“Good morning. I’m Francisco Tavares, and this is SmartVision: an on-premises, real-time AI system that prevents industrial accidents, protects workers, and ensures data privacy.

**Slide 2: Purpose · Vision · Mission**“We aim to eliminate preventable workplace accidents. We envision factories empowered by real-time AI with complete data privacy. Our mission: deliver a plug-and-play computer-vision solution that detects hazards instantly and keeps all footage local.”

**Slide 3: The Problem Overview**  
“Millions of workers are injured each year. In the U.S., 2022 saw over 5,400 fatal accidents and 3 million non-fatal injuries; in 2023, accident-related costs reached $176.5 billion. Current safety relies on manual inspections or delayed footage reviews. Cloud-based and wearable solutions introduce latency, privacy risks, and high costs. Globally, work-related injuries cost 4 % of GDP—nearly €2.7 trillion per year. Factories need a faster, affordable, privacy-first safety system.”

**Slide 4: Solution Overview**  
“SmartVision detects five key risks: missing PPE, restricted-area intrusions, falls, worker fatigue, and unsafe behavior. It processes video entirely on-premises—no cloud, no delays, no privacy concerns—triggering real-time alerts. Modular and scalable, factories start with one zone and expand as needed. Everything is managed via a simple web dashboard.”

**Slide 5: System Architecture**  
“Each zone uses up to four cameras connected to a microcontroller, streaming video over the LAN. A central GPU-powered server runs our AI models to detect hazards. Alerts go to a web dashboard for immediate review or the alerts can be set automatically. The result: a fast, privacy-first system that delivers actionable insights exactly when needed.”

**Slide 6: Mockup**  
“This mockup shows the flow: cameras → microcontroller → GPU server → web dashboard with alerts and heatmaps. In tests, we achieved sub-second detection—no cloud needed—using YOLOv11 and our custom fall-detection model, which continuously learns to reduce false positives.”

**Slide 7: Market Analysis**  
“In 2023, work-related injuries cost the U.S. over $176 billion and the EU nearly €500 billion. Insurance costs and regulations are rising. Factories must prove safety digitally but current solutions are often expensive, slow, or compromise privacy. SmartVision solves these challenges.”

**Slide 8: Competition**  
“Competitors fall into: cloud-based AI (e.g., Intenseye, Protex AI) with latency and privacy issues; wearables (e.g., Modjoul) that face adoption resistance; and manual methods that are reactive. Only SmartVision offers real-time, on-premises processing, full privacy, and low cost.”

**Slide 9: Competition (Radar Chart)**  
“Our radar chart shows we lead in edge processing, data privacy, and cost efficiency. Others rely on cloud or wearables, compromising either speed, context, or privacy.”

**Slide 10: Positioning**  
“We uniquely combine deployment flexibility with full data ownership. Competitors trade off privacy or performance; we deliver both without compromise.”

**Slide 11: How Do We Stand Out?**  
“All AI runs locally: faster and more private. Each module costs €500 and supports four cameras. No raw video ever leaves the factory. Our adaptive models learn each environment to minimize false positives.”

**Slide 12: Hardware Revenue**  
“Hardware drives initial revenue. Each zone’s microcontroller and cameras, are selling for €260–€340 (50–70 % margin). The GPU server will be solde for €3,000–€4,000 (up to 50 % margin).”

**Slide 13: SaaS and Premium Add-Ons**  
“Recurrence comes from SaaS subscriptions—€1,000 annually for dashboard access, analytics, and support. Premium add-ons like advanced reporting and compliance tools will increase revenue per site.”

**Slide 14: Installation & Leasing**  
“We include installation and onboarding in the price (around €200 per site, nearly 100 % margin). ”

**Slide 15: Scalability Strategy**  
“Our model scales naturally: start small—proof of value—then expand zones and features. Revenue grows per factory without increasing acquisition costs.”

**Slide 16: Marketing**  
“We’ll reach customers via LinkedIn campaigns targeting factory managers and safety officers, and live demos at industrial events to build credibility and secure early adopters.”

**Slide 17: Marketing Costs**  
“We will invest in it gradually only starting around month 7 to have a good MPV ready for public deployment: €600–€3,000/month on online ads and €2,000–€6,000 per event. By Year 3: €5,000/month in outreach, balancing efficiency with growth.”

**Slide 18: Our Team**  
“Our team combines expertise in AI, hardware, operations, and business. We’re prepared to bring SmartVision to market.”

**Slide 19: Roadmap**  
“Months 1–3: build MVP; Months 4–6: private beta; Month 9: public beta launch; Months 10–18: early growth and initial contracts; Months 19–30: expand into new markets; Months 31+: scale operations.”

**Slide 20: HR Roadmap**  
“Year 1: core founding team plus one junior engineer. Year 2: add engineering, sales, and operations hires. Year 3: expand support and scale engineering.”

**Slide 21: Financial Planning**  
“Year 1: invest €81,070 to generate €73,900 revenue (EBITDA –€7,170). Year 2: €439,400 revenue vs. €459,715 costs (EBITDA –€20,315). Year 3: €780,900 revenue vs. €620,640 costs (EBITDA €160,260, 59 % margin).”

**Slide 22: Financial Needed**  
“We’re seeking €60,000: €15,000 for product development; €17,500 for hardware and pilots; €12,500 for marketing; €10,000 for team expansion; €5,000 for overhead. This will complete MVP testing, launch pilots, and build traction.”

**Slide 23: Closing & Contact**  
“Thank you. SmartVision is a commitment to zero-accident factories through affordable, privacy-first AI. Join us in revolutionizing industrial safety. Contact: geral@smartvision.com.”