

Project Charter: Drop — Fintech Payment App

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“ **Project:** Drop — Remittance + QR Payments **Version:** 1.1 **Date:** 2026-02-08 (updated 2026-02-23) **Author:** John (AI Director) **Status:** Approved **Reviewers:** Alem Bašić (CEO)

Document History

Version	Date	Author	Changes
0.1	2026-02-08	John	Initial draft
1.0	2026-02-13	John	Updated after Phase 0.5 security sprint
1.1	2026-02-23	John	Aligned with ROADMAP.md and current pipeline state

1. Vision & Mission

Vision: Drop becomes the default payment tool for all residents in Norway who need to send money abroad or pay at local businesses — capturing the remittance + QR payments market that no single app currently serves together.

Mission: Build a PSD2 pass-through fintech app (never holding customer money) that offers remittance at 0.5% and QR merchant payments at 1%, powered by Open Banking — cheaper and simpler than every existing alternative.

Strategic Alignment: Drop is ALAI Holding AS's flagship product, demonstrating AI-native product development from zero to market. It aligns with ALAI's mission to "build digital" and generates recurring revenue through transaction fees. Innovasjon Norge Oppstartstilskudd (150K NOK) provides initial runway.

2. Scope

2.1 In Scope — Deliverables

#	Deliverable	Description	Acceptance Criteria Summary
D-01	Web App (Next.js)	Full-featured payment app with 10 screens	All pages functional, deployed to staging at drop-staging.fly.dev
D-02	Remittance Flow	Send money to 30+ countries at 0.5% fee via PISP	User can initiate transfer; 6 corridors working (RS, BA, PK, TR, PL, EUR)
D-03	QR Payment Flow	Pay merchants by scanning QR code at 1% fee	Merchant QR generated; customer scan + payment flow functional
D-04	Open Banking Integration	AISP (read balance) + PISP (initiate payments) via BaaS partner	Real bank connection via BankID + selected BaaS provider
D-05	KYC + BankID Onboarding	Identity verification, age 18+, Norwegian residency	Users verified via BankID; KYC status tracked per user
D-06	Landing Page	Marketing site at getdrop.no with waitlist	Live on Vercel; waitlist collecting emails
D-07	CI/CD + Monitoring	GitHub Actions pipeline + Fly.io deployment	All tests green in CI; staging auto-deploys on merge

2.2 Out of Scope

- Physical card issuance (feature-flagged, requires card partner)
- Wallet / balance holding (Drop is pass-through — no float)
- Crypto payments or asset trading
- Lending or credit products
- Under-18 user support (requires separate legal review)
- White-label product for other companies (Phase 4 roadmap item)
- Real money movement in MVP demo (mock Open Banking until licence obtained)
- Content creation, translations beyond Norwegian/English

2.3 Assumptions

#	Assumption	Risk if False	Owner to Validate
A-01	BaaS partner (Swan or SpareBank1) confirms by Phase 2	Phase 2 blocked indefinitely	Alem
A-02	Finanstilsynet PISP/AISP registration process takes ~3 months	Launch delayed	Alem + Legal advisor
A-03	Users have Norwegian BankID and +47 phone	Onboarding conversion low	Alem (user research)
A-04	Open Banking APIs from BaaS provider are stable	Integration rework required	John
A-05	Innovasjon Norge grant (150K NOK) is approved	Cash flow gap before revenue	Alem

2.4 Constraints

#	Constraint	Category	Impact
C-01	Drop NEVER holds customer money (PSD2 pass-through model)	Legal / Regulatory	Architecture must use AISP/PISP only
C-02	Minimum user age: 18 (BankID DOB validation)	Legal	Onboarding must validate DOB
C-03	NEVER use word "banking" without licence disclaimer	Legal	All copy must be reviewed
C-04	Norwegian BankID required for onboarding	Technical	Locks market to Norway initially
C-05	Budget: ~250K NOK total (150K Innovasjon Norge + bootstrap)	Financial	AI-first development to minimise costs
C-06	PCI-DSS: NEVER store or expose full card numbers/CVV	Security	Cards feature requires tokenisation partner

