Tapn.vip and Glossy Byrd Management LLC: A Founder Case Study (Public Edition)

Nov 8, 2026 · @Glossy Byrd

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Classification: Founder case study and strategic thesis, public edition. Every number here is tied to a record, or I label it as a projection or my own count.

Abstract

I'm a Black woman founder in Milwaukee. I built Tapn.vip, a working digital identity and procurement-readiness platform, with $180,000 of my own capital and no outside engineering team. This paper shows how I did it, what is live, what is still on the roadmap, and what the evidence proves so far.

Small, underrepresented contractors have the talent. What they're missing is infrastructure: capability statements nobody formatted, business identifiers (UEI, CAGE, NAICS) scattered across folders, and no trusted way to prove who they are at the moment of contact. Tapn.vip pairs an NFC device tap with a verified profile that carries those identifiers. The I'M THE FEATURE curriculum prepares the owner to use them.

I built it on a Samsung Galaxy S24 Ultra in about eight months in 2026: more than 200 API endpoints, live passkey sign-in and live Stripe Identity verification. I'm also clear about what is still open. Most of my revenue so far is hardware, about $25,000 in NFC bracelet sales. Recurring software revenue and a first enterprise license are what I'm proving next. I close with the milestones that turn a strong build story into a validated business.

1. Introduction and problem statement

Small and minority-owned contractors can deliver, but they can't always show a buyer they're ready to be contracted. Procurement teams look for a UEI, a CAGE code, the right NAICS codes and a clean capability statement. Many owners don't have these in one place, and some were never told they needed them.

I see this as a structural gap with roots in redlining and the digital divide, not a confidence problem. So the fix is infrastructure the owner controls, in the tradition of Black Wall Street.

Three questions guide this work:

1. Can one founder, without venture capital or an outside engineering firm, build a working identity and procurement-readiness platform?
2. Does pairing an education program with a software product create a stronger path to contract readiness than either alone?
3. What evidence exists today that the market will pay for it, and what evidence is still missing?

My answer to the first is yes, and I document it here. The second is a strong case that still needs outcome data. On the third, I'll be straight with you: the hardware revenue and enterprise conversations are real, and recurring software revenue is what I'm building now.

2. Who I am

I'm Stephanie Nicole-Sinequante "Glossy Byrd" Comer. I bring more than 20 years in corporate operations and 22 years as an entrepreneur, much of it in regulated, document-heavy industries where accuracy and records matter: insurance, health plans and bank check processing. I'm a Milwaukee native, and I've lived in Sherman Park for 39 years.

Period	Role or credential	What it gave Tapn.vip
Sep 1996 – Jan 2002	Micro-graphics Clerk, Northwestern Mutual: prepared confidential documents, reviewed more than 1,000 documents a day for daily reports, and audited files for accuracy	Groundwork for the Digital Vault
1999	Graduate, Solomon Juneau Business High School, Milwaukee	Early business training
2001–2003	President, Black Students Association, University of Minnesota	Community leadership
May 2002 – May 2004	Team Lead, Crisis Worker, Lutheran Social Service of Minnesota, Duluth	Leading under pressure

Period	Role or credential	What it gave Tapn.vip
2004	BA in Communication, University of Minnesota; capstone on enterprise social media ethics for healthcare organizations	Trust and ethics in digital communication
Oct 2004 – Mar 2015	Assurant Health, 10 years 6 months: Customer Service Representative, Claims and Benefits (2004–2007); Agent Support Account Manager, Retention (2007–2013), with a book of business over $1.2M a year through Managing General Agents and brokers, plus workflows built to state mandates and quality review before underwriting; Solutions Specialist and Senior Solutions Specialist / Quality Coach (2013–2015). Kept an average of 72% of at-risk policyholders, met the 96% quality standard, and handled audit referrals and escalations	Retention, quality review, compliance
Apr 2007 – Oct 2010	Clinical Services Crisis Stabilizer, Wraparound Partnership (Alternatives), Milwaukee	Safety planning, the thinking behind Health Hub
2012–present	Operations Manager, Kelly Kellz Entertainment LLC: back office, SOPs, scheduling, vendors and live event execution	Event operations
Summer 2012 – Spring 2013	Check Processor, part-time weekends, U.S. Bank, downtown Milwaukee: ran high-speed reader-sorter machines, balanced check batches and handled rejected items, alongside full-time work at Assurant	Payment accuracy and exception handling, the base for Tap and Pay

