AAROMI

WHITEPAPER

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Introduction & Problem Statement

There is a vast array of operational activities in the people functions of every organization, AAROMI as an organization intends to democratize the data collected during such operations via the usage of ARM tokens, providing abilities like access, real-time updates, intelligence, analytics etc., to all parties involved - large organizations, employees, vendors, partners etc.

At AAROMI, managed services like recruitment & placement services, staffing solutions, learning & development services are the fundamental lines of business. With the intent of digitizing these operational activities, AAROMI will be developing a platform where crypto and AI technologies will be introduced into the people functions domain.

With the increase in data collection and usage for analytics at every juncture of our daily life, there is a sudden increase in the demand for powerful computing capabilities. And since this translates directly into the need for powerful hardware and software, the organizations in the Semiconductor space must be functioning at their maximum possible efficiency levels without being hindered by hygiene issues.

Looking into the scenario of the Semiconductor Industry, the talent pool is scarce. On the one hand, the number of SEMICON organizations is a handful compared to its Wireless or IT counterpart while on the other hand, SEMICON's talent pool is not in any abundance either. That is why we seldom see important positions in the large SEMICON organizations remain vacant for a long time. This is a problem AAROMI's managed services and recruitment portal intends to solve in the SEMICON industry via the business lines mentioned above while upholding data collection, privacy, and protection principles. The same method of solution will later be replicated in the Wireless and IT industries for completeness and for global market coverage.

Market Research

The following data shows the scattered talent pool available in APAC to be brought under one umbrella - AAROMI.

