

SMART POT

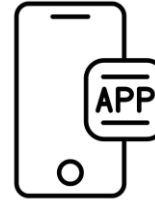
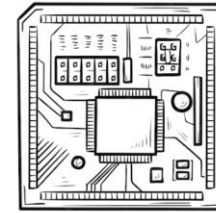
Plants should be able to take showers !!



SOFTWARE & HARDWARE

Software & Hardware

- Model assembled by a 3D printer
- Integrated motherboard with sensors
- App with push notifications
- Arduino reprogrammable code



IT IN OUR COMPANY

Why do we need IT? To...

Boost **Efficiency & Productivity** by automating tasks and improving communication

Enable **Data management** and **Analysis** for informed decision-making

Enhance **Customer management** and **Satisfaction**

Achieve **Market Expansion** through digital channels and e-commerce

Foster **Innovation & Adaptability** to changing market conditions

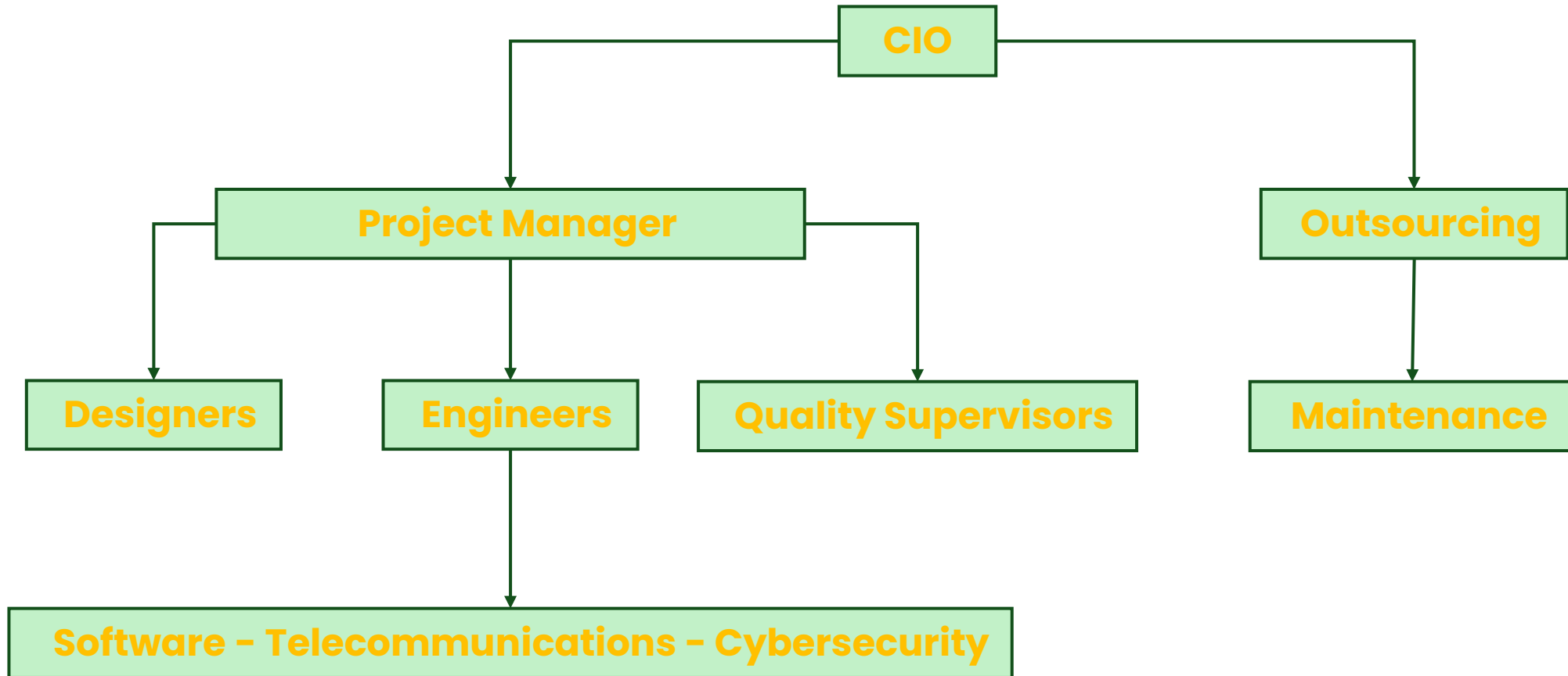
Ensure **Cybersecurity** to manage risks