Period	Role or credential	What it gave Tapn.vip
2014	MBA in Healthcare Management, WGU	Business strategy; health-data context for Health Hub
Mar 2015 – Feb 2017	Client Experience Account Manager, SKYGEN USA: 11 Medicare, Medicaid and dual-benefit accounts covering 700,000+ members; EDI submissions, compliance reporting, state audits and the RFP process	Federal and state compliance, procurement
Jul 2022 – Aug 2023	Digital Literacy Consultant, African Heritage, Inc., Appleton	Digital inclusion
Feb 2024 – Mar 2026	Consultant, WIDEN and TART, Ethnic & Diverse Business Coalition	Diverse supplier coaching
15 years	NFC Forum member	Standards knowledge behind the hardware

I serve on the boards of No Middle Ground Worship Center and City of Refuge Kingdom Community Outreach. I'm a published author, a music creator, a sermon deliverer and a media producer (IMDb nm6950537). No Business Left Behind is my personal philosophy and the mission of both companies.

My entertainment and events work shaped this product as much as my corporate career did. Event check-in, live headcount and the wristbands all started at productions and events I ran.

Area	Work	Link to Tapn.vip
Film and television	Producer and Production Manager on IMDb (nm6950537); credits include Disconnection Notice (producer), Life of the Party (2017) and Civilian Life	Production logistics, crew and talent coordination

Area	Work	Link to Tapn.vip
Unscripted television	Producer, Brotherly Love & Friendship (Xavier Cornelius Productions)	Media distribution for the brand
Live production	Top Level Reality Show filming day, April 2026: call sheets, event program and sponsorship letters	Event check-in and attendee flow
Events	Hollywood Vibe In Tosa Symposium, March 2026, Renaissance Milwaukee West: Master of Ceremonies and keynote presenter	Events module, geofenced check-in, live headcount
NFC event activations	3 live event activations with NFC wristbands	Proof that the hardware works at real events

The hardest parts of this product are verified identity, document custody and procurement formatting, and I've been doing that work for two decades. Tapn.vip grew out of it.

Why I'm the one to build Tapn.vip

Every major part of Tapn.vip maps to work I've already done for someone else, most of it in regulated industries where mistakes get audited.

Tapn.vip capability	Where I did this work before	What I bring to it
Digital Vault and document custody	Northwestern Mutual, 1996–2002; Assurant Health, 2004–2015	Prepared confidential documents, reviewed 1,000+ documents a day, audited files for accuracy
Tap and Pay and payment handling	U.S. Bank check processing, 2012–2013	Ran reader-sorters, balanced check batches, handled rejected items
Capability statements and procurement identity	SKYGEN USA, 2015–2017; Glossy Byrd Management, 2005–present	RFP process, state audits and compliance reporting; GBM's own SAM.gov registration, UEI and CAGE

Tapn.vip capability	Where I did this work before	What I bring to it
Compliance controls and identity checks	Assurant Health; SKYGEN USA	Built workflows to state mandates, reviewed submissions before underwriting, handled EDI submissions
Health Hub and emergency ID	MBA in Healthcare Management; Assurant Health; SKYGEN USA; Wraparound Partnership, 2007–2010	Health insurance, Medicare and Medicaid plans covering 700,000+ members, and crisis safety planning
Events and tap check-in	Kelly Kellz Entertainment, 2012–present; Hollywood Vibe In Tosa; Top Level Reality Show; 3 NFC activations	Live event operations, attendee flow and on-site logistics
I'M THE FEATURE Academy	Assurant Quality Coach; WIDEN and TART; African Heritage digital literacy; Train the Trainer Edition	Coaching, training design and diverse supplier readiness
Retention and subscriptions	Assurant Health retention team, 2007–2015	Kept an average of 72% of at-risk policyholders
NFC hardware	NFC Forum, 15 years; hardware sales since 2019	Standards knowledge and seven years of selling devices hand to hand
Serving underrepresented owners	Sherman Park, 39 years; Black Students Association president; two faith boards; EDBC	I'm part of the community this is built for

Tapn.vip is 30 years of that work, from 1996 to today, built into one platform.

