

# AI Data Statistics Consulting Business Proposal

**To:**           **Bradley Duenweg**  
Assistant Vice President  
Service Manager  
First Citizens Bank  
7432 Clinton Road  
Mail Code 337  
Stedman, NC 28391

**From:**       Aaron Linder  
81 Hunters View Dr.  
Autryville, NC 28318

12/21/21

Dear Bradley,

Thank you very much for the meeting. We are extremely excited to start the “Swift Tree Data Solutions”, business in Autryville, North Carolina and are looking forward to investors. Swift Tree Data Solutions will be providing service enhancement solutions for retail, agricultural, and industrial customers, our product(s) being the use of Artificial Intelligence Logic, Data Science/Engineering and Cloud technology enhancements to our customers to assist in “Value Engineering”, and process streamline improvements to serve primarily industry. We have prepared this proposal for you, with all the details. We would like your organization to have a look at the entire investment opportunity and share your business assistance to support us. First Citizens Bank has provided capital to a lot of companies and we would appreciate if you would provide these services to Swift Tree Data Solutions to make it a success.

Let me know if you have any reservations or queries.

Regards,  
Aaron Linder

## Swift Tree Data Solutions Business Proposal

### Introduction

Swift Tree Data Solutions will be a consulting office. The goal is to equip our local industry with “Industry 4.0” processes being IoT solutions, and data driven business intelligence. We will work with our local agricultural, industrial, and retail companies and serve our customers with cost-effective,

time-saving industrial efficiency solutions by choosing methods that require the least amount of capital possible.

## **Services**

All of our product line(s) of technologies developed by our company for specific uses are to reduce the negative aspects of the workplace, reduce environmental impact, increase productivity, improve logistics, workflow-optimization, which will in turn increase output efficiency and consumption.

### **Hours of Operation:**

M-F(Sat) 11:00AM-5:00 or 7:00 pm, Sat 12:00PM-5:00pm Sun: Off

### **Location:**

Autryville, North Carolina (Possibly Main Street)

### **Items Sold:**

Software Consulting and Embedded Systems development/retail

### **Workers:**

Due to funding regulation research of business loans and grants all positions offered have salary ranges that satisfy loan requirements within specifications. Probably remain under 6 workers. I can see needing an accountant part time, and a sales manager, a Customer Service Representative (CSR), and 1-3 software engineers.

## **Objective:**

Our main objective is to launch a sustainable and maintainable technology consulting business which grows by providing superior solutions and better products to our customers.

- Create such an outlet that provides our customers with a wide variety of a product line that suits their business needs.
- Gain profitability within the first year and start a strategy about expanding the business.

## **Target Market:**

Working in the manufacturing sector there has always been bottlenecks and problems in industry which are solvable with data and better tracking, we are targeting businesses that are trying to improve themselves with their services rendered to the public, or increase profitability resulting from industrial waste or inefficient processes. This includes small business. We also need to target new and potential customers willing to improve their business workflow in services, retail, and product production.

**Market Analysis:** Studies show that machine learning improvements to society with computational intelligence is growing every year and the amount of papers and software available being written annually is exploding. This indicates that the technology “exists” to be used in industry, but many individuals and companies in industry lack the trained staff or technological know-how, to implement these new avail-abilities and methods.

**Consumer Analysis:** Although paying for an additional service may put some customers off, once the benefits can be reaped from technological progress effectively the companies benefit from our solutions immensely. Our customers goals are to stay in business, and have healthy metrics regarding the business which we will assist them to quantify, and then maintain a healthy balance sheet through optimization and reducing waste using computationally enhanced processes.

**Competitive Analysis:** Through research, we have found that there are only a few companies out there doing this sort of work, and mostly located on the West Coast or overseas. This region needs to be updated to keep up with the technology coming out of the universities.

## **Marketing:**

We plan to do our advertising through targeting advertisement of domain-specific trade shows and business conferences, and through fax, and email, and limited amounts of social media. The use of printed ads will be sparing and timed during special events. Marketing take a huge toll on the business finances if managed improperly, plus bring in more workload than the business can handle.

1. Website- Create a website about the “Swift Tree Data Solutions”, which can be done mostly in house and only when traffic grows we will think about hosting for higher traffic.
2. Social Media Pages- Create Social Media pages to advertise about the services.
3. Newspaper- Print ads in the local newspaper or conference newspapers especially if it’s possible for us to attend.

## **Start-up Cost:**

Attached is a Budget PDF with gross estimations: