**FUND UTILIZATION PLAN FOR GREYMAN AI (NEXT 12 MONTHS)**

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**Total Funding Required: $100,000**

**1. Product Development (40% - $40,000)**

* **Software Development**: $25,000
  + Salaries for developers, engineers, and interns.
  + Costs for development tools and platforms.
* **AI Research and Development**: $10,000
  + Expenses for AI model training, data acquisition, and computational resources.
* **Quality Assurance & Testing**: $5,000
  + QA engineers, testing tools, and bug fixing.

**2. Marketing and Sales (20% - $20,000)**

* **Digital Marketing**: $5,000
  + Social media advertising, content marketing, SEO, and PPC campaigns.
* **Sales Team**: $10,000
  + Salaries and commissions for sales representatives.
* **Marketing Collateral**: $5,000
  + Website development, brochures, case studies, demo videos.

**3. Operations and Infrastructure (15% - $15,000)**

* **Cloud Infrastructure**: $7,500
  + Costs for cloud services, servers, and databases.
* **Office Expenses**: $5,000
  + Rent, utilities, office supplies, and equipment.
* **Legal and Administrative**: $2,500
  + Legal fees, accounting services, and compliance costs.

**4. Customer Support and Success (5% - $5,000)**

* **Support Team**: $3,000
  + Salaries for customer support and success team members.
* **Training and Development**: $2,000
  + Training programs for onboarding and customer education.

**5. Contingency Fund (20% - $20,000)**

* **Unexpected Expenses**: $5,000
  + Buffer for unforeseen costs and emergencies.