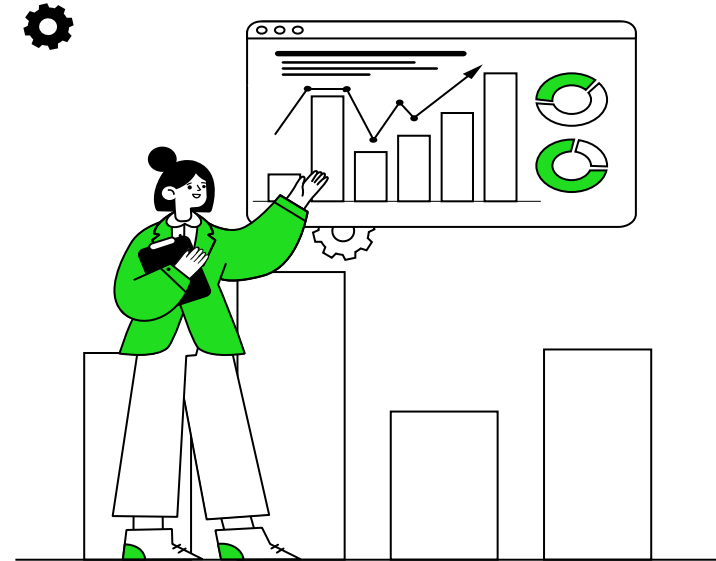


ECO CODEX

STARTUP

BUSINESS PLAN

University of Information Technology



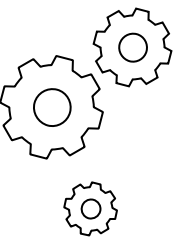


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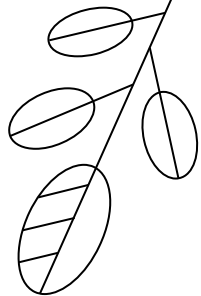
04

MANAGEMENT PLAN

05

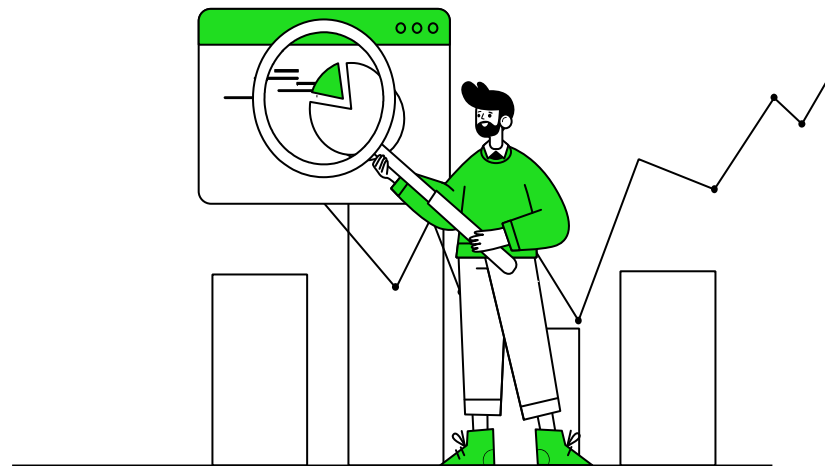
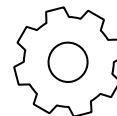
FINANCIAL PLAN

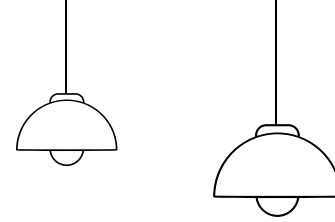




01

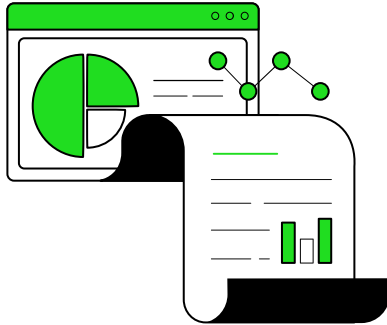
BUSINESS OVERVIEW





MAIN OBJECTIVE

To create a Supply Chain Platform that facilitates trading between Myanmar and China, with the primary goals of streamlining processes and enhancing security



The slide features several decorative gear icons. In the top-left corner, there are two gears of different sizes. In the top-right corner, there are two more gears. On the left side, below the main title, there is a single gear icon. These icons are simple line drawings with a central circle and a ring of teeth.

OTHER OBJECTIVES

ENHANCE TRANSPARENCY AND TRACEABILITY

Implementing blockchain technology enhances supply chain transparency and traceability by creating an immutable ledger, ensuring visibility for stakeholders, and bolstering fraud prevention

OPTIMIZE SUPPLY CHAIN EFFICIENCY

The integration of AI-powered supply chain forecasting optimizes efficiency by accurately predicting demand, minimizing excess inventory, reducing lead times, and improving overall operational performance.

ACHIEVE PRICE OPTIMIZATION

Price optimization through AI-DRIVEN strategies maximizes profitability by dynamically adjusting prices based on real time data, market conditions, and factors such as demand, competition, and cost.



PROBLEM VS. SOLUTION

PROBLEM

- Lack of Transparency and Traceability
- Inefficient Resource Allocation and Inventory Management
- Pricing Inefficiencies

SOLUTION

- Enhanced Transparency and Traceability through Blockchain
- Efficient Resource Allocation and Inventory Management with AI Forecasting
- Price Optimization using AI and Blockchain Data

HOW OUR PLATFORM WORKS

Establishing a robust and secure cross-border trading platform that ensures the safety and continuity of trade operations between the two countries, providing a dependable infrastructure for agricultural product exchange.