HARDWARE

WIRELESS

SOFTWARE
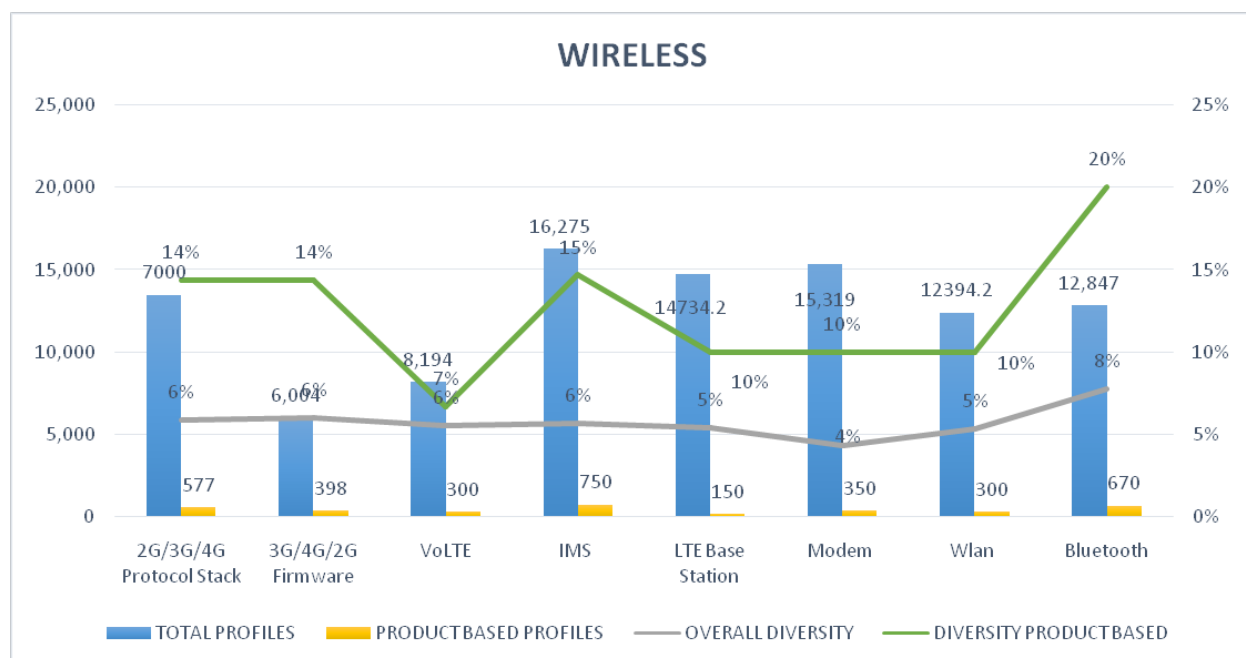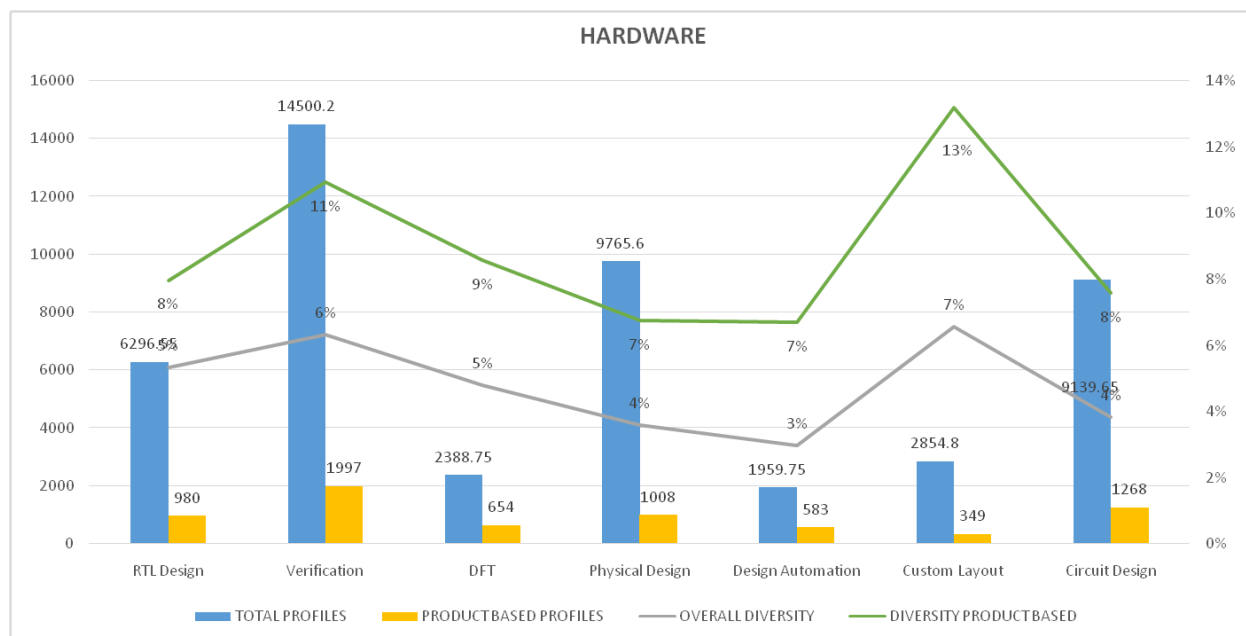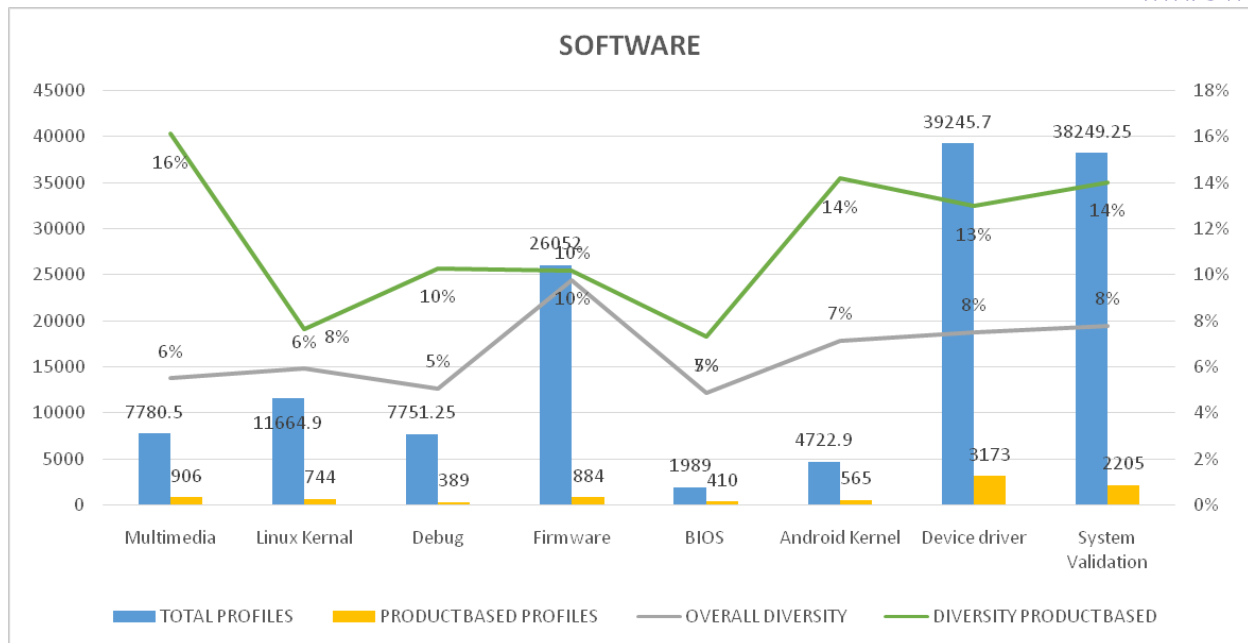
The data below indicates continued importance for SEMICON technologies in every area of technology development. A major portion of the spend in this directly translates to job creation and never-ending demand for SEMICON professionals.