Drive **Cost Reduction** through automation and operational efficiencies



IT HUMAN RESOURCES

IT Hierarchy



CIO

Number of Workers: 1

Skills: Strong leadership and strategic planning skills, excellent understanding of technology trends and innovations, ability to align technology with business goals, effective communication and interpersonal skills.

Experience: 8-10 years of experience in technology leadership roles

Time: Full-time (8 hours/day)

Salary: €35/hour



PROJECT MANAGER

Number of Workers: 1

Skills: Exceptional project management skills, including planning, organizing, and coordinating technology projects, strong leadership and team management abilities, excellent communication and negotiation skills.

Experience:

- PMP certification by PMI
- Minimum 5-7 years of experience in project management roles

Time: Full-time (8 hours/day)

Salary: €28/hour



DESIGNERS

Number of Workers: 2

Skills:

- Interface design
- Proficient in 3D printer design software such as Solidworks, Catia, Fusion 360 or FreeCAD

Experience: Minimum 3-5 years of experience in graphic design, UI/UX design, or industrial design, preferably with some exposure to product design in tech-oriented industries.

Time: Full-time (8 hours/day)

Salary: €18/hour



SOFTWARE ENGINEER

Number of Workers: 2

Skills:

- Expertise in full-stack web development for e-commerce platforms using technologies like HTML, CSS, JavaScript, React, Node.js, and databases such as MySQL or MongoDB.
- Experience with mobile app development for both Android and iOS platforms using Swift, Kotlin, or cross-platform frameworks like Flutter or React Native.

Experience:

At least 3-5 years in web and mobile application development, with a strong portfolio showing completed projects in e-commerce and mobile applications.

Time: Full-time (8 hours/day)

Salary: €25/hour



TELECOMMUNICATION ENGINEER

Number of Workers: 2

Skills:

- Deep knowledge of hardware integration and experience with communication protocols such as Wi-Fi, Bluetooth, NFC, and cellular.
- Proficient in designing and implementing motherboard and circuit layouts using tools like Eagle or Altium Designer.

Experience:

3-5 years in telecommunications engineering, particularly in IoT devices, with hands-on experience in integrating and troubleshooting communication hardware within consumer products.

Time: Full-time (8 hours/day)

Salary: €25/hour



CYBERSECURITY ENGINEER

Number of Workers: 1

Skills:

- Expertise in network security, application security, and data encryption. Familiarity with security protocols, penetration testing, and vulnerability assessment tools.
- Experience with developing and enforcing security policies and procedures to safeguard online platforms.

Experience:

Minimum 4-6 years in cybersecurity, with a strong background in securing e-commerce and mobile applications against threats and vulnerabilities.

Time: Full-time (8 hours/day)

Salary: €25/hour



QUALITY SUPERVISERS

Number of Workers: 2

Skills:

- Expertise in both hardware and software testing.
- Keen eye for identifying issues in complex systems.
- Strong data analysis and reporting abilities.
- Effective communication with development teams to ensure quality standards.
- Ability to manage multiple test scenarios efficiently.

Experience:

- ISTQB certification
- 4-6 years in quality assurance, with a focus on consumer electronics and software applications.

