in Russia over time—not familiar with Stratis…probably great team as well— if they fail we will hire their R&D team perhaps!

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Community: From what we've seen with ICO's launching over the past 12 months, devs will rarely be open about this topic. On one hand they might be seen as shilling, on the other the exchanges might not want to be mentioned because of p&d

Phil Zamani: Sorry did not understand this—we plan to build an active community of developers and inn fact I can pre-announce something we are going to all "DevDrop" :-) more on this later…

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Community: Are there new dAPP tools invented by AERGO for developers to work with?

Phil Zamani: Yes we are building some sort developer kits…more on this when the tech team are ready to showcase this

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Community: Hello, Phil! :-) We've made a voice over for your article "Drawing a parallel between Block chain and Linux" (timing—45 minutes) □ with a studio quality. Where should we post it, so that everyone who didn't read it yet, could listen to it? □ As it is not allowed to post audio and links here, I wonder where to post such works?

Phil Zamani: Firstly thank you—we know who you are as the CVAT tool picked this out! A member of our team will be in touch with you to give this excellent work the maximum outlet possibility :-)

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Community: Hi Phil, please tell your opinion how blockchain makes a project better for end users than the centralized alternative. Example: tell me why blockchain based Twitter competitor would be better than Twitter.

Phil Zamani: You can hack centralised systems—decentralised ones not so easy—just look at the new on data privacy leaks over then past 12,6.3 months now and least few days

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Community: Of course, I understand what you are saying) But the listing is an integral part, and how much the project team takes care of it, also speaks about the seriousness of the project. After all, investing their money, investors want to have confidence in success, and as we all know, much depends on the exchange)

Phil Zamani: You can be confident we are very serious and very confident about our team—tech—ecosystem—strategy and launch plans—watch this space !!

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Community: Last AMA you promised that we would see the Aergo code on the GitHub. When can we do this?

Phil Zamani: The tech team will get back to the community with an update very soon

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Community: Yep yep understood and i agree. Each exchange seems to have connotations attached so sometimes its a double edged sword. When binance now = when dump. When kucoin = when graveyard. But I'm sure core team has an enterprise and legacy hive mindset, and trading of the coin will be integral. We'll just see in time which exchanges and when

Phil Zamani: Forget about exchanges—focus on the vision—the tech—the team—the strategy—the developers and last but not least customer adoption—everything else will flown from these :-))

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Community: Hello, Phil! :-) We've made a voice over for your article "Drawing a parallel between Block chain and Linux" (timing—45 minutes) ⬜ with a studio quality. Where should we post it, so that everyone who didn't read it yet, could listen to it? ⬜ As it is not allowed to post audio and links here, I wonder where to post such works?

Phil Zamani: Pls message admin and they will take care of you . The content still has to be submitted on get.aergo.IO

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Community: Thabks for the reply, Is there any financial incentive for staking??

Phil Zamani: Yes there will be!

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Community: Hi Phil. What is the limit of possible changes to the architecture, which will allow you to do without hard forks?

Phil Zamani: Hard to answer this—its like saying the software will be bug free—we will aim to limit any chances of forking—that's the best I can offer for now

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Community: Hi, Is it too late to write an article about Aergo? Been in this group a while and been following Aergo now a while, but lately i've been busy and missed some announcements. I'm afraid that if i write an article now, it will not get enough views for it to be valuable for the TDE.

Is there value in the content in generell or do you value views more than that?

Thanks

Phil Zamani: Yes you can—rewardrop deadline is Sunday 14th October

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Community: Hi, @philzamani ! Where you see the greatest potential in the development of the project? What kind of market (I mean the region) are you oriented first of all. You have customers in the Asian market now. Where do you go next in the first place?

Phil Zamani: It is not actually geographically focused—we have a good feeling for which type of uses cases will be good first projects for Aergo—these are the ones we will focus on

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Community: Phil, I have a question for you as an expert in the open source field. As the users of open source projects can donate money and the foundations can distribute it in a fair way, how would be the transfer of value between the open source producers and the open source consumers implemented? What kind of links (unidirectional or indirect) will AERGO use?