All types of semiconductors are indispensable in today's economy, powering all sorts of electronic devices

Global semiconductor sales by application market (%)

1. Discrete, analog and optoelectronics and sensors
2. Information and Communications Technology infrastructure, including data centers and communication networks
Sources: SIA WSTS, Gartner
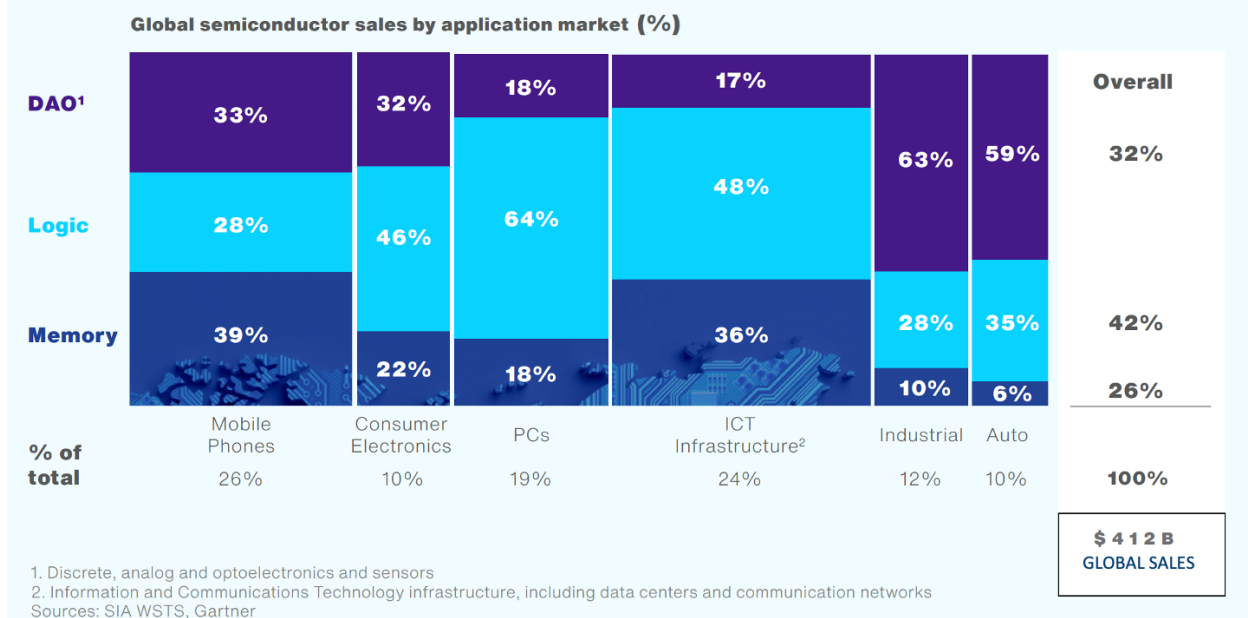
While approximately 1.7T was accounted by the trade, it becames an interesting fact from the data below that, this technology can be relied upon for any Global Venture - which at the moment, AAROMI is aspiring to do.

