**Slide 1: Title Slide**“Good morning. My name is Francisco Tavares, and I’ll be presenting our project: SmartVision. Standing with me are my teammates. Together, we’ve developed a real-time, on-premises AI system designed to prevent and detect industrial accidents, protect workers, and ensure full data privacy. Let me walk you through how it works—and why it matters.

**Slide 2: Purpose · Vision · Mission**“Our purpose is to eliminate preventable workplace accidents. We envision factories empowered by real-time AI that never sacrifices data privacy. Our mission is to deliver a plug-and-play, on-premises computer-vision solution that detects hazards instantly and keeps all footage local.”

**Slide 3: The Problem Overview**“Every year, millions of workers are injured on the job due to hazards that go unnoticed until it's too late. In 2022 alone, the U.S. reported over 5,400 fatal accidents and nearly 3 million non-fatal injuries.

These incidents carry huge costs: in 2023, U.S. companies lost $176.5 billion to accident-related expenses.

Most factories still rely on outdated tools—manual inspections, security guards, or reviewing footage after an incident. They’re too slow to make a difference when seconds matter.

And current digital solutions fall short. Cloud-based systems introduce latency and privacy concerns. Wearables face worker resistance and high maintenance.

Globally, work-related injuries cost around 4% of GDP—nearly €2.7 trillion each year. In the EU, that’s over €476 billion annually. With stricter regulations and rising insurance demands, factories urgently need a faster, affordable, privacy-first safety solution.”

**Slide 4: Solution Overview**“SmartVision is a real-time, AI system that detects hazards before accidents happen.

It identifies five critical risks:

* PPE violations, not wearing helmets, gloves, glasses…
* Intrusions into restricted areas
* Falls
* Signs of fatigue or distraction
* And unsafe behaviours like loitering near active machinery

What sets us apart is how we operate:

* All video is processed locally—no cloud, no delays, and no privacy risks
* Alerts are triggered in real time, allowing immediate response
* The system is modular and scalable—factories can start with a single zone and grow as needed
* And it’s cost-efficient: we reuse existing cameras or install if needed, and our per zone cost drops below €50 at scale.
* Our objective is for our algorithms to keep learning to adapt to each factory environment and routine.

Everything is delivered through a web-based dashboard that’s easy to use and packed with insights.”

**Slide 5: System Architecture  
“**This is how SmartVision works.

Each zone in the factory is monitored by up to four cameras, all connected to a microcontroller unit. These MCUs cost just €60 to €130 and simply forward video feeds over the local network, and keep everything modular, for easy repair and sacalability.

Those feeds are processed in real time by a central GPU-equipped computer—no cloud, no internet dependency. This server runs our AI models to detect hazards mentioned before.

Alerts are automatically triggered or can be sent directly to our centralized web dashboard, where safety teams can review them immediately. Every event is also logged for reporting and compliance.

The result is a fast, privacy-first system that gives teams the insight they need, exactly when they need it.”

**Slide 6: Mockup**“This mockup shows how our system will look: cameras connect to a local microcontroller, which streams video to a central GPU for real-time processing. On the right, our dashboard displays alerts and heatmaps. These heatmaps are also something that we are developing that show where most of the hazardous behaviours occur. The test validated sub-second detection with no cloud use—proving both speed and privacy. Later, we’ll show our fall detection demo using YOLOv11 and our custom algorithm that we trained ourselves, which will continuously learn and adapt to each factory’s environment to reduce false positives and improve accuracy over time.”

**Slide 7: Market Analysis  
“**Like I said before Work-related injuries cost the U.S. over $176 billion in 2023, and the EU nearly €500 billion. With rising insurance pressure and strict security standards, factories must prove safety digitally. Yet most solutions are costly, slow, or compromise privacy. SmartVision solves all three.”

**Slide 8: Competition**“Our competitors fall into three groups:

* Cloud-based AI, like Intenseye and Protex AI—powerful, but reliant on high bandwidth, with latency and serious privacy issues.
* Wearable systems like Modjoul—hard to scale, face user resistance, and lack visual context.
* Manual methods—like security guards or footage reviews—reactive and error-prone.  
  Only SmartVision combines real-time alerts, full on-premises processing, and affordability.”

**Slide 9: Competition (Radar Chart)**

“This radar chart compares SmartVision against top competitors. We lead in edge processing, data privacy, and costs—thanks to our models and scalable modular setup. Others rely on cloud or wearables, which sacrifice either speed, context, or privacy.”