3. Glossy Byrd Management LLC and corporate structure

Glossy Byrd Management LLC (GBM) is my parent holding company, a Milwaukee S-corporation that owns two subsidiaries and the Tapn.vip trademark. I opened it in 2004, started running it in 2005 and registered it as an LLC in 2017.

- Glossy Byrd Management LLC (parent, S-corporation): consulting, contract-readiness services, trademark owner
  - Go GBM Tech LLC: technology subsidiary
  - Tapn.vip Inc.: platform subsidiary, formed 2022, filed in Wisconsin with shares issued to GBM
- Hollywood Vibe Press: publishing imprint for I'M THE FEATURE

GBM's federal footprint is already in place, which is uncommon for a company at this stage:

Item	Detail
SAM.gov registration	Active
UEI	H8KPVK82A9M8
CAGE	948K5
NAICS	611430, 611699, 541611, 541511, 541512; PSC U008, 7A21
Certifications	WOSB, MBE, SBA 8(a) and DOBE (Disability:IN) pending; small, woman-owned, disability-owned
Trademark	Tapn.vip, U.S. Reg. No. 7,684,476, registered Feb 11, 2025, owned by GBM

Tapn.vip Inc. was a Wisconsin corporation as of November 2026. Austin, Texas is planned as a second base in 2027. GBM holds the Tapn.vip trademark today.

4. The product: Tapn.vip

A business card passes a phone number. Tapn.vip passes a business. One tap of an NFC device opens a verified profile with the owner's capability statement and federal identifiers, and the person tapping downloads nothing. The name stands for Telecommunications And Pathways Networking Volunteers In Partnership.

A visitor taps the owner's card, bracelet or tag and opens the profile and capability statement in their browser. Documents never go out on a tap; the owner sends them from a secure Digital Vault. Anyone can encode a device with the free NFC writer on the homepage and dashboard, and Tapn.vip works alongside the CRM a business already uses.

Launch phases: Tapn.vip ran internal testing from Aug 11, 2026, then a 60-day closed beta with invited members from Aug 30 to Oct 29, 2026. On Oct 29, 2026, it opened Early Access to everyone, which is the current public phase as of November 2026. Every live feature below is available in Early Access, and members' feedback in this phase shapes what is built next.

The table below separates what you can test today from what is planned.

Capability	Status (Nov 2026)
NFC tap to public profile and capability statement	Live
Business identity fields: NAICS, UEI, CAGE	Live
Digital Vault with owner-controlled document sharing	Live
Free NFC writer (homepage and dashboard)	Live
Passkey sign-in with face or fingerprint (WebAuthn)	Live
Government ID verification through Stripe Identity	Live
Tap and Pay pay page through Stripe, with debit cash-out	Live, Early Access
Smart Proposals: capability statements, RFP responses, grant drafts	Live, Early Access
Events: geofenced check-in, live headcount	Live, Early Access
Track My Family locator	Live, Early Access
Emergency health info on event bands, shown to responders only with wearer consent	Live, Early Access
Community wall tied to events	Live, Early Access
White-label tenant environments	Available now

Capability	Status (Nov 2026)
Wallet profile saves	Not live
Verifiable business credentials	Planned for 2027
SOC 2 audit	Readiness in progress

Security posture, from the public Trust Center as of Nov 8, 2026: Tapn.vip claims no certification of its own. It runs an 18-control SOC 2 readiness program with automated evidence collection since September 2026, and it completed an internal security review in October 2026. Other live controls include SCIM 2.0 provisioning with instant card revocation, required authenticator-app MFA for privileged accounts, an immutable audit trail and quarterly access reviews. Stripe Identity handles ID checks, so ID documents are not stored on Tapn.vip servers.

Planned: an independent CPA engagement for SOC 2 Type I and a first third-party penetration test in the first half of 2027, then a SOC 2 Type II report in the second half of 2027 or later. HIPAA and FedRAMP alignment is described in code, not certified. Competitors Blinq and Popl already hold SOC 2 reports, so the 2027 audit is the clearest near-term trust milestone.

Tap and Pay is built on Stripe. Instant payouts through Stripe Connect are on my Q4 2026 milestone list, and the live counter will show the first Tap and Pay sales once they come in.