For customers and suppliers

- User interface our service through supply chain platform.
- Platform will be connected to the API gateway through the internet using JWT token for security through the internet .

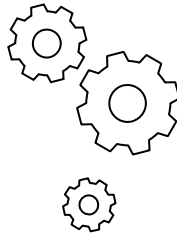
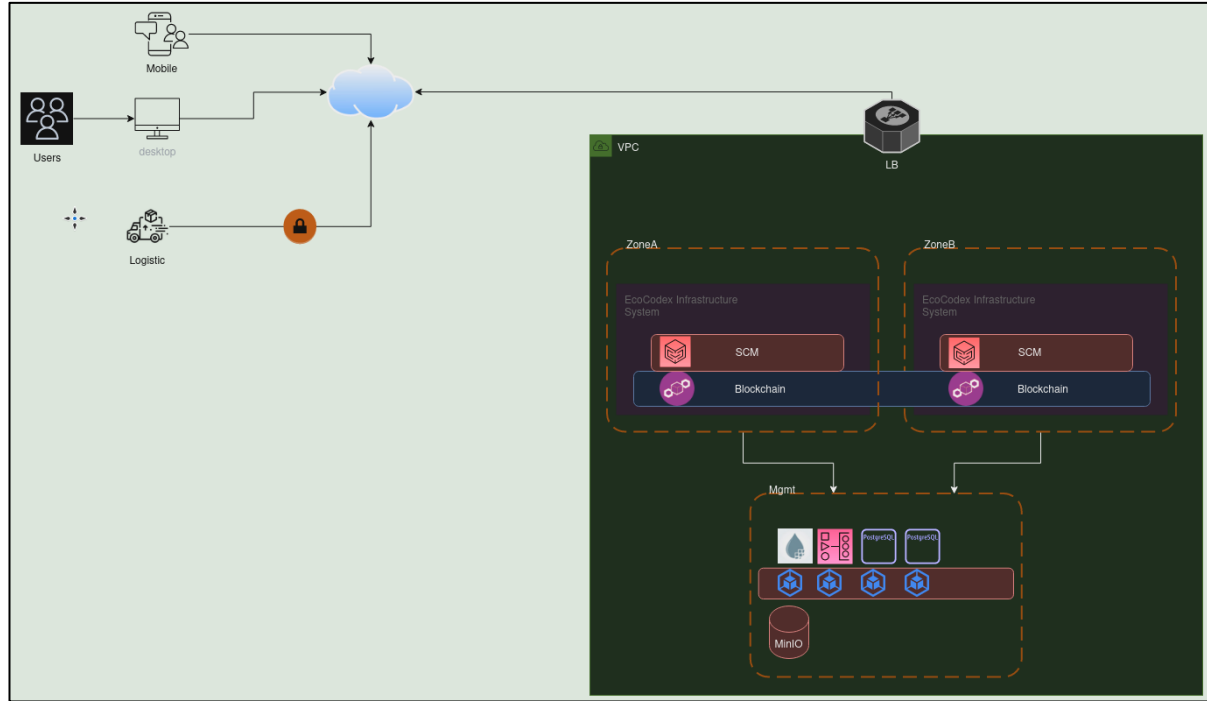
For Data Storage

- This platform is connected to three availability zones containing Distinct Data centers or facilities within a cloud region, Isolated from one another in terms of power, cooling, and network connectivity.
- Having multiple availability zones is to provide redundancy, resiliency. These zones will be located in China , Singapore and other potential country.
- When it experiences an outage, services will be automatically transferred to another AZ to ensure continuous availability.(Able to make API gateway service highly tolerant and fault tolerant, need to connect it to multiple availability zones)

For Security and Reliability

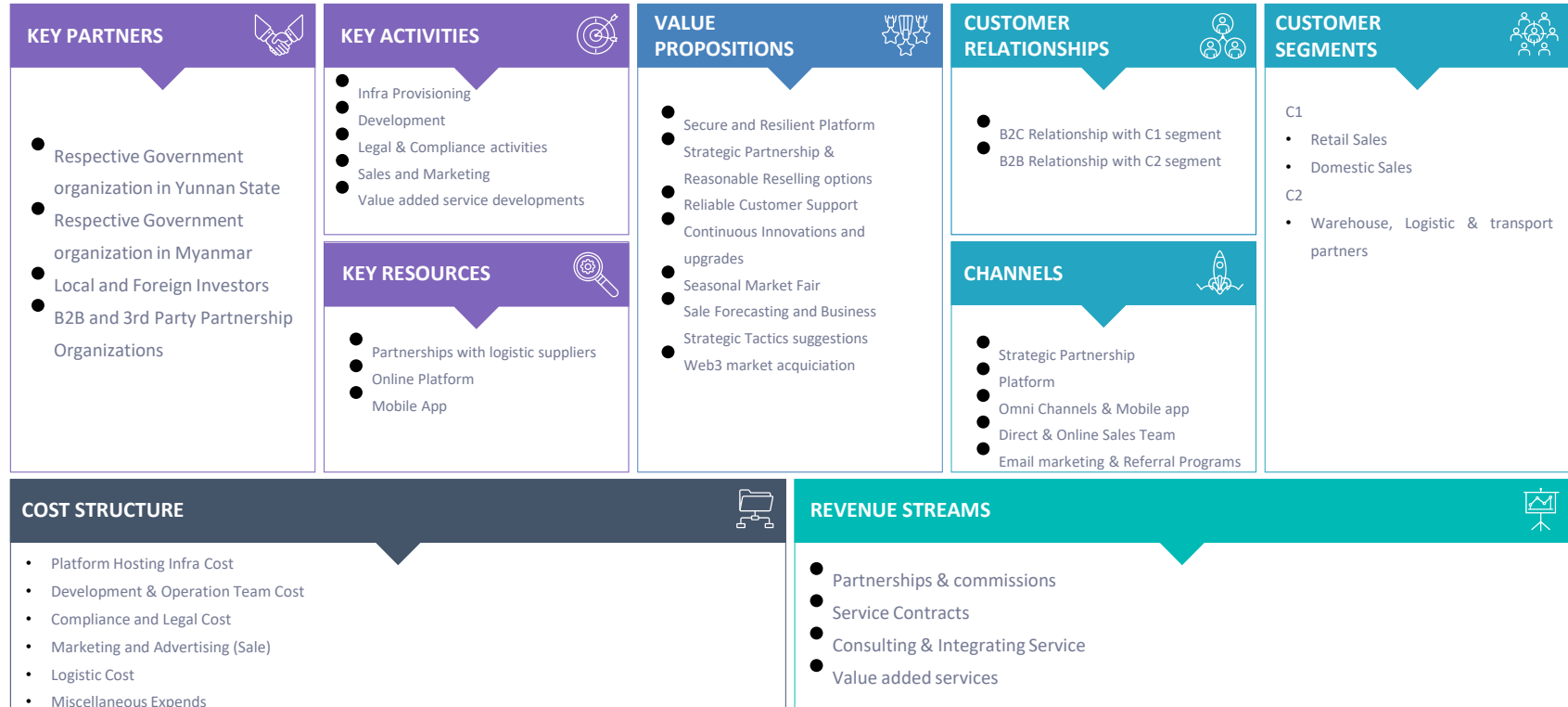
- This Platform enables end-to-end traceability by recording every transaction, transfer of ownership, and movement of goods on the blockchain ledger.