Phil Zamani: The best example I can give you is (yes Linux once again) is how the Linux plus enterprise corporations behind it work (Red Hat, SuSe Linux, Canonical etc..)..the model has proven to wok and we will follow a similar approach (pls see my Medium article on open source for more info)

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Community: Phil I'm still trying to get my head around how to undestand what Aergo is aiming for. Is it a protocol/platform/interoperable project? Or is it bigger that has its own language and can potentially form the spine and interactive layers (oracles) to host a decentralized web?

From the little i do understand you guys are focused on enterprise and adoption, but damn it's massive

Phil Zamani: You are on the right track—its not a protocol—its a whole decentralised platform that leverage hybrid Blockchains, enterprise app development (micro services), serverless cloud deployment (for scale—privacy- performance), open source core technology and open source mantra/mentality/culture and all wrapped up with four years worth of practical enterprise deployment expertise from blocko…IBM is the close competitor…its a huge undertaking but we believe we have then vision…team and passion/skills to make it happen!!!

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Community: This is only reasonable and professional—as stated we are very happy with our investors and some have been giving us excellent coaching and extra advise—why? They like the projects and they LOVE our team :-)

Phil Zamani: This is only reasonable and professional—as stated we are very happy with our investors and some have been giving us excellent coaching and extra advise—why? They like the projects and they LOVE our team :-)

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Community: So you are Phil Konstantinovich

Phil Zamani: Correct!

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Community: Hi, Phil how ambassador gonna work for Aergo , I was wondering although it is very interesting to work for Aergo in long term.

Phil Zamani: More info on this in the very near future—we want the best and most passionate/experienced people to help us (anywhere they can add value to our ecosystem!)

We will be attracting top community contributors and working with them going forward. That will revolve around content, community support, events, ecosystem (less so tranbslations—we have received a lot of those so far and have already reached out to translators for G20 languages + dutch). More structured ambassador program guidelines are coming after the rewardrop program is closed. Right now we are evaluating applicant to select for long-term. P.S. Developer community is separate

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Community: Look at this at other angle, you can buy tokens now, when you don't need computing power (for example) and use it later, and get computing power cheaper than market. It is like buying computing power futures. Besides I am sure prices for services won't be fixed, but will adjust accordingly to token price.

Phil Zamani: Do not look at aergo as speculative assets—look at them as powering a new way of decentralised apps and business ecosystems—if you believe in this future (and that we can deliver against this)—it may be worth holding these tokens ;-)

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Community: Ofc. But i guess lot of companies that gonna become partners of Aergo even dont about Aergo now … ofc we can speculate tokens in future. But i wondered about economical politic Pof Aergo)

Phil Zamani: See future token economics paper

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Community: Haha thx. Phil as you always mention Linux, would like to know your thoughts on Hyperledger fabric by Linux Foundation—which is also open source and aimed at businesses but also quite popular? Is that your target

Phil Zamani: Hyperledger has some great things going for it and IBM is a great company—we share some common goals and even some common tech—but we are focusing on our own strategy as this is 100% customer focused (not vendor/consortia focused)

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Community: I must commend high level of uniqueness in the use case of this project. It is one of the best I've seen around. It only shows that this team understand the cryptocurrency and blockchain technology very well.

a) How does this project intend to make available to the people the knowledge to design dapps

b) In what way is AERGO project any different from the usual blockchain projects

c) How do u relate the current level of deficiencies of the existing blockchain platforms and the mission of this project.

d) And lastly What is the motivation behind this project.

Phil Zamani: Thank you for kind words

A/ i can pre-announce that we will be running an incubator and give all the support needed to dapp developers that are either launching soon or have already launched and are not happy with the main chain they have selected (you can fill in the dots here)

B/ all of the above, but also wanted to note that we will be enterprise/developer focused. I.e. meaning that we will make it easier for developers to build enterprise-grade dApps.

C/ there is always a trade-off between scalability, decentralization, latency. The trilemma. The great projects are solving not a single issue (e.g. scalabnility) but are solving the trilema problem and looking for real adoption and enterprise readiness

D/ please see the open-source article

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Community: I read WPR twice, just that it seems kind of complex to easily comprehend. But I will read it again and hope to figure everything out.

Phil Zamani: Yes you are right it is complex—a better short paper was written by whitepaperdebunked (sorry my writing skills are limited !!)

