**[Slide 1: Opening]**

Good morning, and thank you for the opportunity to present our idea.

I'm here to introduce SmartVision—a cutting-edge, AI-driven industrial safety system designed to prevent accidents before they occur in all kinds of factories.

**[Slide 2: The Problem]**

Industrial safety remains a significant challenge:

* In 2023, U.S. employers faced over 2.6 million workplace injuries, costing more than $1 billion per week .
* Unplanned downtime in manufacturing leads to losses exceeding $50 billion annually .
* Non-compliance with safety regulations can result in substantial OSHA fines, with maximum penalties reaching $165,514 per violation .

These figures underscore the urgent need for proactive safety solutions.

**[Slide 3: Our Solution – SmartVision]**

SmartVision is an AI-powered, edge-computing system that enhances industrial safety by:

* Real-time Monitoring: Utilizing computer vision to detect hazardous behaviors and conditions instantly.
* Privacy-Centric Design: Processing data locally to ensure complete privacy and eliminate cloud dependencies.
* Adaptive Learning: Tailoring safety protocols to each facility by learning operational patterns and identifying anomalies.

Our system is modular, scalable, and integrates seamlessly with existing infrastructure.

**[Slide 4: Key Features]**

* Edge AI Processing: Employing devices like the Jetson Orin NX for on-site data analysis.
* Multi-Camera Support: Monitoring multiple zones simultaneously with 4 to 6 industrial cameras per module.
* User-Friendly Interface: Allowing safety managers to define risk zones and review incidents through an intuitive dashboard.
* Comprehensive Alerts: Detecting issues such as unauthorized access, missing PPE, dangerous postures, and prolonged inactivity.

**[Slide 5: Business Model]**

**Our revenue streams include:**

* Hardware Sales: Offering edge units and compatible cameras.
* Software-as-a-Service (SaaS): Providing subscription-based access to our dashboard, analytics, and continuous updates.

This hybrid model ensures recurring revenue and scalability.

**[Slide 6: Market Opportunity]**

Targeting medium to large manufacturing facilities, especially in sectors like metalworking, automotive, and chemical production.

With over $1.4 trillion lost annually due to unplanned downtime in major companies , the demand for proactive safety solutions like SmartVision is substantial.

**[Slide 7: Competitive Advantage]**

**SmartVision stands out by:**

* Operating Offline: Ensuring data privacy and reducing latency.
* Rapid Deployment: Achieving full installation within a day.
* Cost-Effectiveness: Offering a complete module at approximately €1,170, making it accessible for various budgets.

**[Slide 8: Traction and Next Steps]**

* Development: MVP completed with successful simulations in controlled environments.
* Pilot Programs: Scheduled for Q3 2025 in collaboration with industry partners.
* Funding Needs: Seeking investment to scale production, enhance features, and expand market reach.

**[Slide 9: Conclusion]**

SmartVision is poised to revolutionize industrial safety by combining AI innovation with practical application.

We're committed to reducing workplace accidents, minimizing downtime, and ensuring compliance, all while respecting privacy and operational efficiency.

Thank you for your time. I'm eager to discuss how we can collaborate to bring SmartVision to the forefront of industrial safety.

**Data sources:**

**U.S. Workplace Injuries in 2023**  
U.S. Bureau of Labor Statistics – “Employer-Reported Workplace Injuries and Illnesses – 2022”  
Link: <https://www.bls.gov/news.release/pdf/osh.pdf>

**Cost of Workplace Injuries ($176.5B, over $1B per week)**  
National Safety Council – “Work Injury Costs”  
Link: <https://injuryfacts.nsc.org/work/costs/work-injury-costs/>

**Unplanned Downtime in Manufacturing ($50B/year)**  
Deloitte Insights – “Predictive Maintenance and the Smart Factory”  
Link: <https://www2.deloitte.com/us/en/pages/operations/articles/predictive-maintenance-and-the-smart-factory.html>

**OSHA Maximum Penalties ($165,514 per violation)**  
Occupational Safety and Health Administration (OSHA) – “Penalty Information”  
Link: <https://www.osha.gov/penalties>

**$1.4 Trillion Lost Annually Due to Downtime (Broader Estimate)**  
Forbes – “How Connected Manufacturing Can Help Solve the Trillion-Dollar Downtime Problem”  
Link: <https://www.forbes.com/sites/forbestechcouncil/2024/11/05/how-connected-manufacturing-can-help-solve-the-trillion-dollar-downtime-problem/>

Uma imagem com texto, captura de ecrã, diagrama, file

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