HOW OUR PLATFORM WORKS



OUR BUSINESS MODEL CANVAS

[SUPPLY CHAIN MANAGEMENT]



OUR SERVICES



INVENTORY MANAGEMENT

Tracking and controlling the flow of goods and materials to meet customer demand while minimizing inventory costs



ACCOUNTING AND SALES

Tracking and managing the financial and customer aspects of the supply chain.

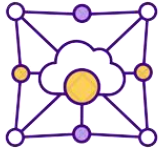


WAREHOUSE MANAGEMENT

The process of efficiently receiving, storing, and shipping goods and materials.



OUR SERVICES



MULTI-TENANCY

The ability of a supply chain to be adaptable and responsive to change



FLEET MANAGEMENT

planning, organizing, and controlling movement of goods efficiently.



HELP DESK (CUSTOMER SUPPORT)

A single point of contact for users to report and resolve issues related to the supply chain



OUR SERVICES

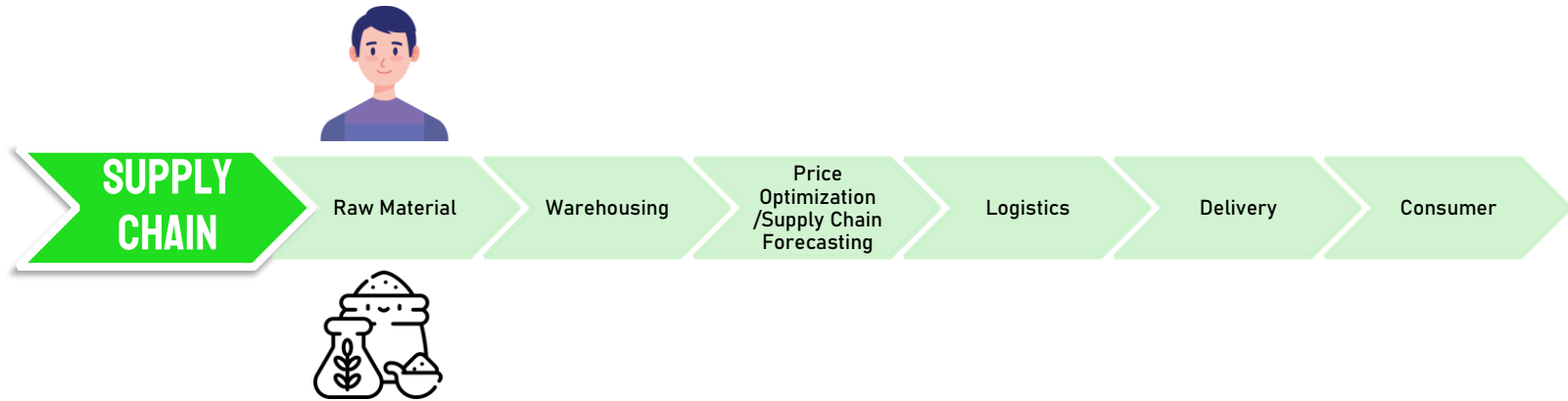
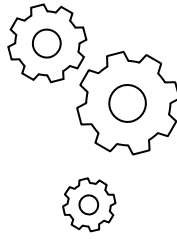


AI EMPOWER SUPPLY CHAINS FORECASTING AND PRICE OPTIMIZATION TACTICS FOR DOMESTIC SUPPLIERS

Benefits shareholders and businessmen, enabling domestic suppliers to optimize prices.