Time: Full-time (8 hours/day)

Salary: €20/hour



OUTSOURCING



What we need:

- Comprehensive Coverage
- Scalability
- Rapid response
- Proactive Maintenance

Maintenance Company:

- Hardware Maintenance & Repairs Software Repair & Optimization
- Data Security & Recovery
- Immediate Response Services
- Continuous Monitoring



IT TOOLS

IT TOOLS GROUPS



1. Services:

Internet, cloud service and web hosting.

2. Software:

OS, CRM software, mobile app development tools, Data Analytics Tools, designing components software, project management software.

3. Hardware

Smartphones and tablets, High-performance laptops and desktops, 3D printers, IoT development kits.



SERVICES

Internet



What we need:

- 600 Mbps fiber optic internet
- 8 lines with data and voice plans.
- Landline telephone line

Quantity: 1 unit

Options:

Vodafone
Yoigo
Orange

Choice:

Yoigo

- 700 Mbps
- Free calls to national landlines
- 550 min to mobile phones for line
- Free installation

Price: € 220/month

Users:

Our employees



Cloud Service



What we need:

- High Scalability
- Robust Data Security
- Real-Time Data Processing
- Integration Flexibility

Quantity: 1 unit

Options:

Amazon Web Services
Microsoft Azure
Google Cloud

Choice:

AWS

- Auto Scaling and Elastic Load Balancing
- AWS Identity and Access Management (IAM) and Amazon Cognito
- AWS Lambda and Amazon Kinesis
- AWS SDKs and APIs

Price: € 300/month

Users:

Our employees



Web Hosting



What we need:

- Free domain
- Unlimited database
- 15 GB web space

Quantity: 1 unit

Options:

Aruba
Siteground mid-plan
Hostinger

Choice:

Siteground mid-plan

- Free domain
- Unlimited database
- 20 GB web space
- Backup copy on demand
- Available E-commerce

Price: € 5,49/month

Users:

Our designers and programmers



SOFTWARE

CRM software



What we need:

Quantity: 2 units

Options:

- Client management
- Task administration

Salesforce
Teamsystem
Hubstop

Choice:

Salesforce

- Number 1 CRM software
- Client management
- Task administration
- IA
- wide range of applications

Price: € 80/month

Users:

PM and CIO



Mobile APP Development tool

What we need:

- Cross platform
- Good user experience
- Easy updates

Quantity: 8 units

Options:

Ionic
AndroidStudio
React Native

Choice:

Salesforce

- Cross platform
- Data managing at real time
- Reusable code
- Dynamic updates
- Supported by Facebook

Price: € Free use

Users:

PM, Designers and Engineers.



Data Analytics Tool



What we need:

- Real-time analytics of IoT
- Wide visualization

Quantity: 1 unit

Options:

Tableau
Apache Spark
Google analytics

Choice:

Tableau

- Real-time analytics of IoT
- User-friendly interface
- Advanced visualization
- Collaboration features

Price: €70/month

Users:

PM, CIO, Engineers, Quality Supervisors





Designing Software

What we need:

- 3D designing
- Unlimited cloud storage

Quantity: 5 unit

Options:

SketchUp Go
AutoCAD
Solidworks

Choice:

SketchUp Go

- Access to more than 4 million pre-designed 3D models
- Mobile augmented reality viewer
- Unlimited cloud storage

Price: €9,25/month

Users:

Designers and Engineers



Project Management Software



What we need:

- Tasks management
- Wide collaboration tools

Quantity: 1 unit

Options:

Zapier
ManageEngine
Asana

Choice:

Asana

- Asana intelligence
- Wide collaboration tools
- Unlimited cloud storage

Price: €10,99/month

Users:
Employees.



HARDWARE

3D printer



What we need:

- Pot printing capability
- Excellent quality
- Sketchup go compatibility

Quantity: 1 unit

Options:

Markforged
Prusa
Xiaomi

Choice:

Prusa XL

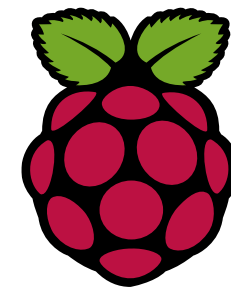
- Large size
- Multi-material printing
- Without waste
- Excellent outcome
- Compatibility with any softwares
- Price: €2099

Users:

Designers, Engineers.