Major semiconductor trade corridors¹ (2019, Billions)

~$1.7T
GLOBAL TRADE²
OF SEMIS
IN 2019

Width of arrow represents size of trade flows in 2019

Color of arrow represents 2014-2019 CAGR in trade

<0% | 0-5% | 5-10% | >10%
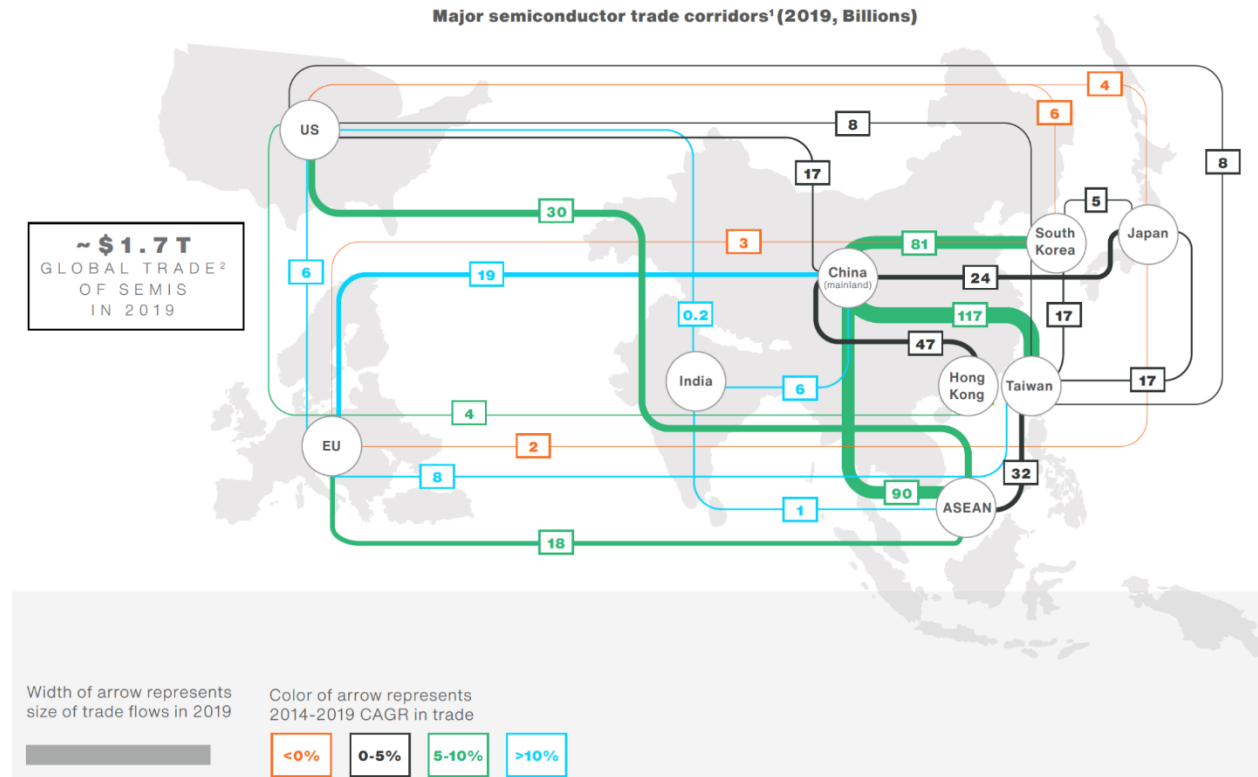
Our Services

Managed Services

The team at AAROMI has an engineering background with over a decade of experience in building startups. With an understanding that the problem at hand is a supply-demand challenge, we have begun building our supply database, i.e., a database of professionals and players in the SEMICON industry. This has allowed us to easily match the eligible candidates to their desired positions and vice versa.

