**SLIDE 10 - TIMELINE**

This slide represents our roadmap that describes what we did this year up to now and what are our plans for the next year, so the 2025. This March we identified the potential problem and validated through several citizen interviews; we understood that there is something to be solved.

In May we designed a possible solution to solve the problem about Italian bureaucracy and validated it again asking people and companies if they would use our platform by showing them our mockups and explaining our ideas.

Now we are ready to start the development of an MVP gathering feedback during the year regarding the minimum functionalities that our product has to provide and in February 2025 we estimate to be ready for the first tests with the CAFs of Venice, exploiting our contact of Dolo CAF.

In July 2025, after several tests that will allow us to refine our product, we are going to launch officially the product to our niche market, so all the CAFs of Venice, and then we are going to incrementally reach a wider market scaling up our startup.

**SLIDE 11 - PROJECTION**

This is our projection of scaling up phase, starting from July 2025 when we are going to release our product to our niche market, so again all the Venice CAFs. After the official launch we are going to observe our product in action, gathering real feedback to upgrade and power up the product.

In March 2026, as second phase of our scaling up, we estimate to expand our platform to all Italy CAFs, increasing so our market and the number of reachable users that will allow us to observe our product working in a larger environment. Obviously more customers mean more work and more feedback so we are going to expand our team with new employees and roles that can contribute to the success of this platform.

As final phase of scaling up, in January 2027 we are going to reach all the Italy Public Administrations so basically all the market available in Italy that we can reach with our platform. In fact, PAs manage the documents of all Italian citizens so once we’ll reach that administrations the problem of annoying Italian bureaucracy will be heavily reduced and solved, helping several users.

**SLIDE 12 - BUDGET**

To show you concretely what our startup is going to achieve let’s talk about numbers. We have defined our market counting all the companies that we are going to reach, starting with the 23 Venice CAFs until reaching all 4412 PAs in Italy. The total amount of revenues, following our business model, depend on the number of citizens each company covers and on the number of companies annual document transactions. We know that the revenue numbers are huge but considering that the annual fees to use the platform strictly depend on the platform traffic and that we are going to reach all Italian citizens this represents just the reality.

Obviously big wins come from big bets, in fact at the beginning our startup will face up an initial period of turbulence, characterized by losses for more or less 260.000 euros, and just in 2026 the platform will be profitable. We are conscious that this platform appears as a big bet but in fact it is not a bet because it is the result of a great work conducted by four determined minds who want to bring real progress in a so complex environment as the Italian documents one.