

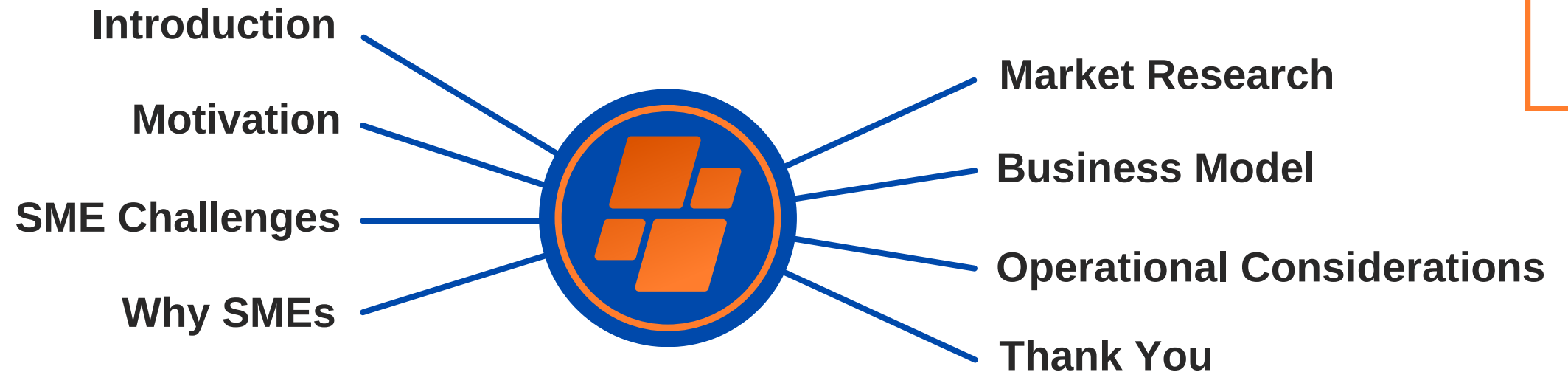
The background features several thin, overlapping rectangular outlines in blue and orange, creating a modern, architectural feel. These lines are positioned around the edges of the page, with some extending from the top and bottom edges.

# AI-BASED RESOURCE PLANNING FOR SMES

EMPOWERING SMALL AND MEDIUM-SIZED ENTERPRISES

MEHMET EYUPOGLU

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# INTRODUCTION

- ◆ ERPs in general

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- ◆ The need for resource planning

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- ◆ ERPs in general
- ◆ The need for resource planning
- ◆ The necessity for efficiency in SMEs

# INTRODUCTION

## MOTIVATION



- Eliminate inequality for SMEs

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- Tailored resource planning for SMEs

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- Increase accessibility with mobile devices



# INTRODUCTION

## MOTIVATION



- Eliminate inequality for SMEs
- Tailored resource planning for SMEs
- Increase accessibility with mobile devices
- Exploit state-of-the-art AI models trained on company-specific data

# SME CHALLENGES

◆ Challenges and Resource Limitations

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- ◆ Dependency on centrally designed systems such as MS Excel

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- ◆ Challenges and Resource Limitations
- ◆ Dependency on centrally designed systems such as MS Excel
- ◆ Difficulty in cost control in high-inflation economies

