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1. Good afternoon dear representatives of the Khaira Foundation, today I would like to introduce you to our project "Apposible".

I will start with our team, the team consists of three people:

* I am the leader of the team, I am also the developer of this project
* Gapaeva Hava acts as an expert,
* Liza Mataeva is the implementer, she developed the entire design of the project and the creation of the MVP is her handiwork.

1. **Let's move on to the description of the project.** The project is a web service for joint work of programmers / developers and not only, on this web service can work people and organizations who somehow interact with the PC. The basis of this service is to control the versions of documents, it is possible to store different versions of documents, be it word, excel, powerpoint, html,css and many others. Yes, there are representatives on the market but they also have their own disadvantages that we are solving in our application. Next in the presentation we will consider the competitors and our competitive advantage over them
2. **Target audience**

The target audience is:

* Men: 18-45 years old; Average income: 35-100 thousand rubles
* Women: 20-30 years old; Average income: 25-100 thousand rubles
* Nationality does not matter; marital status is also not important, the territory is mainly the Russian Federation; Interests: the field of IT

1. **Formulating hypotheses**

Because of the lack of an application that could combine the features:

* edit documents
* discuss the project
* get in touch with the team

People from many fields are required to use several applications. And we offer our solution, an application that combines all these features.

1. **Description of technologies**

**Main technology stack on Frontend:**   
- React   
- Redux-toolkit   
- Node. js   
- TypeScript   
- SCSS

- socket.io(client)

**Backend:**   
- Cors

- Bcrypt   
- Mongoose   
- Express   
- Node.js

1. **The main competitors I mentioned at the beginning**

* GitHub - "the largest web service for hosting IT projects and collaborative development
* GitLab - Web application and repository management system for Git

1. **Main advantages**

* GitHub:

Free and open-source.

You can download for free and make any changes

Backup

Bug tracking system

* GitLab:

Hosting on Wiki

Bug tracking system

Import/export projects

* Apposible

No analogues on the Russian market

Possibility of communication (correspondence) between team members

Video link capability

1. **The main risks of the project**

Risk of failure to perform the planned work

The risk of not getting the expected income from the project

Unpreparedness of developers to switch to a new platform

1. **What are we going to make money on?**

The plan is to make money through advertising and premium subscriptions.

Premium subscriptions will provide benefits such as:

Unlimited video communication time and an unlimited number of team members and more options in the future.

1. **And now I suggest you look at the visual part of the MVP.**

At the moment it was possible to make a chat between users and team members, and work on the main part of the project the ability to edit documents and video communication is in progress.