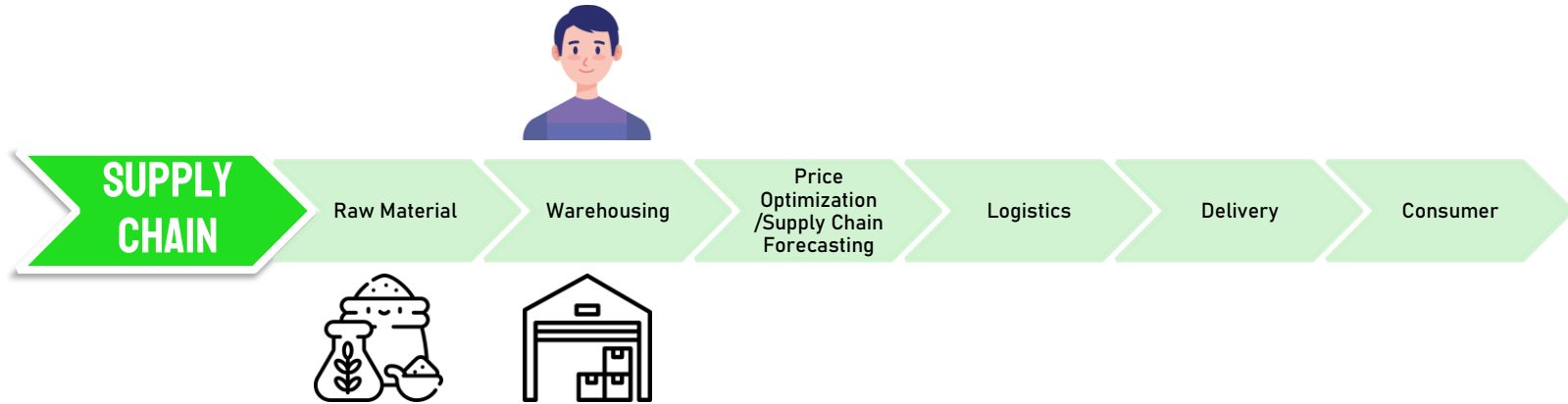
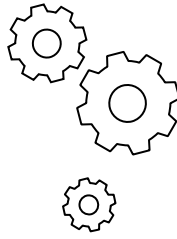
SUPPLY CHAIN MANAGEMENT PROCESS



User gets his raw materials from his own factories or farms or buying from others.



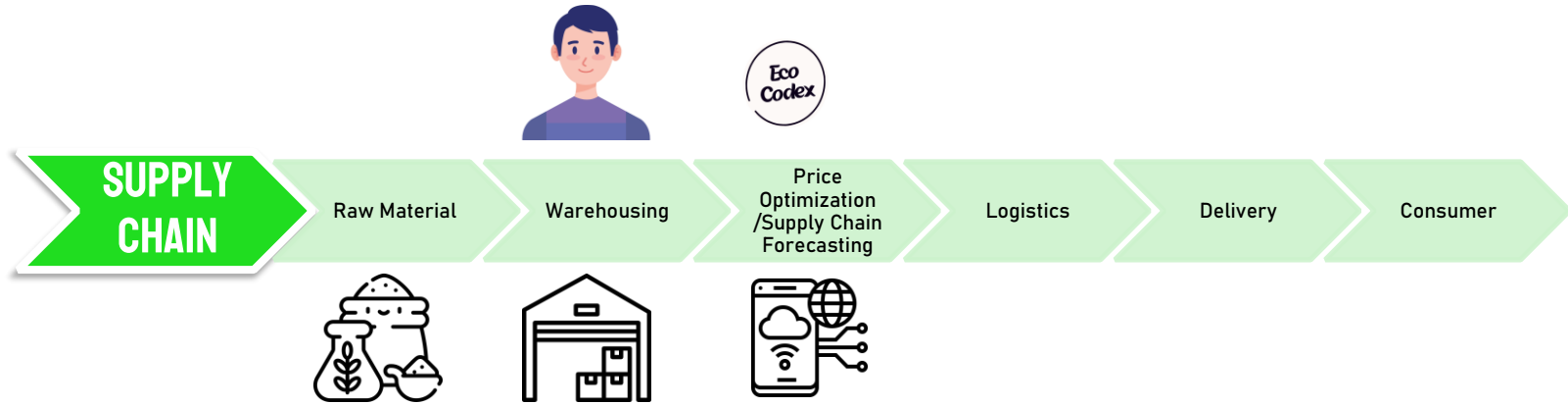
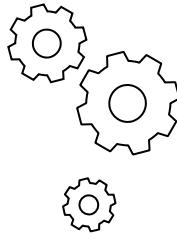
SUPPLY CHAIN MANAGEMENT PROCESS



In this stage, the user stores his raw materials in warehouses.



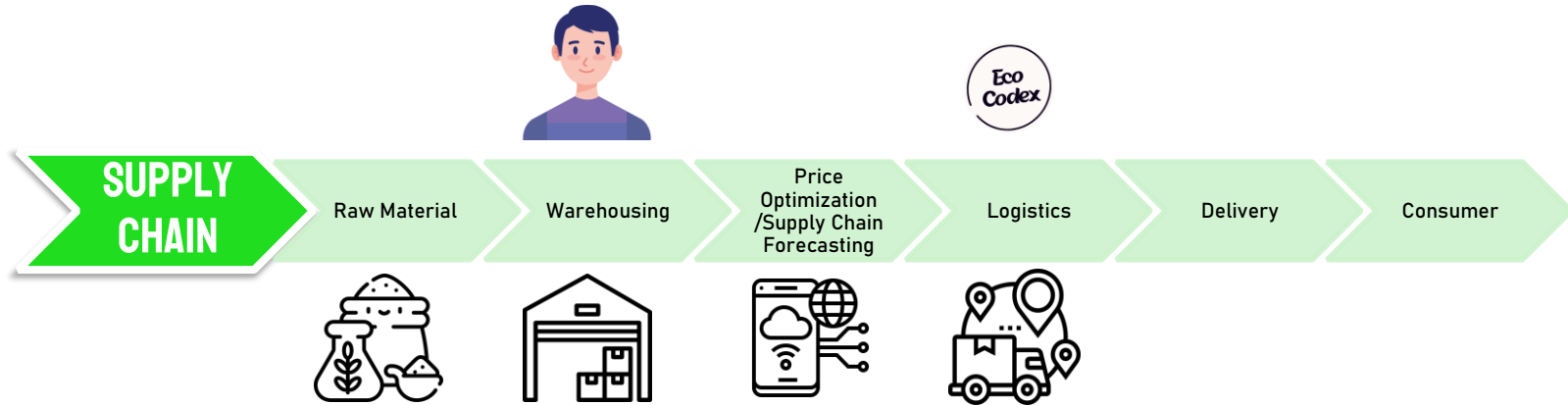
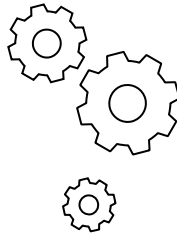
SUPPLY CHAIN MANAGEMENT PROCESS



