**Income**

Based on the experiences of a large number of processes evaluated and improved over several years, I estimate that an evaluation, improvement proposal, and implementation of a solution based on RPA and/or AI technology, for medium and high complexity conditions, takes an estimated average of 8-10 weeks, approximately 400 hours, at an average cost of $100 per hour. This includes some transportation expenses and the use of technological tools. Any tool outside the range of open-source code is covered by the client, so these expenses specifically correspond to the services offered, based on the initial clients, the goal is to add two more within the first year of operations and maintain a realistic growth rate of 20% annually.

The attached table shows calculations using a known range of 250-500 hours ($25,000-$50,000) per project, where there may be variations in complexity. Using the average of these estimates, an approximate estimate of 400 hours per project is obtained, which corresponds to $40,000 per project for projection purposes.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **\* Projection projects per year** | **Year** | **Hours per project** | **Rate per hour** | **Estimate income per project** | **Yearly estimate income2** |
| 6 | Year 1 | 400 | $ 100.00 | $ 40,000.00 | $ 240,000.00 |
| 7 | Year 2 | 400 | $ 100.00 | $ 40,000.00 | $ 280,000.00 |
| 8 | Year 3 | 400 | $ 100.00 | $ 40,000.00 | $ 320,000.00 |
| 10 | Year 4 | 400 | $ 100.00 | $ 40,000.00 | $ 400,000.00 |
| 12 | Year 5 | 400 | $ 100.00 | $ 40,000.00 | $ 440,000.00 |

**Expenses**

Due to the nature of the service offered, which is mostly provided on-site, there is no estimated need for an office in the first few years, and minor expenses are expected in legal or inventory matters. Some expenses, such as the website, are based on current payments to the current hosting provider for my website https://aiml-robotics.com/ and are related to platform improvements. However, for expense projection purposes, operating costs such as rent, telephone, and utilities are considered based on the average costs of a small office of 530 square feet (according to internet searches, based on the eventual location of the office in Caldwell, Idaho)[[1]](#footnote-1) and according to the needs of the first 5 years.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Expense** | **Year 1** | **Year 2** | **Year 3** | **Year 4** | **Year 5** |
| Legal | $15,000.00 | $18,000.00 | $21,600.00 | $25,920.00 | $31,104.00 |
| Insurance | $13,000.00 | $15,600.00 | $18,720.00 | $22,464.00 | $26,956.80 |
| Rent | $13,450.00 | $16,140.00 | $19,368.00 | $23,241.60 | $27,889.92 |
| Inventory and Supplies | $6,000.00 | $7,200.00 | $8,640.00 | $10,368.00 | $12,441.60 |
| Phones | $5,200.00 | $6,240.00 | $7,488.00 | $8,985.60 | $10,782.72 |
| Utilities | $22,000.00 | $26,400.00 | $31,680.00 | $38,016.00 | $45,619.20 |
| Miscellaneous | $4,500.00 | $5,400.00 | $6,480.00 | $7,776.00 | $9,331.20 |
| Website | $1,800.00 | $2,160.00 | $2,592.00 | $3,110.40 | $3,732.48 |
| Total | $80,950.00 | $97,140.00 | $116,568.00 | $139,881.60 | $167,857.92 |

1. https://www.propertyshark.com/cre/commercial-real-estate/us/id/caldwell/ [↑](#footnote-ref-1)