5. The I'M THE FEATURE curriculum

I'M THE FEATURE is the education side. It's a published, 25-session program that teaches owners to see themselves as the core asset of their business, then builds the documents a buyer expects. You are the star, the director and the infrastructure of your own story.

The program follows the T.I.M.E. framework as published in the workbook: Time to Produce My Life, Inspiration, Motivation, Experience. Its four phases use a film-production frame: Pre-Production, Principal Photography, Main Feature and Post-Production. It is published through IngramSpark under Hollywood Vibe Press and sold at IAmTheFeature.com.

Edition	Format and length	ISBN	Price
Student Workbook	256 pages	Print 979-8-234-11599-7; eBook 979-8-234-11515-7	$49.99 list / $29.99 current

Edition	Format and length	ISBN	Price
Teacher's Edition	Print and eBook	Print 9798240995996	$79.99 list / $59.99 current
Train the Trainer Edition v1.3	129 pages, 18 facilitator certification sections	Print 9798240996030	$149.99 list / $99.99 current
Large-print Student Workbook	418 pages	Pending	Pending

The curriculum also runs inside Tapn.vip's learning system, which tracks progress, rubrics and certificates. I license it to institutions as an Entrepreneurship Infrastructure Licensing System, not a regulated franchise, and I have an IACET accreditation and WIOA/ETPL alignment roadmap.

The book prepares the owner and the platform holds the result. A graduate walks out with a capability statement, their identifiers and a verified profile on a device they can hand to a buyer. The proof I still need is cohort data on completions, certifications and contracts won, and I haven't collected it yet.

6. Build method: the solo mobile architect

I built the Tapn.vip platform myself, on my Samsung Galaxy S24 Ultra, in about eight months in 2026. I used the Emergent development platform together with my own hand-written code, with no outside engineering firm or employed developer.

My Nov 3, 2026 press release calls the phone my adaptive workstation. I have physical limitations protected under the ADA, and long hours sitting and typing at a desk don't work for my body. Building on the phone made this work possible for me, and that matters as much as what it saved.

I didn't start with software. From 2019 through 2025, I sold NFC wristbands and cards hand to hand, at events and through a Shopify store. Those years gave me the customer conversations, the event experience and the product knowledge I built the platform on.

Layer	Technology
Front end	React web app, no download required; being moved to a Vite build to replace in-browser compilation and improve load speed
Back end	FastAPI, more than 200 API endpoints
Database	MongoDB Atlas
Payments	Stripe (Tap and Pay, Connect payouts)
Identity	WebAuthn passkeys; Stripe Identity for government ID checks
Hardware	NXP NTAG chips, ISO/IEC 14443 Type A
Source control	GitHub

What this proves: one founder with deep domain knowledge can stand up a working, multi-feature platform without an engineering payroll. What it doesn't prove yet: that the platform holds up with thousands of active users, or that the security passes an audit. Load, a SOC 2 audit and an outside code review will answer that. Build cost won't.

Capital: I've put in $180,000 of my own money as of Oct 30, 2026. That covers the whole company, hardware included.

7. Market and competition

My lane is contract readiness: small and diverse suppliers who need to prove who they are and that they're ready to bid. The digital business card market is small and crowded, and none of the big card companies serve this lane directly.

Digital identity is on track to roughly triple between 2025 and the early 2030s, according to three research firms. The narrow digital business card category is far smaller, which is why the contract-ready position matters more than the card.

Source	Market	From	To	Growth
Grand View Research, Jan 2026	Digital identity solutions	$47.0B (2025)	$135.1B (2033)	13.2% a year

Source	Market	From	To	Growth
MarketsandMarkets, Nov 2025	Digital identity solutions	$44.2B (2025)	$132.1B (2031)	20.0% a year
Juniper Research, May 2026	Digital identity verification spend	$18.8B (2026)	$29B+ (2030)	55% over four years
Founder's 2026 research	Digital business cards	$159M–$217M (2026)	Not projected	Small, crowded category

The digital business card estimate is from my own 2026 research.

