

TECH4 CAMPUS

- What do we want to sell?
 - How to sell? (technology)
 - Product(s)? supply chain, life span, inventory, etc...
- What solutions can we offer to business challenges?
 - WHAT'S IN IT FOR THEM?
 - Solution must be scalable.
 - No/minimum deviations from current processes.

[Campus Computing Facilities and Infrastructure]

CHALLENGES

TECH4 CAMPUS

Customer/Student

Campus/University

Manufacturer/Supplier

- Access/Connectivity
- Application Support
- Personal & Environmental Hygiene
- Infrastructure Costs
- Quick Diminishing Asset Equity (lab computers)
- Budget/Funding Cycle
- Personal & Environmental Hygiene
- Support Costs
- Technology Junk Management

BUSINESS IDEA



Build upon Bring-Your-Own-Device phenomenon

Online Computer store that only sells to University Students/Alumni

TECH4CAMPUS

Computers are configured to specifications with schools' input

3 Configurations; MVP – Mid-Range – Top-Line

2 Suppliers/Platforms; Apple/MacOS & Microsoft/Windows

Offer Trade-ins and Responsible Recycling options

VALUE PROPOSITION FOR CUSTOMERS

- The "machine" configured by TECH4CAMPUS
 - UPTO 20% lower in price than suppliers offer
 - OFF-CAMPUS: It is a lean mean high performance computing beast!
 - ON-CAMPUS: It is still a lean mean high performance computing beast, but now it is an EXTENSION of the university's computer lab environment.
 - Seamless Connectivity (AirOrangeX + Students' School profile)
 - Pre-loaded Applications (Computer Lab Software)
 - Dual-BOOT with "Vanilla-OS" option
 - Improved onsite Product and Application Support for LIFE!
 - Improved Hygiene

VALUE PROPOSITION FOR CAMPUS

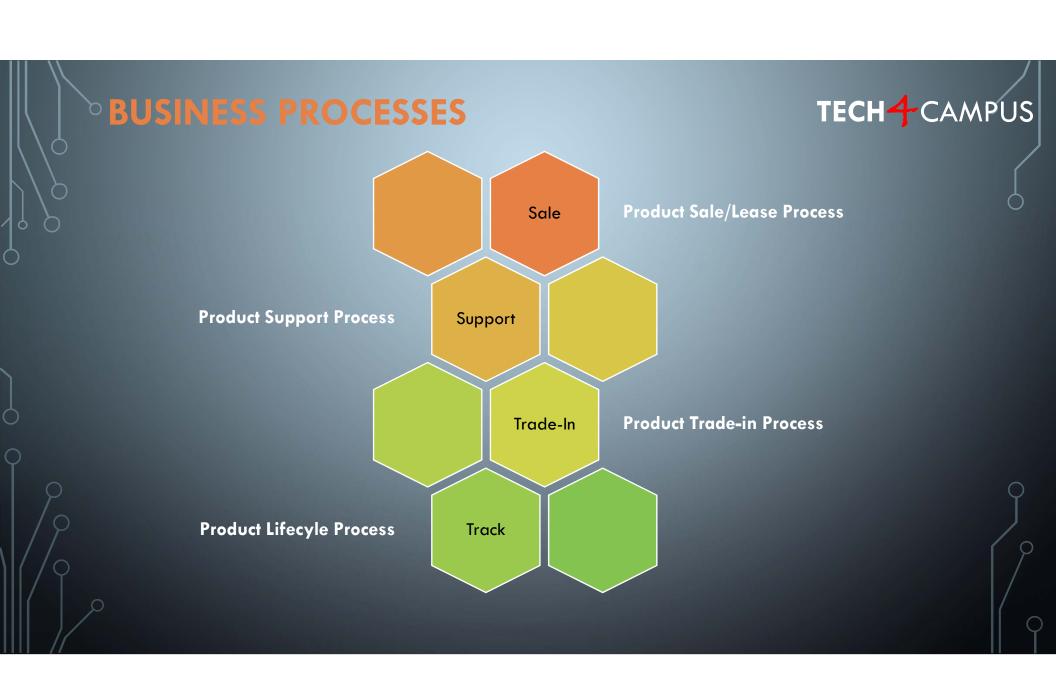
- When "machines" are configured by TECH4CAMPUS
 - Mitigation of Campus Computing Infrastructure burden
 - Augmentation of campus Computer Labs
 - Promotes "Cloud" collaboration
 - Increased opportunities for hyper-connected technology projects
 - Future opportunities for cross-university collaboration
 - Improved Computer Lab Hygiene