For Supply, we typically reach out to alumni of IITs, Tier 1 institutions and Fortune 500 companies to build our database. In addition, we have access to popular business networking portals like LinkedIn, to ensure we cover a larger part of the supply available in the market.

Typically, as part of the managed services - **for demand**, we reach out to organizations and provide them with the services they require. In this traditional supply-demand meet, we have managed to build a strong rapport in the industry for our service, as we hold better control on the supply. The platform development enabled with Crypto & AI (explained in the following section) will give us the firepower to scale and have a leap jump in scaling and value creation.

Platform Development

The supply accumulation should always take the route of organic methods or a pull mechanism, where candidates reach out to AAROMI to post their profiles. Bu, in the traditional method, we had reached out to alumni and had our supply database created. The extent of success in this traditional method will only be dependent on the headcount we can manage in our operations.

To overcome this challenge and to have exponential growth, AAROMI has to restrict its activities to only product development and marketing. This comes with the development of a product/portal that can:
1. Attract and onboard SEMICON professionals and the customers
2. Have collaboration capabilities to discuss topics and opportunities
3. Act as a job posting/search portal for both organization and candidates
4. Have the ability to match opportunities with desired talent through AI
5. Have capabilities to learn market trends and make predictions

Adoption of ARM Token

AAROMI would like every stakeholder of this business to be the beneficiary of the value created. Therefore, we plan to have all transactions across every corner of our platform via the exchange of ARM tokens.

The following are our typical users/stakeholders of the platform:
- Founders, development team members, associates, and advisors of AAROMI LLC
- SEMICON professionals and customer representatives
- Tech Geeks, Regular portal users and content contributors

Following are typical transactions and activities that will involve exchange, purchase or distribution of crypto tokens:
- SEMICON profile onboarding
- Customer signups
- Blog posts, review and commenting
- Job postings and application process
- Contributions in collaboration forums
- Topic review and feedbacks
- L&D products and services purchase
- Premium services - job posting, profile verification, payroll service etc.

All attributes of each profile will be standardized and stored in ARM blockchain as a unique token. Example: candidate profiles, portal user profiles, job postings, market trends, suggestions, and review comments against discussion topics etc. These tokens will be centrally verified and will be fed into our state-of-the-art AI engine for Trend Analysis and SMART Matching. This helps stakeholders of our platform make informed decisions.

Proposition

	PROFESSIONALS	ORGANIZATIONS	AI ENGINE	COMMUNITY
PROBLEM STATEMENT	Candidates from various walks and variety of skills	Job postings with organization specific titles	Doesn't exist	Community building is only with voluntary interest
	Profiles with ambiguous vocabulary with very little articulation of desired jobs	Un-uniform Roles and responsibilities articulation	Very little objectivity in match making	No accountability leading to little to zero recognition and rewards
AAROMI SOLUTION	Quantifiable skillsets and experience articulation	Quantifiable roles and responsibilities articulation	One-to-One mapping of skills Vs roles/ responsibilities	Token'izing initiatives and responses to draw accountability and translating to rewards
	SMART PROFILES	SMART JOB POSTINGS	SMART MATCHING	SMART REWARDS

Product Launch Phases

PRODUCTS & SERVICES	PHASES	TIMELINES
Candidates Onboardings	1	Q2 2022
Profile verification and Technology Bucketing	2	Q3 2022
Customers Onboarding	2	Q4 2022
Job Postings & Search Engine	3	Q1 2023
Skill based Interviews	5	Q2 2023
Product Review and Upgrades	5	Q2 2023
Social Media and Collaboration Forum	6	Q3 2023
Learning and development products	6	Q3 2023
AI SMART Matching	7	Q4 2023

Candidates Onboardings

Our portal will go live, with capability to onboard SEMICON profiles and associates onto our platform. This execution is in view of acquiring maximum supply that is available in the market, so that the demand coming from all corners can be catered to, via our platform capabilities.

