March 15th, 2024

**Model Plan for Advancing My Proposed Endeavor**

**My Proposed Endeavor:**

My proposed endeavor is to develop training programs and comprehensive strategies for process automation and data-driven decision making by integrating streamlined business processes with Robotics Process Automation (RPA) and AI technologies, specifically tailored for American and Latino owned small and medium-sized enterprises (SMEs), to empower U.S. companies and their workforce by enhancing their competitiveness through improved data-driven decision-making capabilities. My proposed endeavor will encompass collecting, analyzing, and interpreting data to provide valuable insights and guide decision-making processes across various facets of SME operations.

I will do so by building on my academic background as a Systems Engineer with a Bachelor’s Degree in Educational Science, coupled with my over 5 years of hands-on professional experience in process automation, implementing RPA and Artificial Intelligence (AI) technologies, and my tenure as a university professor, in furtherance of my proposed endeavor for the benefit of the United States.

My work will continue to support advancements in my field by instilling a data-driven culture within organizations, thereby enhancing accuracy and expediting decision-making processes. Furthermore, through equipping U.S. companies and workers with essential digital skills, I aim to bolster their competitiveness in the global market.

**Why My Proposed Endeavor Is Relevant to the United States:**

Small and medium-sized enterprises (SMEs) play a crucial role in the United States' economic landscape. As of 2023, they constituted a staggering 99.9% of all businesses in America, employing nearly half (46%) of the nation's private sector workforce and contributing 43.5% to the gross domestic product[[1]](#footnote-2). Despite their significance, SMEs often face challenges such as resource constraints and fierce competition from larger corporations. Moreover, many SMEs remain hesitant to embrace data-driven decision-making, unaware of the potential profitability implications of this reluctance[[2]](#footnote-3)[[3]](#footnote-4).

To bolster the competitiveness of SMEs and address these challenges, there is a growing emphasis on adopting data-driven strategies. Such approaches provide valuable insights across various facets of SME operations, spanning marketing, sales, customer relationship management, accounting, finance, and logistics. By fostering a culture that values data-driven insights and recruiting personnel with expertise in this area, SMEs can harness data to gain insights into operational effectiveness and areas for improvement, forecast industry trends and economic shifts impacting the business and understand consumer behavior and map out sales cycles and customer journeys, among other advantages[[4]](#footnote-5).

Furthermore, the adoption of Robotic Process Automation (RPA) technology has emerged as a transformative tool for SMEs seeking to boost efficiency, cut costs, and enhance productivity. RPA allows for the automation of repetitive and mundane tasks by integrating Intelligent Automation with Artificial Intelligence. This technology enables SMEs to customize virtual robots to suit their specific needs, scaling operations without substantial upfront investments. Moreover, RPA enhances operational accuracy and quality by reducing the likelihood of human error and mitigating the risk of data breaches, thus enhancing data security and privacy[[5]](#footnote-6).

Thus, my endeavor to foster process automation and data-driven decision making by integrating streamlined business processes with Robotics Process Automation (RPA) and AI technologies, will significantly benefit the United States by empowering SMEs with no-code technology integration, streamlining and modernizing business processes, and enabling access to timely performance insights. By embracing automated and AI-based technologies, SMEs can enhance decision-making processes and foster a data-driven culture throughout their organizations, leading to improved competitiveness and outcomes at all levels.

**My Plan for Advancing My Proposed Endeavor:**

To advance my proposed endeavor, I will work as an independent professional specializing in process automation and data-driven decision-making strategies. I will promote my work through various channels, including my current website (https://aiml-robotics.com), active participation in conferences, and collaboration with industry specialists to attract potential clients.

Drawing upon my extensive experience in leading business process implementation in technological environments and entrepreneurial endeavors, I will offer the following services to small and medium-sized businesses:

* **Business Processes Evaluation:**

I will begin by identifying and clearly defining various business processes within the company. Subsequently, I will gather data on the current performance of these processes to pinpoint any bottlenecks, inefficiencies, or pain points.

After collecting this data, I will analyze it to identify the reason why the processes are not performing optimally. I will conduct root cause analyses or process mapping exercises as needed to gain insights.

Once the source of inefficiencies is identified, I will develop potential solutions and improvements. These may include implementing automation strategies, streamlining steps, or altering the sequence of activities. To address this, I will thoroughly evaluate and select the most suitable solution based on factors such as feasibility, cost, impact, and return on investment (ROI).

* **Business Processes Optimization and Automation:**

Once the opportunities for improvement are identified, the proposal that best suits the needs is evaluated and designed, the objective is to obtain better results in efficiency and performance, saving human and material resources. This implementation is carried out by ensuring exhaustive communication and training to all interested parties when necessary.