Motherboard



What we need:

- Sensors and actuators compatibility
- Good connectivity

Quantity: 2 units

Options:

Raspberry Pi 4 Model B
Toradex
Farnell

Choice:

Raspberry Pi 4 Model B

- Connectivity: Wi-Fi 802.11ac, Bluetooth 5.0, Gigabit Ethernet.
- Ports: 2 × USB 3.0 ports, 2 × USB 2.0 ports, 2 × micro-HDMI ports (supports up to 4K resolution), 1 × CSI camera connector, 1 × DSI display connector, 40-pin GPIO header.

Users:

Engineers

- Price: €60



Smartphones



What we need:

- Good price-quality relation
- Many years of good performance
- Well known to employees

Quantity: 11 units

Options:

Apple
Samsung
Xiaomi

Choice:

Iphone SE

- Same powerful chip as in the iPhone 13
- 5G for ultra-fast downloads and known high quality streaming
- 256 GB
- Price: €549

Users:
Employees.



Laptops & Desktops



What we need:

- Windows 11
- Powerful processor
- High RAM capacity
- Advanced graphics card

Quantity: 11 units

Options:

Dell
Lenovo
ASUS

Choice:

Lenovo ideapad gaming 3

- Intel core i5
- 8 GB RAM
- NVIDIA GeForce GTX 1650
- 256GB SSD + 1TB HDD
- Windows 11 home 64
- Price: €669

Users:
Employees.



Needs covered by department

	MANAGEMENT	DEVELOPMENT			
IT TOOLS	Project Manager	CIO	Designers	Engineers	Quality Supervisors
Services					
Internet (Yoigo)	X	X	X	X	X
Cloud Service (AWS)	X	X	X	X	X
Web Hosting (Siteground Mid-plan)			X	X	
Software					
CRM Software (Salesforce Customer 360)	X	X			
Mobile App Development Tools (React Native)	X		X	X	
Data Analytics Tools (Tableau)	X	X		X	X
Designing Components Software (Sketchup Go)			X	X	
Project Management Software (Asana)	X	X	X	X	X
Hardware					
3D Printers (Ultimaker S5)			X	X	
Motherboard (Raspberry Pi 4 Model B)				X	
Smartphones (Apple)	X	X	X	X	X
High-performance Laptops and Desktops (Lenovo ideapad gaming 3)	X	X	X	X	X