Then, user will use ECO CODEX for managing, price-optimizing his warehouse items and forecasting supply chain.



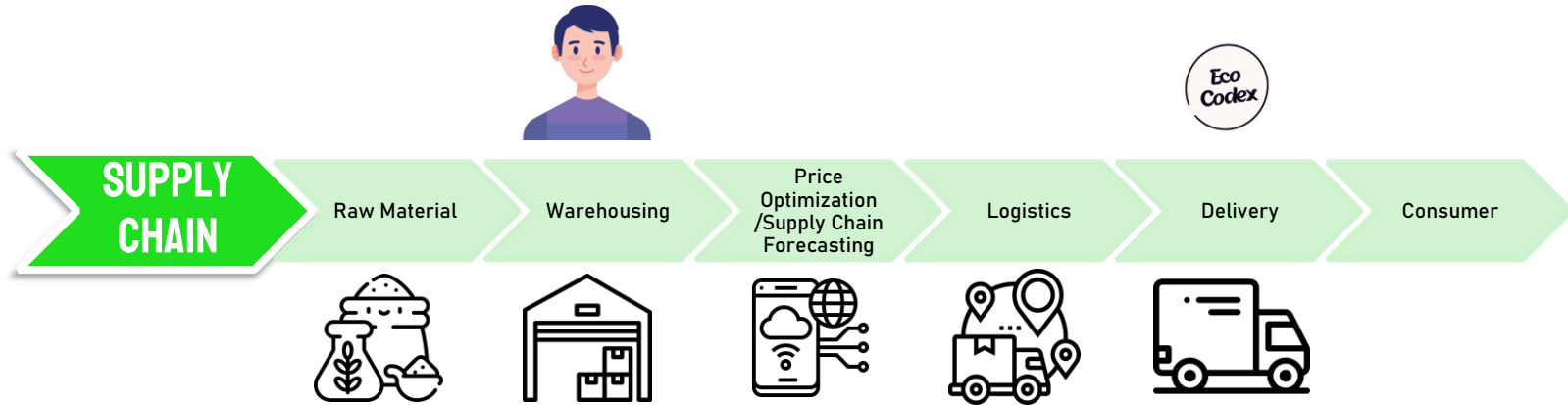
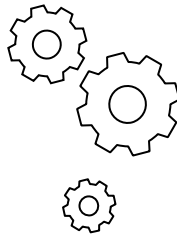
SUPPLY CHAIN MANAGEMENT PROCESS



User connects with logistics services registered in ECO CODEX.



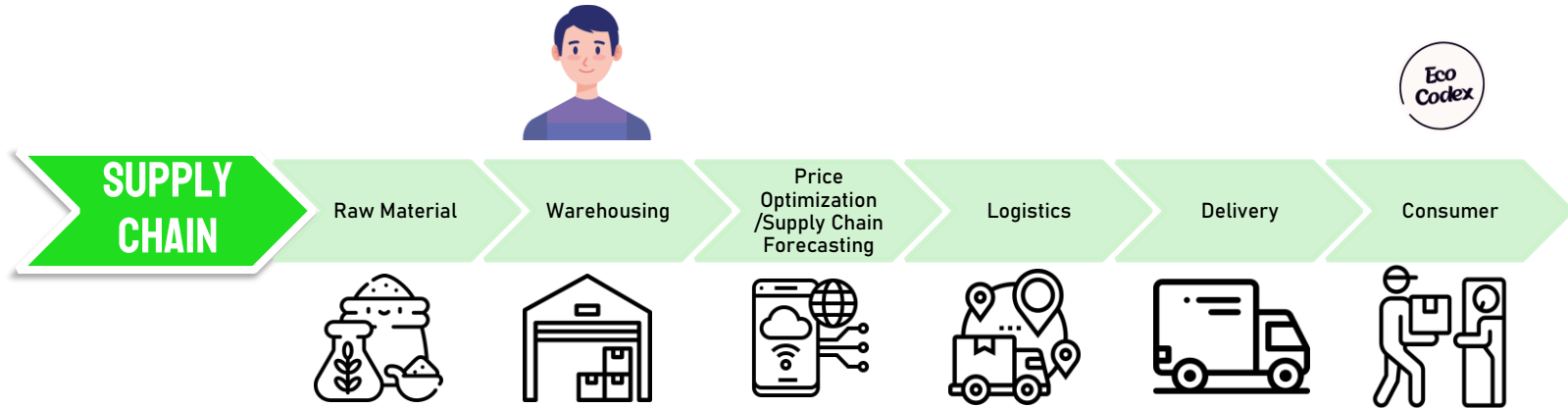
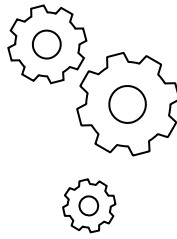
SUPPLY CHAIN MANAGEMENT PROCESS



User tracks the delivery of the material using ECO CODEX.