Profile Verification and Technology Bucketing

Manual screening of profiles will be done and the smart engine will segregate the profiles into different buckets depending on the technologies, so that this can be fed into our AI engine as input for SMART matching. Also, this release of the product will help our sales to have focused client acquisition.

Customers Onboarding

AAROMI will be onboarding all our existing customers on to the digital platform, with the view of digitizing all the manual work conducted so far. This is a huge step to reach a base-line in our operations, before we start onboarding the new one on subscription model.

Job Postings & Search Engine

This is the recruiter search engine release phase, where recruiters of our esteemed clients can onboard themselves and perform talent hunt on our platform. As an addition and value creation, this phase will also have an application tracking system for our customers to take benefit of.

Skill based Interviews

A new product under the AAROMI umbrella where customers can subscribe to get their chosen candidates screened and assessed for their technical capabilities. On the other side, technical experts will onboard themselves onto the platform to offer service, in a typical market place kind of scenario, where the demand and the supply is being made to meet across with magnetic marketing campaigns.

Product Review and Upgrades

This is the phase where all the stakeholders or users of the product will be reached out to, to gain insights of our platform and its technical performance. This exercise will help us in revamping or improving on the product before we venture into the next phase of its releases.

Social Media and Collaboration Forum

A forum or a social media platform where the technologies, opportunities and innovations will be discussed. This will build a community of like-minded people that will be operating and creating intellectual assets & value for the brand, organization and the product.

Learning and Development

"People functions" as an arm of business is not complete without the capabilities of learning new technologies or/and skills. AAROMI will be releasing a product of its own to cater for this need where individuals and organizations can plan and execute L&D engagements on AAROMI platform.

AI SMART Matching

This is the final stage of the product development where all the remaining operations will be handled by the intelligence built within the platform. This involves an AI/ML/DL engine that will significantly reduce manual work and increase the efficiency quotients of all the customers/stakeholders who are part of the AAROMI ecosystem.