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Community: Different words, but the sense is quite the same … ofc community wants to see 100$ for a token, but is it good for development of Aergo as working platform?! Thats the question

Phil Zamani: Yes we understand and all I can say is "we are working on to" seriously,..,.we are !

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Community: How big is part of the innovation in your project, how much of it is based on old developments?

Phil Zamani: Very good question—simple answers its a pragmatic mixture of new (not yet fully tested)…current (well test)…old (forgotten but reborn—eg SQL adapted to blockchain to allow 8.5M developers the opportunity to get into blockchain easily)…when the iPhone 1st launched…Oier 80% of the tech was developed beforehand…many projects focus on the new and shiny…customers want working and best value for money!

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Community: aergo doesnt hold ico sale?

Phil Zamani: No ICO

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Community: So, if customer wants coinstack services (like you can get from Blocko now) he will need to order it through AERGO platform and pay in tokens in future? Will not be possible to order straightly from Blocko and pay in fiat?

Phil Zamani: No they can pay in fiat as before and in the future use Aergo tokens if they want to get into the broader Aergo ecosystem—it will entirely be their choice

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Community: Hallo! Do you have or may be planning to create a Bounty program of encourage for independent developers?

Phil Zamani: Hello Valera—yes we will have extra and new programs to incentivise programmers and others to participate in the Aergo ecosystem—if you are a programmer pls talk to us :-)

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Community: Thank you so much for the answer ☺ We appreciate your care!

Phil Zamani: Thanks smak9—I wills top answering questions now as need to meet someone for an interview…I will quickly look at the remaining questions and pick 5 to answer now—talk again soon (AMA OUT!)

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Community: Phil, in the AERGO's tech-whitepaper there is a brief explanation about AERGO FILE SYSTEM (AERGOFS) and I think your own distributed file system is a good way to achieve scalability blockchain ecosystem, my questions is did the team already made some steps to embody this function?

Phil Zamani: Hello Happy Dragon (love the name btw!)—yes we are in very advanced staged of our file system strategy—as you know this is a critical element to overarching technology stack—more will be shared soon (the team working on this are some of them worlds best open source storage and file /network system engineers who wrote a lot of the baseline code for flies systems like ReiserFS etc…trust me they are SERIOUSLY good…I know as they worked with me at Red Hat and SuSe and VMware and then Deutschland Telekom!!

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Community: How about a kit for future ambassadors? Or anyone else who is interested in hosting an Aergo meeting in their country, with some organized materials that are more

suited for the general public, including people who have little previous knowledge of blockchain, whom first introduction with it would be via (said ambassador/persom) into Aergo itself. Would such a kit be a possibility in the future? One could do fine without such a kit of course, as a lot of information is already available. But it would be nice :)

Phil Zamani: Hello Ita—we are building exactly that—more info shortly—we will have events form basic beginners to teen most advanced tech CIO level audiences !

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Community: Partnership with blocko is amazing , it is very nice to know that blocko will be parent company for aergo , Blocko will help in the development by providing some of its working products, services and original projects for the AERGO platform , which will be a really interesting to watch , i hope this this partnership will take us to the moon. □

Phil Zamani: Hi Vaji..yes we are truly honoured to be working very closely with Blocko…that team is absolutely brilliant and committed to our cause…from their leadership team (Won, Allan, Hun, Jinsok, Jane), lead developers like YP, Hochul, right down to the super cool designers like YulHui, biz dev folk like Jinny, marketing team members like Alison, Yoonho and Hun they are all great to work with (all 86 of them!)…the relationship is not only solid—its fundamental to our Aergo success!

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Community: You are more focused on South Korean Market. Don't you think it's time to spread wings

Phil Zamani: South Korea is our genesis base…we will always have strong ties to South Korea…but our wings are already spreading….UK, Germany, Canada and Brazil…we are also hiring a completely new team for China!

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Community: And other question that is related, will AERGO in the future provide cloud service like S3 Amazon? Thanks in advance for your answer.

Phil Zamani: Yes—via partners

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Community: @philzamani i advise businesses who look to deploy blockchain, why am I choosing AERGO over someting like Ontology or Dragonchian or Wanchain to build a solution with?