VALUE PROPOSITION FOR SUPPLIER

- When "machines" are configured by TECH4CAMPUS
 - They have to provide **ZERO** application support
 - They get controlled prototype and beta testing data
 - They get CSR engagement opportunity
 - They get a Responsible Recycling Point on campus

DW PROJECT TEAM

Team Member	Current Project Role A	Current Project Role B	
Chen Katrina	Project Lead	Requirements Lead	
Khawaja Sohaib	Business Process Lead	Communications Lead	
Peng Zhaoge	Requirements Lead	BI Lead	
Wang Chichen	UX/UI Lead	Implementation Lead	



PRODUCT SALE / LEASE PROCESS

TECH4 CAMPUS

Product Selection

Payment Terms

Payment

Product Configuration

Ready for Collection

Collected

PRODUCT TRADE-IN PROCESS

TECH4 CAMPUS

Trade-in Request

Check Equity Issue Credit

Recycle

Trade-in Request

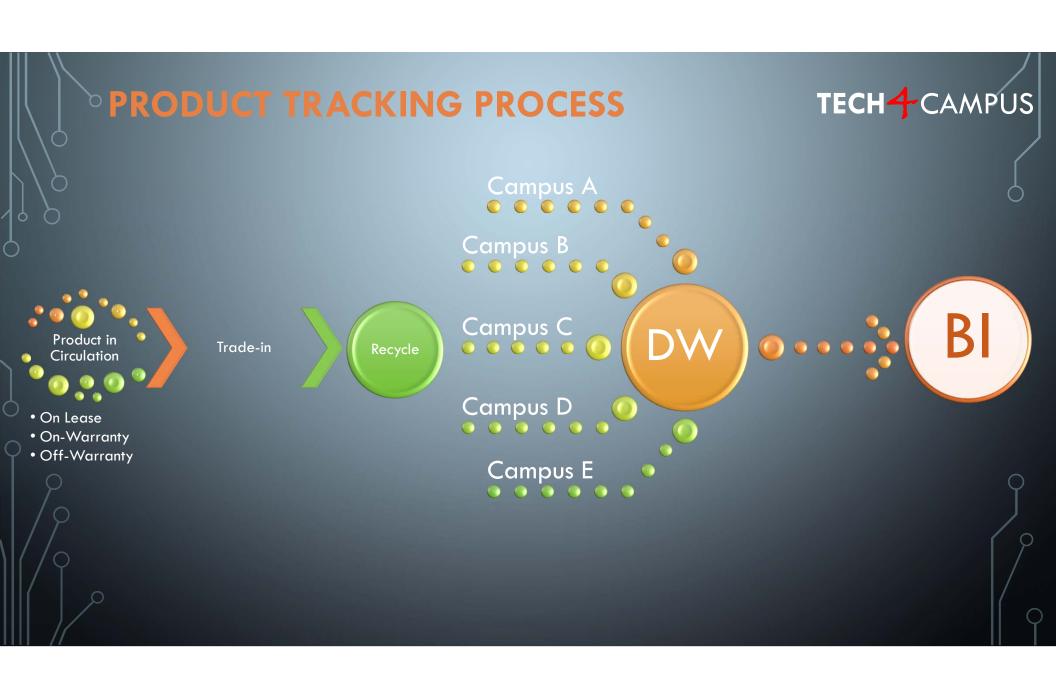
Check Equity

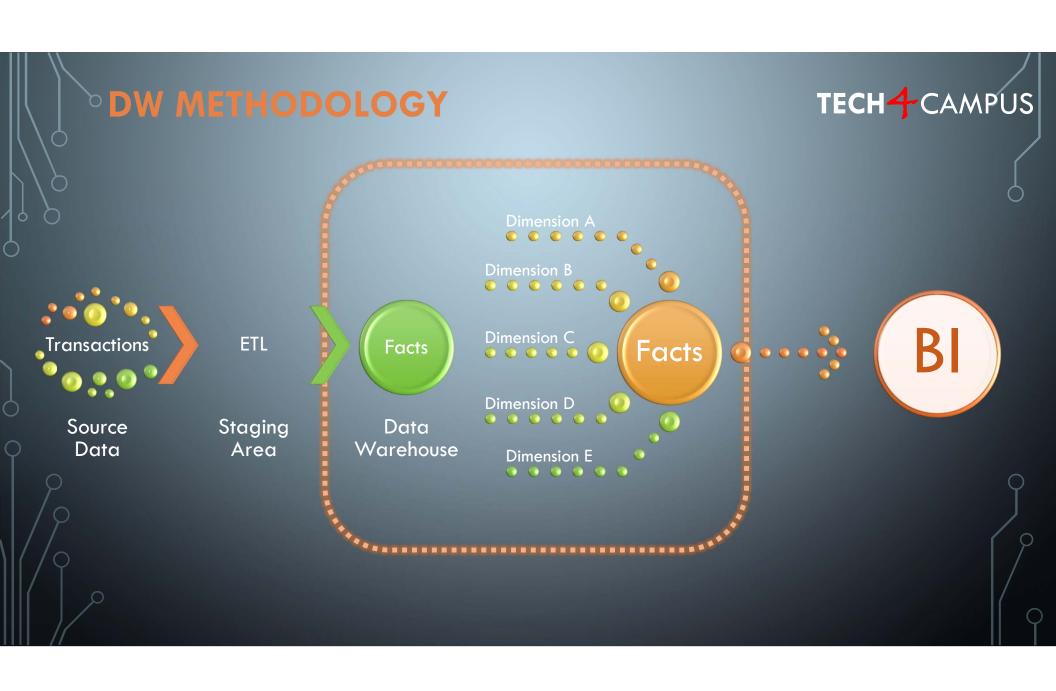
Recycle

PRODUCT SUPPORT PROCESS

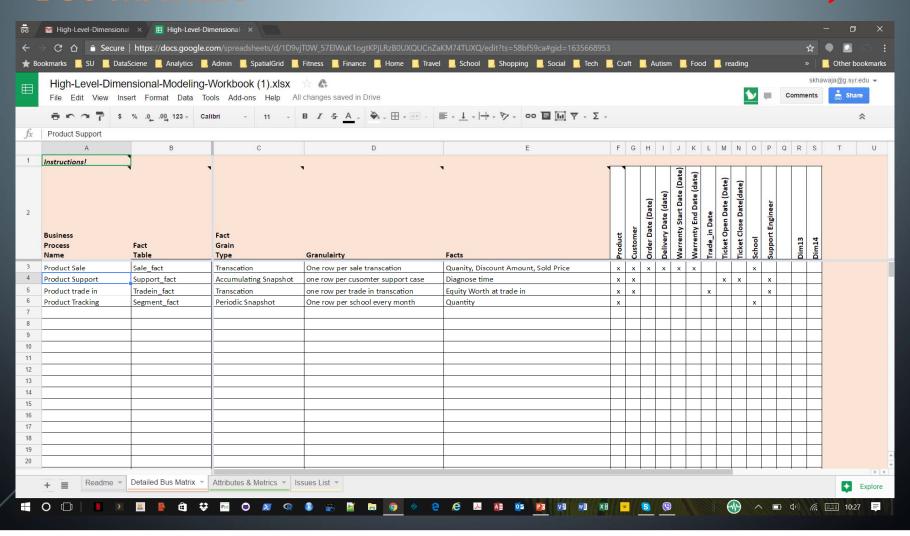


Ticket Opened Diagnosis	Resolution	Ticket Closed		
Ticket Opened Diagnosis	Escalation	Resolution	Ticket Closed	
Ticket Opened Diagnosis	Ticket Closed	RMA Request	Collection Notification	Collected



