Business Plan: Connor Technology Labs

1. Executive Summary

Connor Technology Labs is a premier technology consultancy owned and operated by a veteran developer with over 25 years of experience. We specialize in bridging the gap between legacy systems and modern innovation, offering custom web/mobile development, cloud architecture, and AI integration for small businesses and individuals.

2. Mission Statement

To empower small businesses and individuals by demystifying complex technology. At **Connor Technology Labs**, we leverage over 25 years of coding history and a decade of cloud expertise to build robust, AI-driven digital foundations that turn technical debt into competitive advantages.

3. Professional Profile & Expertise

- **Experience:** Veteran coder (active since late 1990s).
- **Technical Stack:** Perl, PHP, Python, JavaScript, CSS.
- **Architecture:** 10+ years in Cloud Architecture (AWS, Azure, GCP) and Database Design.
- **Specialization:** Early adopter of AI technologies with a focus on practical business applications.

4. Service Offerings & Pricing Model

Service Category	Description	Pricing Strategy
Cloud Infrastructure	Database design, cloud storage, and server migrations.	Project-based ($2,500+)
Custom Development	Web and mobile applications tailored to business needs.	Tiered Flat Fee
AI Integration	Automating workflows and data analysis using LLMs.	Audit Fee + Implementation

Technical Support	Ongoing maintenance and "Fractional CTO" services.	Monthly Retainer

5. Market Strategy

- **Target Market:** Small-to-medium businesses (SMBs) and individual entrepreneurs who require high-level technical architecture without the cost of a full-scale agency.
- **Value Proposition:** "Enterprise-grade experience with a personal, sole-proprietor touch."

6. Operational Plan

- **Workflow:** Needs Assessment → Architectural Design → Development/Coding → Cloud Deployment → Ongoing Support.
- **Billing:** Direct client-pay for cloud hosting to maintain low overhead and transparency.