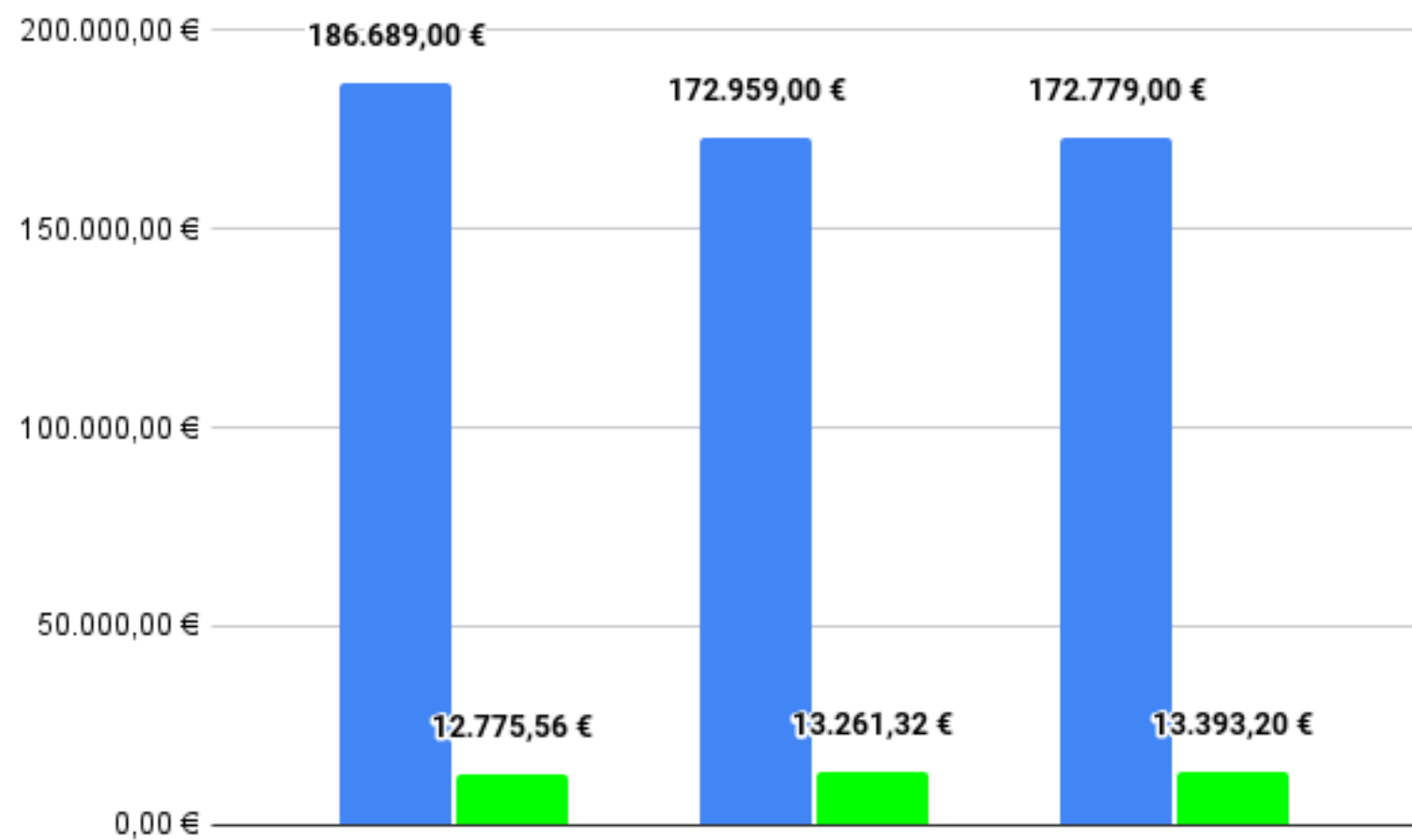


IT ANUAL INVESTMENT

Capex-Opex

IT ANUAL COSTS

Capex-Opex



BENEFITS RELATED TO IT COSTS

What happens if we don't invest in IT related to developing projects?

With IT

- Management team: 1 employee
- Time developing project: 7 months
- Human Resources tasks: 11 employees
- Rental Outsourcing Maintenance: 1 company

Without IT

- Management team: 3 employees
- Time developing project: 1,5 years
- Human Resources tasks: 20 employees
- Rental Outsourcing Maintenance: 3 companies

WITHOUT IT	First year			Second Year			Third Year		
	Units	Price/Unit	Price	Units	Price/Unit	Price	Units	Price/Unit	Price
Management team	3	28,00 €	54.432,00 €	0	0,00 €	0,00 €	0	0,00 €	0,00 €
Human Resources	20	29.540,00 €	590.800,00 €	2	60,00 €	120,00 €	1	60,00 €	60,00 €
Maintenance Employees	3	18,00 €	34.992,00 €	2	549,00 €	1.098,00 €	3	549,00 €	1.647,00 €
SUBTOTAL 1 YEAR	680.224,00 €			SUBTOTAL 3 YEARS			2.040.672,00 €		
BENEFIT	571.857,06 €			2.040.672,00 €			1.468.814,94 €		

