20th November 2024

**Plan for Advancing My Proposed Endeavor in the United States**

**My Proposed Endeavor:**

My proposed endeavor is to develop and implement comprehensive training programs and optimization strategies for process improvement and data-driven decision-making, by integrating affordable technologies powered by artificial intelligence (AI) and robotic process automation (RPA). This initiative aims to save time and resources, enhance competitiveness, and offer employees valuable upskilling opportunities in high-demand tools. The focus will be on supporting American, Latin, and other minority owned, small and medium-sized enterprises (SMEs) in maximizing their operational efficiency and growth potential.

To achieve this, I will focus on implementing streamlined business processes, utilizing Robotics Process Automation (RPA)[[1]](#footnote-1), and AI technologies[[2]](#footnote-2) with no-code and /or minimum code knowledge, providing training to non-tech users to effectively use these resources. By integrating these activities, I will foster a data-driven culture within organizations, improving accuracy and expediting the decision-making process. In turn, I will contribute to enhancing the competitiveness of both U.S. companies and workers by equipping them with essential digital skills.

**My Plan for Advancing My Proposed Endeavor in the United States:**

I will take the following key steps to advance my proposed endeavor in the United States.

1. Since I already have a significant number of interested clients (Rhino Metals Inc, Fox2 Transport LLC, Criterion Trailers LLC, and North Atlantic Ocean Carrier Inc) in my consultant services, the first step will be to focus on working with these initial clients according to the established proposal to achieve successful implementation of the methodology and obtain the expected results in a short time.
2. To improve the chances of success, we will relocate to the state of Idaho, where 3 of the 4 interested companies are located. For the fourth client located in Florida, as well as any other new clients, I will temporarily move to their location for the necessary time to conduct a proper evaluation in person, implementation, and follow-up as required.
3. Once services for these initial clients are completed, follow-up meetings will be scheduled both in advance and on demand to ensure proper follow-up. These meetings could be held remotely or in person.
4. With the intention of expanding our client portfolio, at the end of the consulting service, we will ask the client for referrals to potential new clients, who could become eventual clients based on the success achieved in the referring company. Similarly, as with the initial clients, the service will be offered to new clients who are not yet familiar with it through proposal meetings.

I will also advance my proposed endeavor through starting my own business as an independent consultant, this will allow me to fully utilize my experience, background, and skillset in the most optimal manner for the fulfillment of my proposed endeavor.

1. The consulting services I aim to create and offer to my potential clients are intended to help U.S. small and medium-sized companies adopt cutting-edge technology to improve their internal processes. There is a common misconception that these technologies are very expensive and difficult to implement.

This combination of affordable technology and training for current employees positions these companies on the same level as large corporations, thereby enhancing their competitiveness, efficiency and growth potential and that of their employees.

1. Part of the services in the first pillar that I would be offering include analyzing current processes with the intention of improving them by eliminating waste and bottlenecks. Once these processes are improved and optimized, if they were suitable candidates for automation, we would proceed to create optimized business processes by integrating affordable technologies powered by artificial intelligence (AI) and robotic process automation (RPA), selecting the best strategy to carry out the automation at the lowest cost and highest efficiency, improving the US companies competitiveness and growth potential.

Part of the services in the second pillar involves developing and implementing training for users with no-code and/or low-code knowledge to effectively use these resources, offering employees valuable opportunities to upskill in high-demand tools, thereby improving their job prospects.

The result of process improvement and current staff training aims to save time and resources. This approach supports small and medium-sized US enterprises (SMEs) to maximize their operational efficiency and growth potential with technologies that enhance their competitiveness.

1. After engaging in discussions with several companies, four have formally expressed interest in my services to improve and automate their current processes using RPA and AI-based technology; these companies are Rhino Metals Inc, Fox2 Transport LLC, Criterion Trailers LLC, and North Atlantic Ocean Carrier Inc.

These initial clients are medium-sized businesses, each with 1-100 employees, operating in various sectors such as manufacturing, distribution, and logistics, Initially, operations will commence in Caldwell, Idaho, as three of these companies are based there, the fourth company is located in Fort Lauderdale, Florida. However, the plan is to expand nationwide in the near future.

1. The Proposed Endeavor’s initial funding details and growth projections:

The initial funding for this endeavor comprises personal savings of approximately $40,000 in cash. Additionally, I possess properties valued at approximately $190,000, which could be utilized as a source of financing if necessary to initiate this business. Given that my proposal is centered around the provision of services, the existing cash savings are adequate to commence the project.

Furthermore, I would like to emphasize that upon establishing a formal service contract, clients will be required to pay at least 40% of the total plan upfront. This ensures a steady cash flow from the onset. I am delighted to mention that several companies have already expressed written interest in my services, which is a very encouraging indication.

Based on these initial expressions of interest, I projected collaborating with more than six companies in the first year and over ten in the second year. With a projected annual growth rate of no less than 30%.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

[Occupation]

1. # Robotic Process Automation- https://www2.deloitte.com/uk/en/pages/innovation/solutions/robotic-process-automation.html

   [↑](#footnote-ref-1)
2. Key benefits of AI for business-https://www.techtarget.com/searchenterpriseai/feature/6-key-benefits-of-AI-for-business [↑](#footnote-ref-2)