# WHY SMES

1

**SMEs make up the  
the majority of  
economies in all  
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**3**

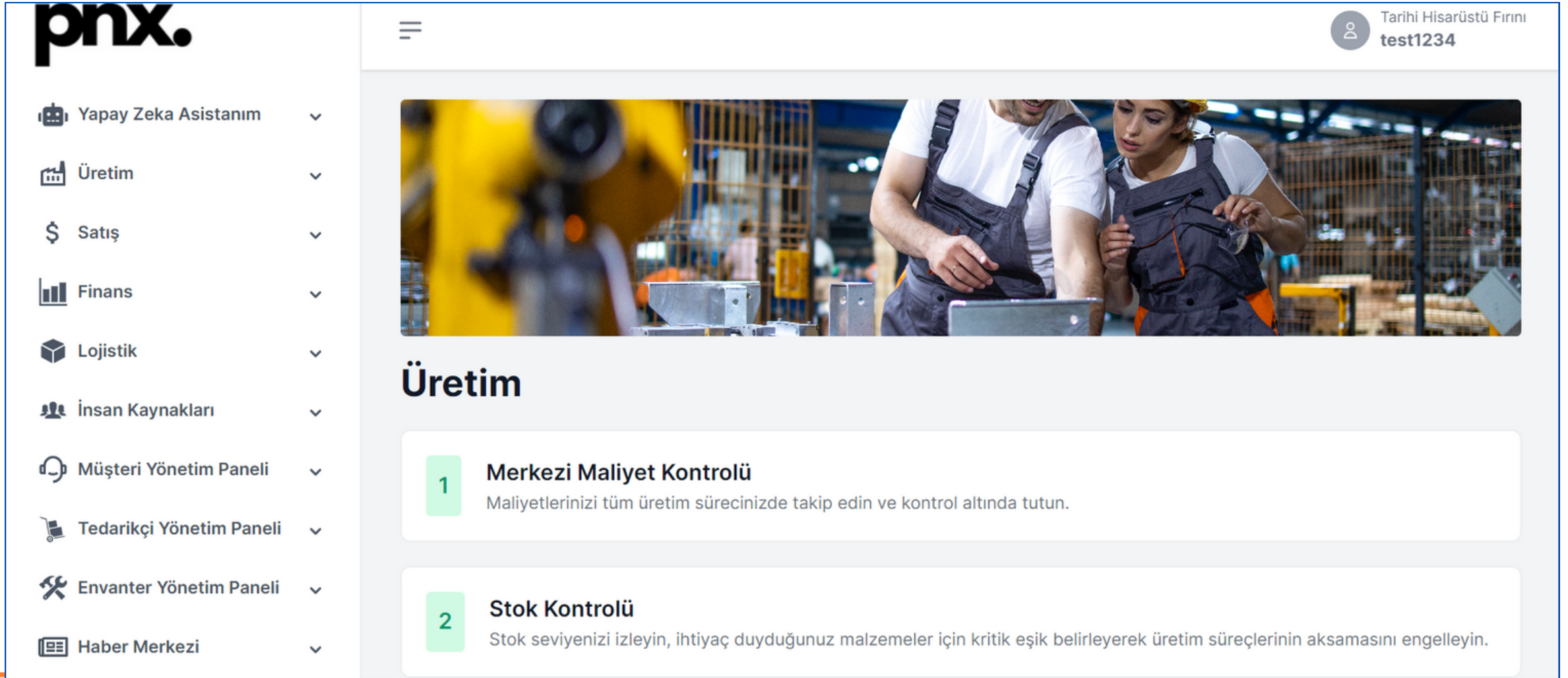
**SMEs are agile and  
innovative. They  
could grow faster**

# MARKET RESEARCH

	SAP	Logo Starter	DIA	Monday.com	LIOX	Mikro
Industry Specific Solutions	No	No	Partly	No	Yes	Yes
AI trained on company specific data	No	No	No	No	No	No
Industry Specific News	No	No	No	No	No	No
SMEs as target group	No	Yes	Yes	No	No	Yes
Cloud solution	Yes	Yes	Yes	Yes	Yes	Yes