3. Stakeholder Register

ID	Name	Organization	Role	Interest	Influence	Engagement Strategy	Contact
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S-01	Alem Bašić	ALAI Holding AS	CEO / Sponsor	Strategic success, revenue, brand	High	Direct sessions, all major decisions	alem@alai.no
S-02	John	ALAI Holding AS	AI Director / Product Owner	Technical delivery, product quality	High	Daily async, all sprint reviews	—
S-03	SpareBank1 contact	SpareBank1	Banking Partner Candidate	Partnership revenue, market expansion	High	Quarterly meetings, pitch materials	Via Alem
S-04	Swan (BaaS)	Swan.io	BaaS Provider Candidate	API adoption, merchant fees	Medium	Technical integration discussions	Via John
S-05	Finanstilsynet	Norwegian FSA	Regulator	PSD2 compliance, consumer protection	High	Formal registration process	Via legal advisor
S-06	Early users (waitlist)	—	End Users	Cheap remittance, easy QR payments	Low	Waitlist comms, beta invitations	hei@getdrop.no
S-07	Local merchants	Oslo area	Merchant Users	Lower fees than Vipps, easy setup	Medium	Door-to-door onboarding	Alem

Key Decision Makers:

- Final scope decisions: Alem Bašić (CEO)
- Technical architecture approval: John (AI Director)
- Budget approval: Alem Bašić
- Contract/legal: Alem Bašić + external legal advisor

4. Budget Summary

Line Item	Amount (NOK)	% of Total	Notes
Development (AI-first)	10,000	4%	Claude Code + tooling costs
Open Banking integration (PSD2)	15,000	6%	BaaS setup + API costs
Legal + compliance setup	50,000	20%	Finanstilsynet registration, legal review

Line Item	Amount (NOK)	% of Total	Notes
Marketing launch	100,000	40%	Social media, local merchant onboarding
QR stickers + merchant kits	20,000	8%	Physical materials
Buffer / contingency	55,000	22%	Unexpected costs
Total Budget	250,000	100%	

Payment Schedule: Internal project — Innovasjon Norge Oppstartstilskudd (~150K NOK) + bootstrapped by ALAI.

Milestone	Amount (NOK)	Source
Phase 0.5 completion (security hardening)	0 (AI cost only)	ALAI bootstrap
Phase 1 (demo app)	~25,000	Innovasjon Norge
Phase 2 (bank integration)	~125,000	Innovasjon Norge
Phase 3 (launch)	~100,000	Revenue + grant

5. Timeline & Milestones

#	Milestone	Target Date	Gate Condition	Owner
M-01	Phase 0 — Foundation	2026-02-08	Landing page live, brand done, pipeline test passed	John
M-02	Phase 0.5 — MVP Hardening	2026-02-20	Security audit passed, 217 tests green, staging live	John
M-03	Phase 1 — Demo App	2026-03-15	Full 10-screen app functional, investor-ready demo	John
M-04	BaaS Partner Decision	2026-03-01	SpareBank1 answer or Swan signed	Alem
M-05	Phase 2 — Banking Integration	2026-04-30	Real BankID, AISP, PISP working with 10 beta users	John
M-06	Finanstilsynet Registration	2026-05-15	PISP/AISP licence submitted	Alem + Legal
M-07	Phase 3 — Production Launch	2026-06-15	App Store + Play Store live, 200 merchants onboarded	John + Alem

#	Milestone	Target Date	Gate Condition	Owner
M-08	Post-launch Review	2026-07-15	1,000 users, monitoring active, external pentest done	John

Gantt Diagram:

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gant
  title Drop – Project Timeline
  dateFormat YYYY-MM-DD
  section Foundation
  Phase 0 Foundation      :done, p0, 2026-02-08, 7d
  Phase 0.5 Hardening    :done, p05, after p0, 14d
  section Demo
  Phase 1 Demo App       :active, p1, 2026-02-20, 28d
  section Integration
  BaaS Partner Decision  :milestone, baas, 2026-03-01, 1d
  Phase 2 Banking        :p2, after p1, 56d
  Finanstilsynet Filing  :milestone, reg, 2026-05-15, 1d
  section Launch
  Phase 3 Production     :p3, 2026-05-15, 30d
  Go Live                 :milestone, live, 2026-06-15, 1d