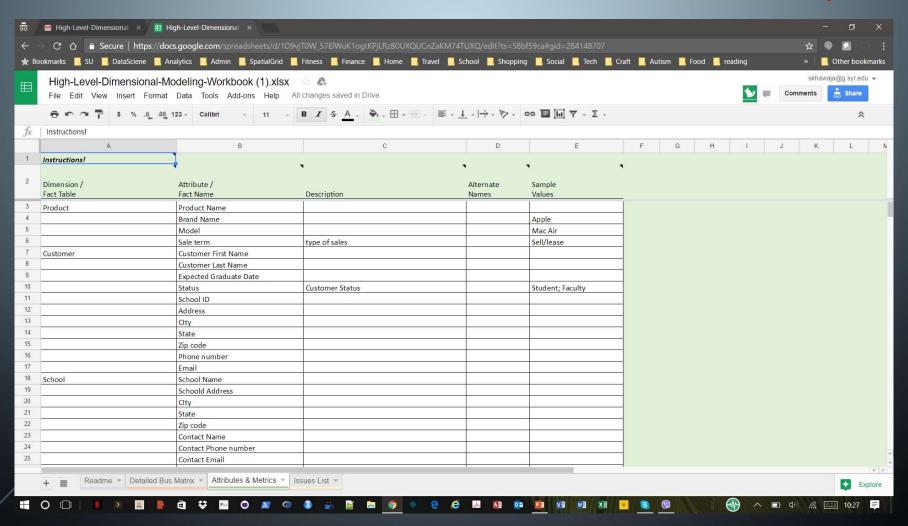


BUS MATRIX



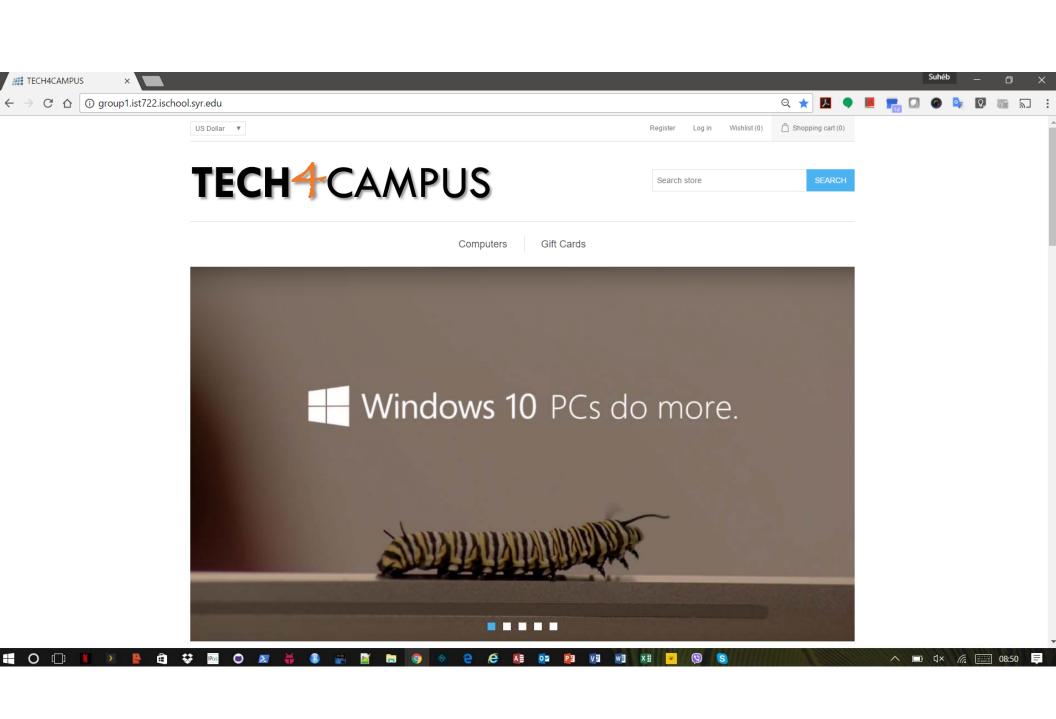
BUS MATRIX



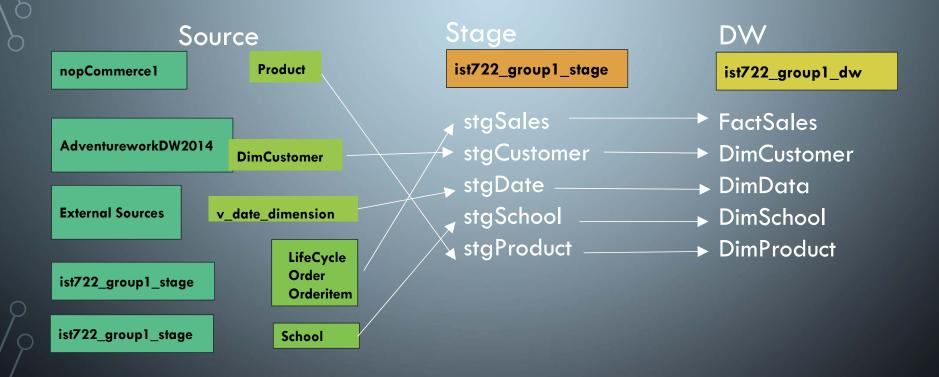


KNOWN UNKNOWNS

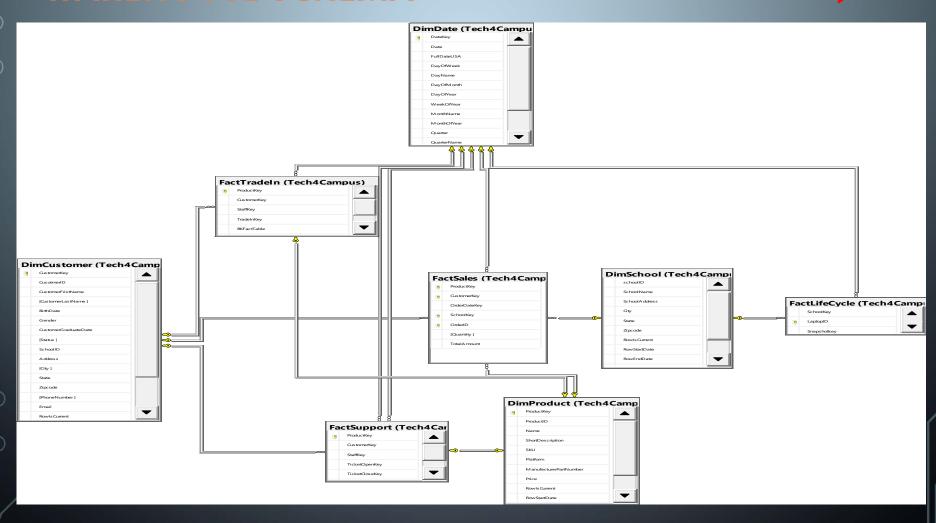
- Source / Transaction data exclusive of nopCommerce
- How much governance is shared with a Campus/University



SOURCE TO TARGET MAP



WAREHOUSE SCHEMA



TECH4 CAMPUS BI DEMO Microsoft Power BI 9 Sales Pipeline ~ \$12M 6 Davis Estevez Carey Sparks Michael Allen Nancy Anderson ☆ Pipeline Pipeline Won/Lost Trend BY TERRITORY BY STAGE, NAME Stage OLost OWon Name Davis Eztevez Carey Sparks Michael Allen Nancy Anderson O Central 1. Requirement Gath.. North East 2. Quote/Proposal North West 3. Negotiation South East 4. Closing South West 1M 2M 2M Pipeline Pipeline Number of Opportunities BY WEEK & PRODUCT BY STATE, PRODUCT LINE BY WEEK NUM Product Line ● Advanced Rob... ● Biology Dissect... ● Metallurgy Kit ● Optics Kit ● Robotics ●Advanced Robotics Kit ●Biology Dissection Kit ●Metallurgy Kit ●Optics Kit ●Robotics UNITED STATES © 2017 Microsoft Corporation © 2017 HERE ^ □ □ × //. ■ 09:26 ■