# APPLICATION PROTOTYPE



# BUSINESS MODEL

Modular Design

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**Modular Design**

**Partner Distributions**

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**Partner Distributions**

**Scale with Revenue**

# BUSINESS MODEL

**Modular Design**

**Partner Distributions**

**Scale with Revenue**

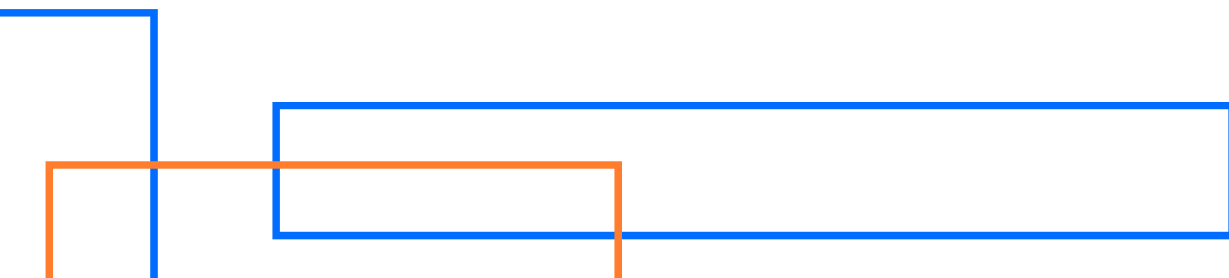
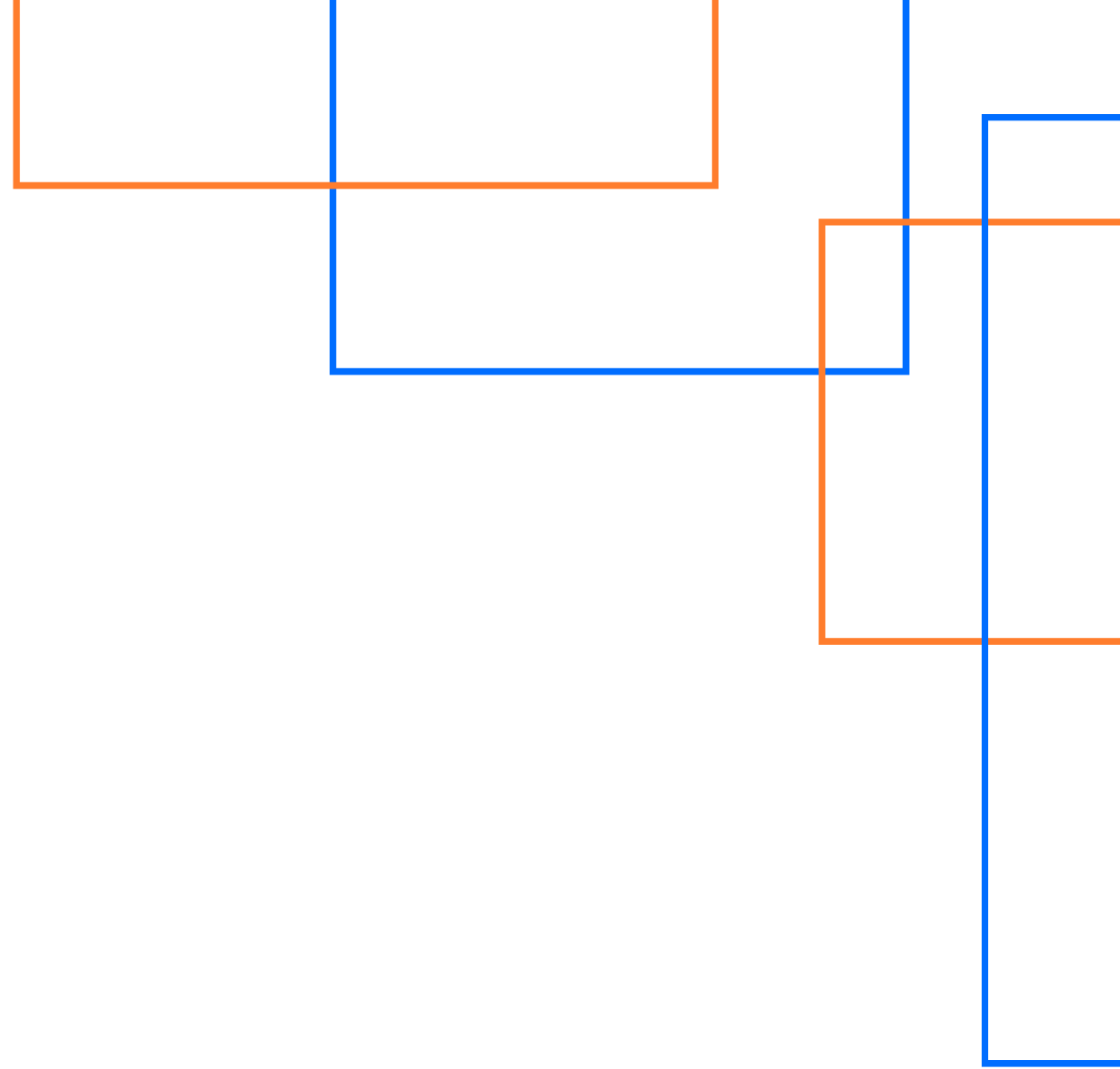
**Low early investment**

# OPERATIONAL CONSIDERATIONS

◆ Deployment Model

# OPERATIONAL CONSIDERATIONS

- ◆ Deployment Model
- ◆ Scalability and Integration



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# OPERATIONAL CONSIDERATIONS

- ◆ Deployment Model
- ◆ Scalability and Integration
- ◆ Training and Support
- ◆ Pricing Strategy

The background features several overlapping rectangles in blue and orange. A large orange rectangle is centered behind the text. Other blue and orange rectangles are positioned around the edges, some overlapping each other and the central orange rectangle. The rectangles vary in size and orientation, creating a modern, geometric aesthetic.

**THANK YOU**