SUPPLY CHAIN MANAGEMENT PROCESS

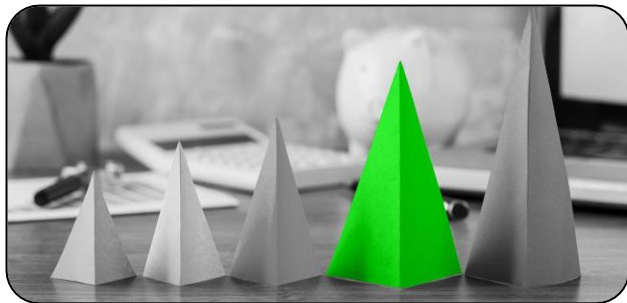


ECO CODEX monitor the shipping until it has reached to the consumer.





COMPETITORS VS. US



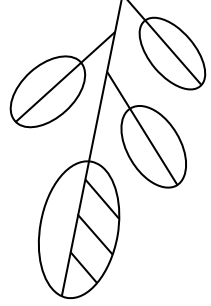
US

- Offer Warehouse management services for domestic customers(strategic planning, supply chain forecasting, price optimization)
- Retail sales which comply with logistics for a faster and easier process
- High security which restricts accounting

COMPETITORS

- Minimum service or no service at all for warehouses
- Long time and harder confirmation for retail sales
- Low security services

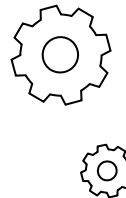
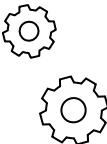




02

MARKET ANALYSIS AND COMPETITION





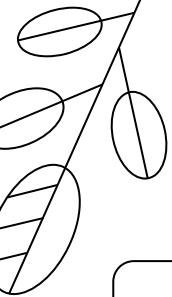
OUR TARGET CUSTOMER

DOMESTIC SUPPLIER

Individual that provides goods or services to a buyer within the same country.

RETAIL SUPPLIER

provides goods or services to retailers who sell these goods or services to consumers.



TARGET

\$1,400/YEAR

Average spend per customer

AGE

26-35



36-45



46-55





MARKET SIZE

(PERCENTAGE CALCULATION BASED ON OUT OF SEARCH OF THOSE FACTORS)