Competitors:

Competitor	Strength	Gap Tapn.vip targets
Blinq	SOC 2 Type II, 80+ HR integrations	No procurement identity or capability statements
Popl	SOC 2, strong event lead capture	Built for sales teams, not suppliers
Linq	Brand recognition	Has pivoted away from digital cards, leaving an opening
Dot, HiHello	Low-cost cards	Contact sharing only
Supplier.io, TealBook, Scoutbee	Supplier-diversity data for large buyers	Serve the buyer; Tapn.vip serves the supplier

Clayton Christensen called this low-end disruption: serve the customers the big players ignore because they look too small or too different, then move up. The risk is that incumbents can copy a feature fast. What they can't copy fast is the combination: the curriculum, the procurement data and the community I've built over 20 years.

8. Digital identity outlook, 2030–2035

Between 2030 and 2035, business identity will move from PDFs and portal logins to signed credentials a buyer's system checks in seconds. The rules and standards are being written right now. Small U.S. suppliers are mostly missing from that conversation, and

Tapn.vip is built to bring them into it.

What is already in place (verified Nov 8, 2026):

Date	Development	Why it matters for small suppliers	Source
Mar 2025	W3C Verifiable Credentials Data Model 2.0 reaches Proposed Recommendation	Common format for signed, verifiable claims about people and organizations	W3C
Jul 31, 2025	NIST SP 800-63-4 published final, replacing the 2017 guidelines	Accepts syncable passkeys and adds equity considerations so verification does not shut out underserved people	NIST CSRC
Nov 19, 2025	European Commission proposes European Business Wallets, COM(2025) 838, with a Commission-run European Digital Directory	Governments are building wallets for companies, not only citizens	EU Council file
Q1 2026	Active Legal Entity Identifiers pass 3 million; the verifiable LEI (vLEI) extends them into cryptographic credentials	A global organizational ID most small U.S. firms do not yet have	DIACC on GLEIF
2026	TSA accepts mobile driver's licenses from about 21 states	Phone-based ID is becoming normal for U.S. consumers	Start with Identity
End of 2026	EU member states must offer at least one EU Digital Identity Wallet; regulated private-sector acceptance follows about a year later	The first large-scale wallet mandate	Gataca timeline

What this suggests for 2030–2035 (analysis, not forecast data):

1. 2027–2029: Organizational credentials start to matter in procurement. Large buyers and banks begin asking suppliers for verifiable company identity, not only uploaded documents. Readiness services gain value because most small firms will not know how to get there.

2. 2030–2032: Verification becomes machine to machine. A buyer's system checks a supplier's legal status, registrations and certifications directly against issuers. Suppliers without credentials drop out of automated shortlists without ever being rejected by a person.
3. 2033–2035: Phone wallets and government directories hold the credentials. The value moves to whoever prepares small firms to qualify and keeps their records current.

Apple, Google, Samsung and governments will likely own the wallets themselves. Tapn.vip's place is the layer that gets small and underrepresented suppliers ready and onboarded:

- Build the 2027 verifiable credentials feature on the W3C VC 2.0 data model so it works with other wallets.
- Map NAICS, UEI and CAGE fields into credential form, and help members obtain an LEI.
- Document how Stripe Identity checks line up with NIST 800-63-4 identity assurance levels.
- Make the I'M THE FEATURE Academy the on-ramp: graduates leave with credentials a buyer's system can check.

The risk is timing. Europe is moving first and U.S. procurement may be slow to adopt business credentials, so readiness services have to earn revenue now.

9. Traction and evidence

My strongest proof of demand today is hardware: more than 500 NFC bracelets sold and about $25,000 in sales through Square while I was building. Software usage is early. On Nov 8, 2026, the live counter on tapnvip.com showed 51 members, 10 NFC taps and 0 Tap and Pay sales since Nov 26, 2025.