Tokenomics

ARM is the backbone of AAROMI. As a BEP20 token, the ARM token supply is currently fixed and will be permanently fixed at 100 million, meaning no new ARM tokens will ever be created.
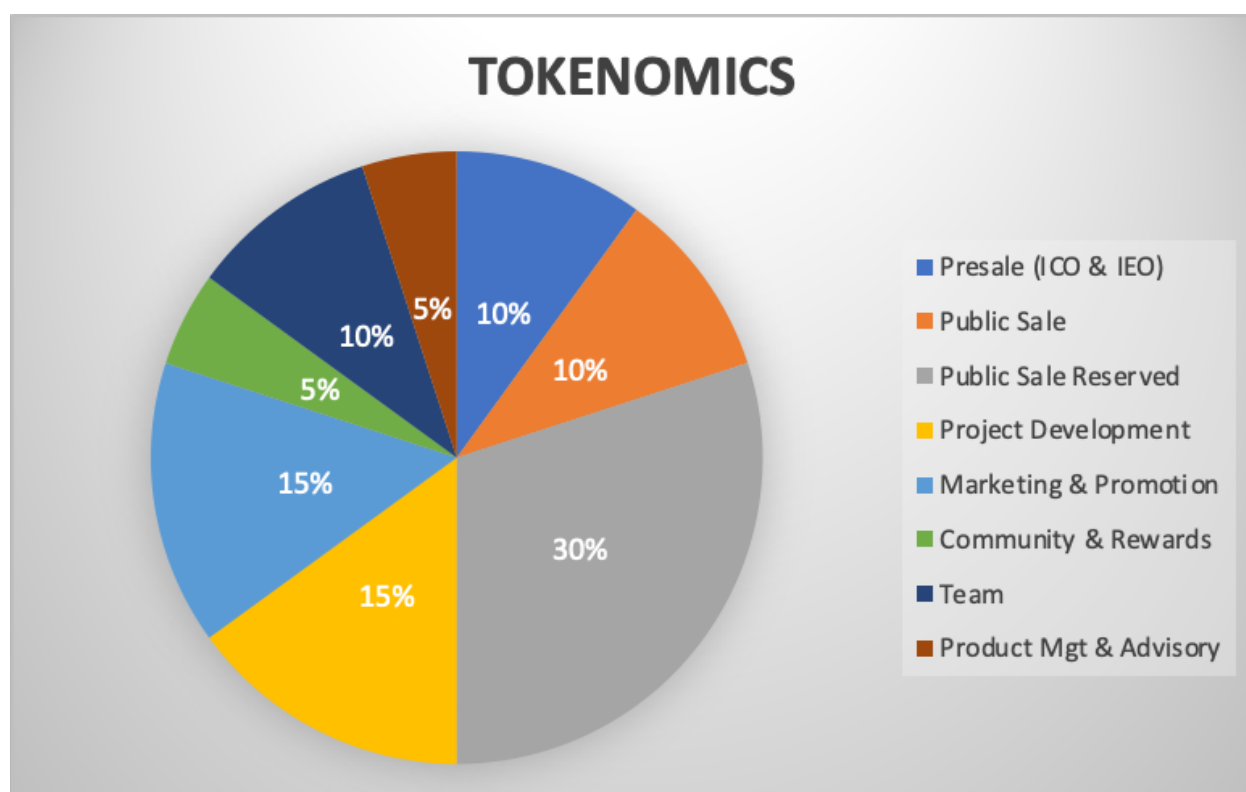
The primary reason for fixing the ARM token supply is to make it prohibitively expensive for malicious actors to acquire enough tokens to threaten the network. Since new ARM tokens will never be created, the timely way to acquire more is only by purchasing existing tokens over time, making it more expensive to amass a controlling amount of ARM tokens. In turn, this will maintain a constant supply-demand ratio and secures the investments from individual/institutional investors.

$ARM Tokens are distributed as follows

Feature	Count	Comments
Total Number of ARM Tokens	100 Mil	Designed in such a way that no new ARM Tokens can be created in future
Tokens in Circulation	50 Mil	This is overall circulating supply after the completion of ICO, IEO/IDO and listing the coin in multiple exchanges in all phases.
Presale (ICO & IEO)	10%	10% of circulating supply will be sold at ICO and IEO stages
Public Sale	10%	10% of the circulating supply will be used for public sale in the first phase
Public Sale Reserved	30%	30% of the circulating supply will be reserved for phase wise release into the public market
Project Development	15%	15% of the total supply will be used for developing the semiconductor portal product
Marketing & Promotion	15%	10% of the total supply will be allocated for marketing and promotions. We are already in contact with some of the popular influencers who will be remunerated via ARM tokens.
Community & Rewards	5%	5% of the total supply will be used for business development activities via community and rewards programs.
Team	10%	10% of the total supply will be distributed

		across the core team's wallets and **these wallets will be locked for period of one year starting the ICO launch date**
Product Management & Advisory	5%	5% of the total supply will be reserved to obtain product management and advisory services for our flagship product during the development stage.

ARM coins will be listed in both ZENITH and BEP20 exchanges - with BEP20 being the main exchange reflecting the true state of ARM circulating supply. For every ARM token sold on ZENITH, an equal number of tokens will be blocked on BEP20 to ensure the total circulating supply is not changed.

TOKENOMICS

- Presale (ICO & IEO) — 10%
- Public Sale — 10%
- Public Sale Reserved — 30%
- Project Development — 15%
- Marketing & Promotion — 15%
- Community & Rewards — 5%
- Team — 10%
- Product Mgt & Advisory — 5%

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