**Slide 10: Positioning**

“Here you can see where we stand. SmartVision uniquely combines high deployment flexibility with full data ownership. Competitors either compromise privacy or require cloud dependency. We deliver both performance and control—without tradeoffs.”

**Slide 11: How Do We Stand Out?**

“to really emphasize SmartVision is value:

* All AI runs locally— which makes it faster and more private.
* Each module costs just €95 and supports up to 4 cameras (Price not including cameras).
* With privacy-by-design, no raw video ever leaves the factory.
* We also detect very key parameters that can make factories a more secure place
* And with the models always learning and adapting to each factory environment and routine false positives are drastically mitigated”

**Slide 12: Hardware Revenue**

“Our revenue begins with hardware. Each zone includes a microcontroller and up to four cameras. It costs us around €130 to €200 to assemble and sells for €260 to €340 (Includes all connectivity, mounts)—yielding margins between 50 and 70%.At the factory level, a central GPU-powered computer handles all AI processing. It costs €2,000 to €3,200 to build and sells for €3,000 to €4,000, with margins up to 50%.”

**Slide 13: SaaS and Premium Add-Ons**

“Our second revenue stream is recurring. Each factory generates up to €1,000 annually through a SaaS subscription. This includes full dashboard access, analytics, software updates, and support. We also plan to offer premium add-ons like advanced reporting and compliance tools—boosting revenue per site over time.”

**Slide 14: Installation & Leasing**

“We charge indirectly for installation and onboarding services for first clients which is included in the final price —depending on the size of the installation we will charge around €200 per site. Since we handle this in-house, the margin is nearly 100%.

**Slide 15: Scalability Strategy**

“Our business model is built to scale. We start small: one zone, one model—making it affordable and easy to adopt. As value is proven, clients expand by adding zones and activating more features. This naturally grows revenue per factory without increasing acquisition costs.”

**Slide 16: Marketing**

“Our go-to-market approach focuses on two key channels:  
• Online campaigns, especially through LinkedIn, targeting factory managers, safety officers, and industrial decision-makers.  
• In-person events, where we can demo SmartVision live, build credibility, and engage directly with early adopters.”

**Slide 17: Marketing Costs**

“For the first 3 years our marketing budget scales gradually.  
We begin small, then ramp up as we have all the features ready and the solution starts gaining traction.

* Online campaigns will cost between €600 and €3,000 per month.
* Small events range from €2,000 to €6,000 each.

By the third year, we’ll be investing around €5,000 per month in outreach—balanced and efficient for our early-stage growth.”

**Slide 18: Our Team**

“This is our team—balanced across tech, business, and design. We’re ready to bring SmartVision to life”

**Slide 19: Roadmap**

“Our roadmap is clear and paced for growth.  
We’re building the MVP in the first 3 months, followed by a private beta to gather real-world footage.  
Public beta and launch come by month 9, with early growth through first contracts.  
From month 19, we expand across markets, and by month 31, we focus on scaling and optimizing operations.”

**Slide 20: HR Roadmap**

“Our team scales with the business.  
In Year 1, we stay lean—just the founding team plus one junior engineer.  
By Year 2, we bring in tech, sales, and operations hires.  
Year 3 ramps up engineering, adds support roles—keeping us agile and cost-efficient.”

**Slide 21: Financial Planning**In Year 1, we invest €81 070—producing €73 900 in revenue, €42 000 in COGS, and €39 070 in SG&A, for an EBITDA of –€7 170 and a 43 % margin.  
In Year 2, we scale to €439 400 of revenue against €213 000 COGS and €246 715 SG&A—total costs of €459 715—resulting in an EBITDA of –€20 315 but a 52 % margin on gross revenue.  
By Year 3, we hit €780 900 in revenue, with €324 000 COGS and €296 640 SG&A (total costs €620 640), yielding an EBITDA of €160 260 and a 59 % gross margin—demonstrating clear profitability and scalability.

**Slide 22: Financial Needed**

“We’re seeking €60 000 to reach our next milestones.  
• €15 000 for product development  
• €17 500 for hardware procurement and pilot deployment  
• €12 500 for marketing and customer acquisition  
• €10 000 to expand the team  
• € 5 000 in operational overheads  
This lean €60 k enables us to complete MVP testing, launch pilots, build initial traction, and prepare for rapid growth.”

**Slide 23: Closing & Contact**“Thank you for your time. SmartVision isn’t just technology—it’s a commitment to zero-accident factories via affordable, privacy-first, real-time AI. We invite you to join us in revolutionizing industrial safety. For any questions, reach us at geral@smartvision.com”