

REVENUE-READY FRONTIER BUILDERS

THE TRANSACTION WEEKEND

Build something somebody can pay for.

- A practical pathway from working prototype to first accountable transaction: Customer. Product. Payment. Receipt.
- **Convened by:** Lolwe AI & Robotics Studio - Kenyan Node Coordinator, GKHack26
- **Builder mobilisation:** Reboot Republic
- **Proof and documentation:** Makairo Studios
- **Hackathon platform:** Geekulcha Annual Hackathon 2026
- **Positioning:** AI-operated. Human-led. Revenue-tested. Built for African conditions.

EXECUTIVE SUMMARY

From prototype to value exchange

Every team should define a user, identify a payer, price a unit of value, connect a responsible payment or payment-intent workflow, and produce auditable evidence.

- A sandbox payment confirmed end to end.
- A controlled low-value transaction where appropriate.
- An acknowledged invoice or payment request.
- A paid reservation, deposit or pre-order.
- A priced purchase-intent note from a potential buyer.
- **Table of contents:** Purpose; Why prototypes stall; Revenue-ready definition; Payment Capability Ladder; Weekend operating model; Frontier Firm team; Trust and safeguards; Evidence pack; 30/60/90 pathway; Call to build.

01 PURPOSE

The missing bridge is not more pitching

Who uses this, who pays, why would payment occur, and what evidence can the team produce?

- Build for use, not applause.
- Start with a customer problem, not a payment API.
- Use sandbox mode before live value.
- Keep human accountability over pricing, refunds, fulfilment and disputes.
- Share evidence without exposing customer data or credentials.
- Lolwe AI holds the institutional and technical frame. Reboot Republic mobilises builders. Makairo Studios documents proof. Geekulcha remains the hackathon platform.

02 WHY PROTOTYPES STALL

A demo is not yet an operating product

Commercial readiness is a product capability, not a final slide.

- User-payer confusion: the beneficiary is assumed to be the buyer.
- Offer ambiguity: the product exists, but the priced unit does not.
- Trust failure: customers do not know what happens after payment.
- Operational failure: fulfilment starts before confirmation or duplicates.
- Financial blindness: provider records, product records and actual balance do not reconcile.
- **Core test:** Can a second user understand the offer, complete the journey and receive the promised outcome without the founder explaining every step?

03 REVENUE-READY DEFINITION

Eight conditions for a revenue-ready build

A transaction begins to prove that value can move.

- A defined user: the person experiencing the problem.
- A defined payer: the person or institution controlling the budget.
- A priced unit: a product, service, booking, report, licence or subscription.
- A payment intent: order, invoice, checkout or request-to-pay.
- A confirmation path: success, pending, failure and cancellation states.
- A receipt or ledger record linked to an internal order.
- A named human responsible for refunds and disputes.
- A repeatability test with a second independent user.

04 PAYMENT CAPABILITY LADDER

Progress by evidence, not claims

The ladder is a readiness tool, not an official GKHack26 score.

- **Level 0 - Concept:** user, payer and price named.
- **Level 1 - Payment intent:** order, invoice or payment request created.
- **Level 2 - Sandbox transaction:** test transaction confirmed end to end.
- **Level 3 - Controlled live transaction:** low-value transaction where safe and appropriate.
- **Level 4 - Reconciliation:** provider and internal records match.
- **Level 5 - Repeatability:** a second independent user completes the journey.
- A team may create meaningful commercial evidence at Level 1 or 2. Live payment is not mandatory where premature or inappropriate.

05 WEEKEND OPERATING MODEL

Friday defines. Saturday connects. Sunday proves.

One offer. One payment path. One accountable ledger. One truth about what happened.

- **Friday - Define value:** name user and payer; define offer and price; choose provider or sandbox; write fulfilment and refund rules; appoint Revenue Operations Lead.
- **Saturday - Connect value:** create order; implement payment intent; verify callback or status; add success, pending, failed and cancelled states; issue receipt; write ledger.
- **Sunday - Prove value:** run success and failure tests; complete daily settlement; capture customer evidence; document risks; set a 30-day milestone.

06 FRONTIER FIRM TEAM

AI-operated where efficient. Human-led where accountable.

AI can accelerate work. It cannot absorb accountability.

- **Founder / Product Lead:** owns the problem, offer and final decisions.
- **Technical Lead:** owns integration and reliability.
- **Customer and Market Lead:** owns interviews, buyer evidence and distribution.
- **Revenue Operations Lead:** owns price, transaction records, refunds and daily close.
- **AI Agent Operator:** coordinates AI-assisted research, coding, documentation and reporting.
- Humans approve price changes, refunds, production access, financial reports and live-money decisions.

07 TRUST AND SAFEGUARDS

Revenue readiness without reckless money movement

Stop live testing when the team cannot explain or reconcile what happened.

- Use sandbox mode first and separate sandbox from production.
- Never store credentials, tokens or secrets in source control.
- Do not collect unnecessary payment, PIN or identity data.
- Do not claim licensing, certification, AU approval or provider endorsement.
- State price, currency, fulfilment and refund conditions.
- Separate successful payment from successful fulfilment.
- Use idempotency safeguards against duplicates.
- Redact screenshots and public evidence.
- Escalate privacy, customer-loss, duplicate-charge, credential-leak or unexplained-variance incidents.
- Support from Lolwe AI, Reboot Republic or Makairo Studios does not create judging preference or scoring advantage.

08 EVIDENCE, 90-DAY PATH AND CALL

No story without evidence. No evidence without receipts.

Price the value. Test the payment. Record the receipt. Build the company.

- **Evidence pack:** product URL; repository or architecture; checkout or invoice; redacted provider reference; receipt; failed-payment state; settlement record; buyer observation; risks; 30-day experiment.
- **Day 30:** five buyer conversations, one priced offer and one tested payment-intent path.
- **Day 60:** repeatable payment, fulfilment and reporting workflow.
- **Day 90:** transaction evidence, operating-cost view and a go / pivot / stop decision.
- Makairo Studios may publish aggregate or redacted proof only. Customer identifiers, credentials and sensitive financial values must remain private.
- **Final call:** Do not build only for applause. Build for use. Build a product capable of earning trust, receiving value and accounting for every transaction.

PROSPECTUS WORKSTREAM

This page authorises the programme narrative, brand hierarchy, safeguards and public release of the 10-page prospectus.

Decision required: APPROVE, APPROVE WITH CHANGES, or HOLD before operational release.

Department and workstream reviewers

- GKHack26 Kenyan Node Lead
- Lolwe AI Technical / Product Lead
- Reboot Republic Mobilisation Lead
- Makairo Studios Editorial / Proof Lead
- Finance / Revenue Operations Lead

What this is and how to use it

- Read pages 1-10 in sequence.
- Confirm the prospectus does not imply a change to official judging or unsupported partner endorsement.
- Approve the public title, role labels, safeguards and call to action.
- Release only the approved version to builders and LinkedIn.

Approval checks

- The commercial objective is clear within five seconds.
- Brand responsibilities are distinct and accurate.
- Payment claims are responsible and non-regulatory.
- Fair-competition language is visible.
- Any live links, dates and contacts are verified before release.

Lead	Decision	Date
Name: _____	Approve / Amend / Hold	____ / ____ / 2026
Signature: _____	Conditions: _____	Version 1.0