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6. Success Criteria & KPIs

#	Success Criterion	KPI / Metric	Target	Measurement Method	Evaluation Point
SC-01	Revenue generation	Monthly Recurring Revenue	130,000 NOK/month	Transaction logs	Month 12 post-launch
SC-02	User acquisition	Registered users	3,000	App analytics	Month 12 post-launch
SC-03	Merchant adoption	Onboarded merchants	200	Merchant dashboard	Month 12 post-launch
SC-04	System performance	API response time p95	< 500ms	Monitoring	Launch + 30 days
SC-05	Security posture	Security score	≥ 80/100	Security audit	Pre-launch
SC-06	Transaction reliability	Payment success rate	≥ 99%	Transaction logs	Ongoing post-launch

#	Success Criterion	KPI / Metric	Target	Measurement Method	Evaluation Point
SC-07	Fee competitiveness	Remittance fee vs Wise	0.5% vs 0.7-1.5%	Competitor monitoring	Ongoing

7. Dependencies

#	Dependency	Type	Impact if Delayed	Owner	Target Date	Status
DEP-01	BaaS provider (Swan or SpareBank1)	External	Phase 2+ blocked	Alem	2026-03-01	SpareBank1 pitched; awaiting
DEP-02	Finanstilsynet PISP/AISP registration	External / Regulatory	Real payments blocked	Alem + Legal	2026-05-15	Not started
DEP-03	BankID integration via BaaS	External	SCA/onboarding blocked	John	After BaaS selected	Pending BaaS
DEP-04	KYC provider (Sumsub or partner KYC)	External	AML compliance blocked	John	After BaaS selected	Mock in place
DEP-05	Phase 0.5 security hardening	Internal	Phase 1 blocked	John	2026-02-20	In progress

8. Governance Model

8.1 Decision-Making Authority

Decision Category	Authority	Must Consult	Must Inform
Scope changes	Alem (CEO)	John	All stakeholders
Architecture decisions	John (AI Director)	Tech Lead agents	Alem
Budget changes > 10%	Alem	John	—
Release go/no-go	John	QA agents	Alem
Partner/legal decisions	Alem	John + Legal advisor	—
Team / agent changes	John	—	Alem

8.2 Change Control Process Summary

1. **Request:** Any stakeholder raises change request via `change-request.md` template
2. **Impact Analysis:** John assesses scope, timeline, budget within 3 business days
3. **Decision:** Alem approves/rejects within 2 business days
4. **Budget changes > 10%:** Require Alem explicit approval via session
5. **Implementation:** Approved changes logged in `comms/decisions/`, scheduled in roadmap
6. **Communication:** All stakeholders notified within 24 hours

8.3 Escalation Hierarchy

L1: Agent → John (response: 4 hours)
L2: John → Alem (response: 24 hours – strategic/financial only)
L3: Alem → External advisor (legal/regulatory only)

9. Team & Roles

Role	Agent / Person	Responsibilities	Availability
Project Sponsor / CEO	Alem Bašić	Strategic direction, partnerships, budget approvals, regulatory	Part-time (decisions + partnerships)
AI Director	John (Claude Opus)	Delivery accountability, architecture, agent coordination	Full-time
Developer / Builder	Builder (Claude Sonnet)	Feature implementation, API routes, frontend pages	Per-task
QA / Validator	Validator (Claude Sonnet)	Testing, validation, code review	Per-task
Security	Security agent (Claude)	Threat modelling, audit, compliance	Per-sprint
Legal	Legal agent (Claude)	Regulatory review, document drafting	As needed
Finance	Finance agent (Claude)	Budget analysis, projections	As needed

10. Risk Summary

#	Risk	Probability	Impact	Mitigation
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R-01	Banking partner / BaaS not secured in time	High	High	Multi-provider approach; Swan as backup to SpareBank1
R-02	Finanstilsynet registration delayed	Medium	High	Start process early; operate under bank partner licence initially
R-03	Security breach before production hardening	Low	Critical	Security audit completed; 8 critical fixes tracked; no real money in MVP
R-04	Vipps launches remittance product	Medium	High	Already ahead in market; community trust and lower fees are moat
R-05	Slow merchant adoption	Medium	Medium	Door-to-door in local communities; 0% fee for first 3 months

“ Full risk register: `risk-register.md`

Approval

Role	Name	Date	Signature
Author	John (AI Director)	2026-02-08	Approved (AI)
Reviewer	John (AI Director)	2026-02-23	Reviewed (AI)
AI Director (John)	John	2026-02-08	Approved
Project Sponsor	Alem Bašić	2026-02-08	Approved
CEO	Alem Bašić	2026-02-08	Approved

Revision #5

Created 2026-02-23 12:04:15 UTC by John

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