Phil Zamani: Because our technology works and has been tested and implemented with clients like Samsun and the central Bank Of Korea…not PoCs…millions. Of users…oh ands our team is simply awesome (expertise—customer focus—and committed!)

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Community: Hey Phil, I am working on a article describing some new ideas and futures for Aergo. Do I have a change for a reward

Phil Zamani: Yes

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Community: How many hours do you sleep? Do you sleep at all?)

Phil Zamani: Between 4–6 hours :-)

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Community: Please take the Netherlands into consideration in your expansion plans as it is a forward thinking country with high rate of interest in the adoption of blockchain solutions within dutch multinationals☐

Phil Zamani: I love the Netherlands…cheese…tulips….and…..!!! We are OPEN for business and happy to talk to anyone who is serious about understanding what AERGO can do for them !

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Community: maybe something beyond your deployments as the others we build on have deployments too, I get that. It was an honest question. Each have a strength and a weakness or an ideal use case inside of IoT or Gaming or Supply Chain. Just wanted to hear what you thought it was…I am just learning about AERGO so I don't think it was an unreasonable question—Antonym is the kind of firm you will have building on top of your platform.

Phil Zamani: You are right Matt…I can't comment about other projects as there are simply too many out there…my experience tells me to always keep an eye on your customers—partners and developers—that's what matters (let marketing monitor the competition !!)…on industries like IoT and FinServ etc…this is still vey early days to back anyone as a winner…this market will take probably 2–3 years before the tip projects start distancing themselves from the new packs…we hope to be one of them!

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Community: Hello Phil! Tell us what actions you are going to take to develop the open source community :)

Phil Zamani: Sorry missed this important question—being an open source platform is one of our four major tenets (ie. elements) of our strategy—please see my Medium article for details on our exact strategy and execution approach

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Community: Hello Phil Zamani, what's the ticker for the Aergo token ?

Phil Zamani: Not finalised but probably something very creative…like AERGO :-)

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Community: Hi Phil!

Allow me to also take this opportunity to thank you for the crystal clear explanation of open-source and the parallel to blockchain, as described in your article and in different interviews…it has opened my mind! Thanks! My questions would be:

Q1: What do you foresee as being the major entry barriers/bottlenecks in the implementation of Aergo's blockchain solutions at enterprise level at this moment?

Q2: It is my understanding that Aergo will focus its marketing efforts towards business clients at the enterprise level. Are you also interested in bringing awareness/exposure for the project at retail customer level…for example by means of regional marketing/advertising partners?

Phil Zamani: Q1. Visibility of AERGO—we need to spread the word and make our brand awareness much better Q2. We sate we are an enterprise blockchain focused business but the truth is the tech works for all kinds and sizes of business—again think of AWS—it serves every type of business (very well I may add!)

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Community: Phil, in one of your last interviews you tried to draw an analogy between RedHat=>Linux and your project. But maybe RedHat success rests on a wide number of

Linux ecosystem developers and this ecosystem was not built by RedHat. And there are many other Linux-based projects. Don't you think that it is some kind of a presumptuous claim?

Phil Zamani: Yes you are (in part) correct. IO only I use Red Hat as an example a s they 1. We're the most successful 2. I worked there and saw this first hand 3. They are still one of the most open source focused and successful firms out there. of course there were many many other firms and developers (Mandriva, Debvian, SuSE Linux, Canonical) and the many many other open source developers across the globe. My article was not meant to be completely factual and accurate but to draw generic conclusion about why Linus dn Red Hat succeeded. I apologise if I came across as presumptuous—that's was not my intent Plohha :-(

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Community: let me rephrase, wasn't speaking esoterically, can I build on AERGO now for enterprise or no? Literally asking because if so we want to look into building on it currently for projects. If not, we will keep you in the file for later when you are ready. We build on many chains.

Phil Zamani: You can start to work on Aergo in about 4–6 weeks time

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Community: I have a question for you Mr Phil. Aergo aims to be the 4th generation blockchain with an open source. My question is, how is this open source different from public blockchain protocols, or is your open source a combination of public blockchain protocols and private/permissioned blockchains?

Phil Zamani: Yes