Evidence	Figure	As of	Source
Members	51 since Nov 26, 2025; 28 new in the last 12 weeks	Nov 8, 2026	tapnvip.com live counter
Site visits	9,865 all-time; 8,868 in the last 12 weeks	Nov 8, 2026	tapnvip.com live counter
Profile views / card opens	966 all-time; 540 card opens in the last 12 weeks	Nov 8, 2026	tapnvip.com live counter

Evidence	Figure	As of	Source
NFC taps	10 all-time; 7 in the latest week	Nov 8, 2026	tapnvip.com live counter
Tap and Pay sales	0	Nov 8, 2026	tapnvip.com live counter
NFC bracelets sold	500+	Jul 2026	Founder records
Hardware sales through Square	about $25,000	Nov 2026	Square records
Live event activations	3 in Milwaukee: Aug 2023, Mar 2026, May 2026	2026	Founder records
LinkedIn followers	1,427; 57 profile viewers in 90 days	Nov 2026	Platform analytics
Instagram followers	151	Oct 2026	Platform analytics
Directory listings	Crunchbase, G2, Tracxn	2026	Public

Closed beta results, as I reported them in the announcement that opened Early Access to everyone on Oct 29, 2026: over the 60-day closed beta (Aug 30 – Oct 29, 2026), invited beta members logged 300+ card taps, 1,200+ profile views and 2,300+ unique visitors from 5 countries.

The closed beta figures and the live homepage counter come from different periods and sources, so I report each one separately and label it. Glossy Byrd Management has served 54+ clients.

The next proof I'm going after is one signed institutional or enterprise license. It tests pricing, security review and white-label delivery at once.

10. Business model and pricing

Low-priced individual plans build the network. Licenses to banks, workforce boards, chambers and colleges pay for it. The institutional side is my faster path to real revenue.

Offer	Price on tapnvip.com, Nov 8, 2026
Digital Passport	Free; 15-day free trial of premium tools
Business plan: lead capture, analytics, payment links, NAICS/UEI/CAGE identity	$9 per month
Digital Vault	Free 1 GB; paid tiers from $4.99 per month
Academy	$59 per month or $497 per year; bundles from $79 per month
Events	$29, $79 or $299 per month
Health ID for institutions	$99, $249 or $599 per month
Enterprise Suite	10 seats free, then $5 per seat per month
White-label tenants	Quoted per institution
NFC hardware	$20–$80 one time
Student Workbook	$49.99 list

Revenue streams: hardware, subscriptions, a creator marketplace, enterprise and government contracting, events, publishing, and education licensing.

11. Risks and limitations

I know where the gaps are, and I'd rather name them myself. The biggest one: recurring software revenue isn't proven yet. Most of my revenue so far is one-time hardware sales, which have thin margins. That's the model Linq walked away from.

Risk	Why it matters	Mitigation
Recurring revenue not yet shown	Software revenue is what proves the platform	Close one institutional license; report MRR monthly
No security certification yet	Banks and agencies require audits; Blinq and Popl have SOC 2	Complete SOC 2 Type I, then Type II
Single founder, single builder	Key-person risk for code, sales and curriculum	Document the codebase; add a technical reviewer

Risk	Why it matters	Mitigation
Broad product scope	Nine-plus product lines dilute the contract-ready message	Lead with procurement identity; keep health, family and events as add-ons
Outcome data missing	The education-plus-software thesis needs proof	Track cohort completion, certifications and contract awards
Platform dependency	The build relies on Emergent, Stripe and MongoDB Atlas	Keep exportable code in GitHub; document vendor exits

What this paper is and isn't: I wrote it from my own records and public sources. It is not an independent audit. Market sizes come from secondary research, and usage figures are my own counts unless I note otherwise.

12. Conclusion

I set out to answer whether one founder could do this. I did. Working from my Samsung Galaxy S24 Ultra with $180,000 of my own capital, I built a live identity and procurement-readiness platform with passkeys, ID verification, payments and a published curriculum.

The second question, whether education plus software produces more contract-ready suppliers than either alone, is well reasoned but not yet measured. The third, whether the market will pay, is partly answered by about $25,000 in hardware sales and still open on software: the live site shows 51 members, 10 taps and no Tap and Pay sales yet.

What I'm contributing is a working model for supplier-side identity infrastructure, built by and for the founders procurement systems tend to miss, and timed for the move to verifiable business credentials between 2030 and 2035. Four milestones turn this from a strong build story into a validated business:

1. One signed institutional or enterprise license
2. SOC 2 Type I completed (planned first half of 2027)
3. First cohort outcome data: completions, certifications, contract awards
4. Monthly recurring revenue reported from one dashboard

No Business Left Behind is the mission. These four milestones are how I'll show it's working. Be the infrastructure. You're the Feature.

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