The chosen approach will involve leveraging Robotic Process Automation (RPA) and Artificial Intelligence (AI) tools to streamline operations. I will use RPA tools to automate repetitive tasks, such as data entry and file management, using software robots or bots. Through this automation I will reduce errors, enhance accuracy, improve efficiency, scale operations, and ensure compliance with established rules and regulations.

Moreover, I will integrate RPA and AI technologies to create a dynamic solution. By enhancing RPA bots with AI capabilities, such as machine learning algorithms, I will enable intelligent decision-making and handling of complex tasks. Thus, I will facilitate end-to-end automation, from data entry to decision-making, leading to heightened efficiency and productivity.

Subsequently, I will conduct ongoing monitoring to verify the effectiveness of the new processes, gathering feedback and adjusting as necessary. Documentation of the revised processes, including procedures and guidelines, will be completed, and these changes will be communicated comprehensively to relevant stakeholders for seamless adoption. Regular reviews will be conducted to ensure continual improvement, incorporating feedback and adapting to evolving business requirements.

* **Training courses:**

I will begin by assessing the employees' present level of technological competency in order to pinpoint any areas that need improvement or skill gaps. Then, with the goal of creating specialized training programs that are adapted to meet the unique requirements and skill levels of every worker, taking into account their individual responsibilities, roles, and the technology they will be using.

Once the course content is finalized, I will conduct interactive training sessions featuring hands-on workshops and demonstrations. These sessions will allow employees to engage directly with the tools and software in a controlled environment, fostering familiarity and confidence.

To reinforce learning, I will employ simulations and practical exercises that replicate real-life scenarios, making the training more relevant to employees' day-to-day responsibilities. Additionally, I will provide comprehensive documentation, user guides, and tutorials that are easily accessible and searchable, serving as valuable resources for ongoing support.

Lastly, I will offer continuous support as employees integrate the new technologies into their workflows. This will include establishing a helpdesk or support system where employees can seek guidance and troubleshooting assistance. Through regular monitoring of employees' progress, I will offer constructive feedback to facilitate their ongoing improvement.

I have taken proactive measures to advance my proposed venture by analyzing and crafting business processes for a new project utilizing no-code technology for Rhino Metals Inc. This company has expressed keen interest in further development and training in no-code tools to modernize their business operations, particularly in manufacturing, inventory management, software solutions, and trucking logistics for optimizing revenue through backhaul routing.

Additionally, I will initiate my professional activities in Idaho, considering that small and medium-sized enterprises constitute 99.2% of all businesses in the state and account for 56.3% of its total workforce[[6]](#footnote-7).

To fund my project and cover my family's living expenses, I will tap into my personal savings, totaling $15000 USD, deposited in my personal bank account. Additionally, I will implement a modest fee structure, charging clients approximately $\_25000\_ to $50000\_ USD for my services.

Drawing from my extensive professional background, including roles at companies such as Western Union Latin America and Kuehne + Nagel, where I spearheaded global automation RPA operations and facilitated the installation and evaluation of software and applications for in-house use, I am well-equipped to execute this project. My experience also extends to data analytics through MS Power BI, enabling me to monitor robot performance and address potential issues effectively.

With my proposal, I will bolster competitiveness within U.S. enterprises and empower team leaders by leveraging their industry expertise with innovative and adaptable business process implementations supported by cutting-edge no-code tools. This approach will facilitate data-driven decision-making across all organizational levels, ultimately fostering enhanced efficiency and performance.

Thank you in advance for your time considering my proposal.

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Description automatically generatedRespectfully,

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Oscar Jimenez Montero

Systems Engineer

1. <https://www.uschamber.com/small-business/state-of-small-business-now> [↑](#footnote-ref-2)
2. <https://msb.georgetown.edu/news-story/how-businesses-can-successfully-implement-automation-and-data-driven-decision-making-tools/> [↑](#footnote-ref-3)
3. <https://www.digital-robots.com/en/news/rpa-for-smes> [↑](#footnote-ref-4)
4. <https://online.sou.edu/degrees/business/mba/information-analysis-and-decision-making/take-small-business-to-the-next-level/> [↑](#footnote-ref-5)
5. <https://www.digital-robots.com/en/news/rpa-for-smes> [↑](#footnote-ref-6)
6. <https://businessjournalnorthidaho.com/news/2022/oct/25/nov-bjni-idahos-small-business-profile-rising-nibj/> [↑](#footnote-ref-7)