Myanmar

SUPPLY CHAIN 100%
PRICE OPTIMIZATION 0%
SUPPLY CHAIN FORECASTING 0%

China

SUPPLY CHAIN 100%
PRICE OPTIMIZATION 0%
SUPPLY CHAIN FORECASTING 0%

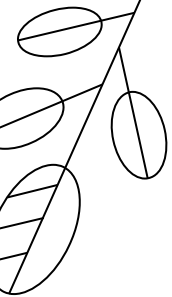
Singapore

SUPPLY CHAIN 100%
PRICE OPTIMIZATION 0%
SUPPLY CHAIN FORECASTING 0%

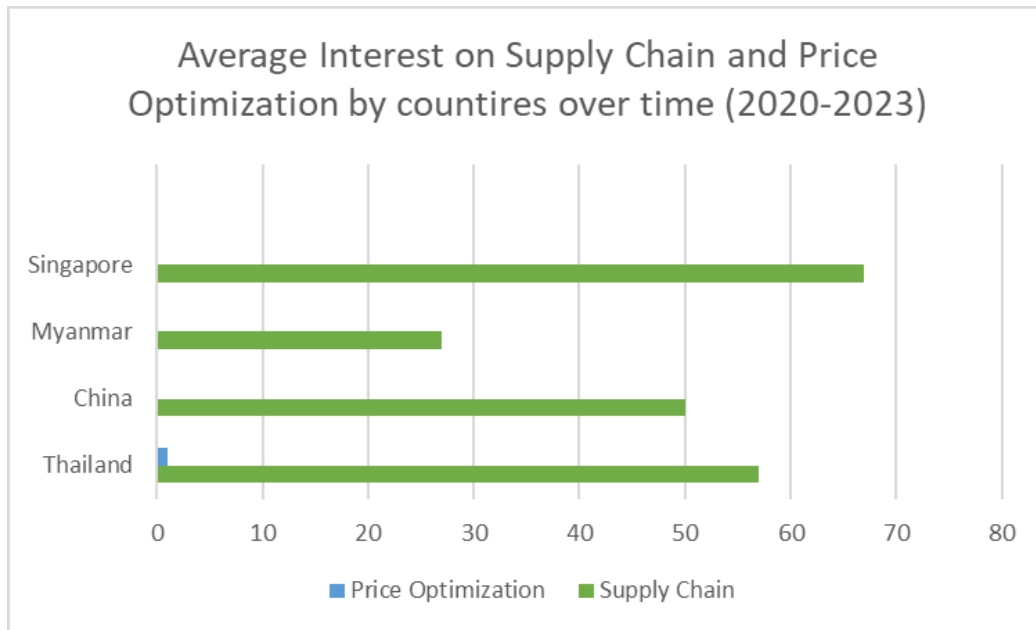
Thailand

SUPPLY CHAIN 99%
PRICE OPTIMIZATION 1%
SUPPLY CHAIN FORECASTING 0%





MARKET SHARE

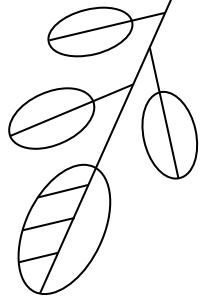




COMPETITION ANALYSIS

	OUR SYSTEM	THEIR SYSTEM
SUPPLY CHAIN FORECASTING	✓	✗
PRICE OPTIMIZATION	✓	✗



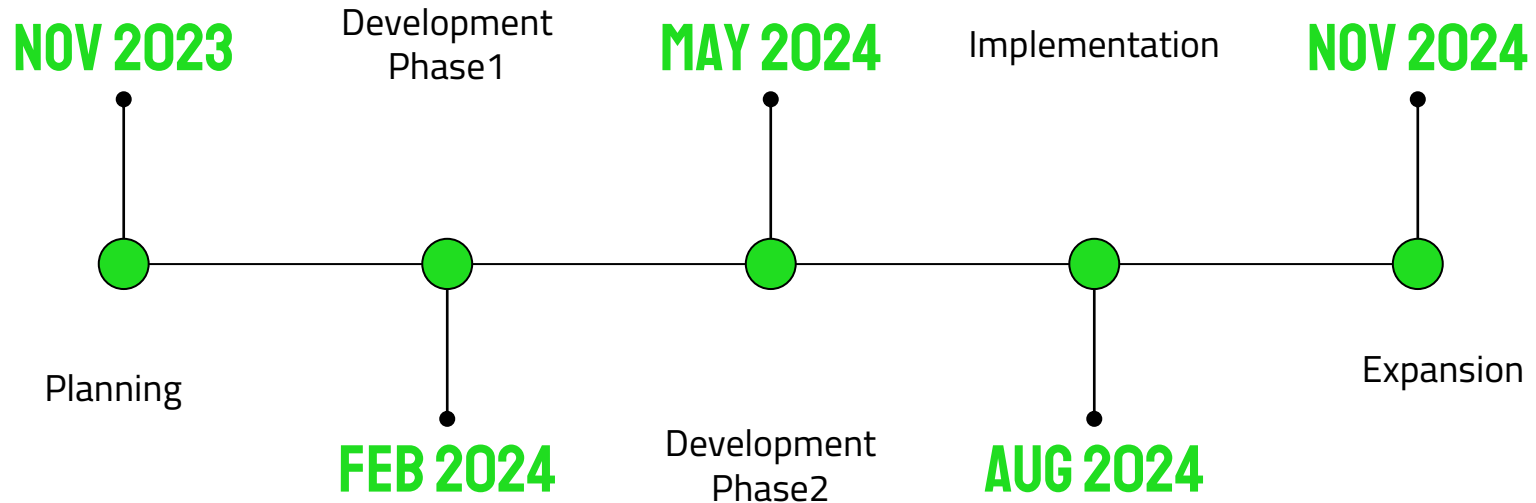


03 OPERATING PLAN

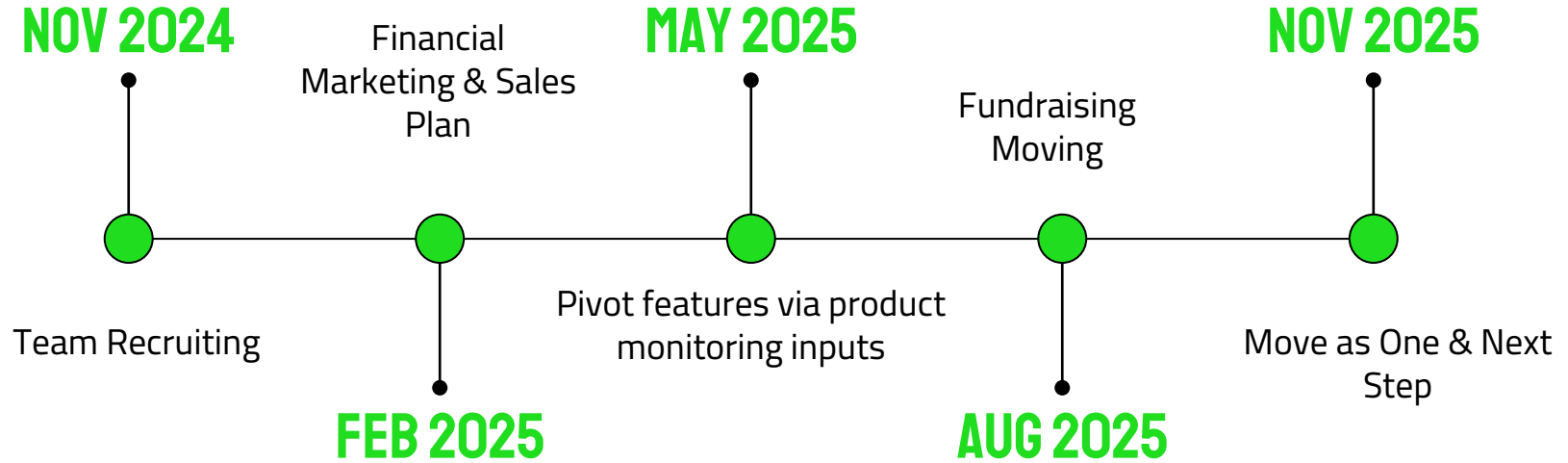




OUR PROCESS-YEAR I



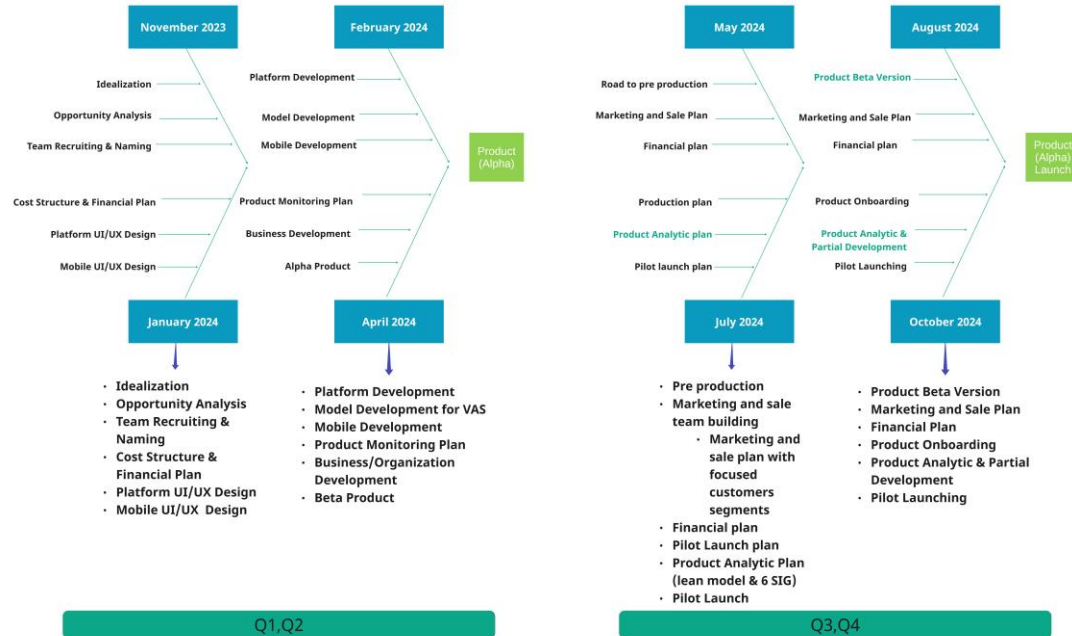
OUR PROCESS-YEAR II



OUR PROCESS-YEAR I

Year1

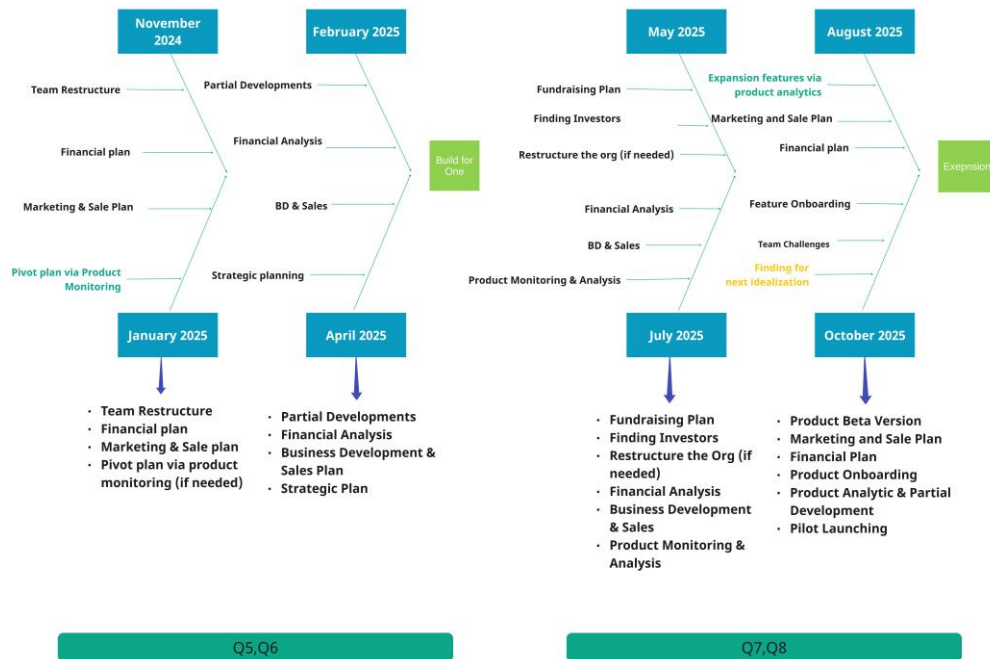
Quarter	Start Date	End Date
1	1 Nov 23	31 Jan 24
2	1 Feb 24	30 Apr 24
3	1 May 24	31 Jul 24
4	1 Aug 24	31 Oct 24



OUR PROCESS-YEAR II

Year2

Quarter	Start Date	End Date
5	1 Nov 24	31 Jan 25
6	1 Feb 25	30 Apr 25
7	1 May 25	31 Jul 25
8	1 Aug 25	31 Oct 25





SALES CHANNELS

Distribution Channels

(On a company-owned website) for products gathering <\$1000 per customer per year.

ECommerce Self-Service

Phone-Based Sales Force

Field-Based Sales Force

Cloud Partners

For products generating \$1000-\$99999 per customer per year, with \$1000-\$25000 per year being a sweet spot.

For products generating \$1000,000-\$10 million+ per customer per year.



Other Fundraising Campaign.





04

MANAGEMENT PLAN



OUR TEAM

Khin Pyae Phyo San



Product & Management

Master's Degree

High Performance Computing

Data Distribution Management Lab

UIT , Yangon , Myanmar

Myat Min Maung



Product

Master's Degree

Software Engineering

UIT , Yangon , Myanmar

Chit Su Thwin



Strategic Planning

Undergraduate

Computer Technology

Communication and Networking

UIT , Yangon , Myanmar

OUR TEAM

Wai Yan Myint



Financial Planning

Undergraduate

Third Year

Computer Science

UIT , Yangon , Myanmar

Linn Khant Kyaw



Administrative Assistant

Undergraduate

Second Year

Computer Science

UIT, Yangon , Myanmar

Min Thant Tun



Administrative Assistant

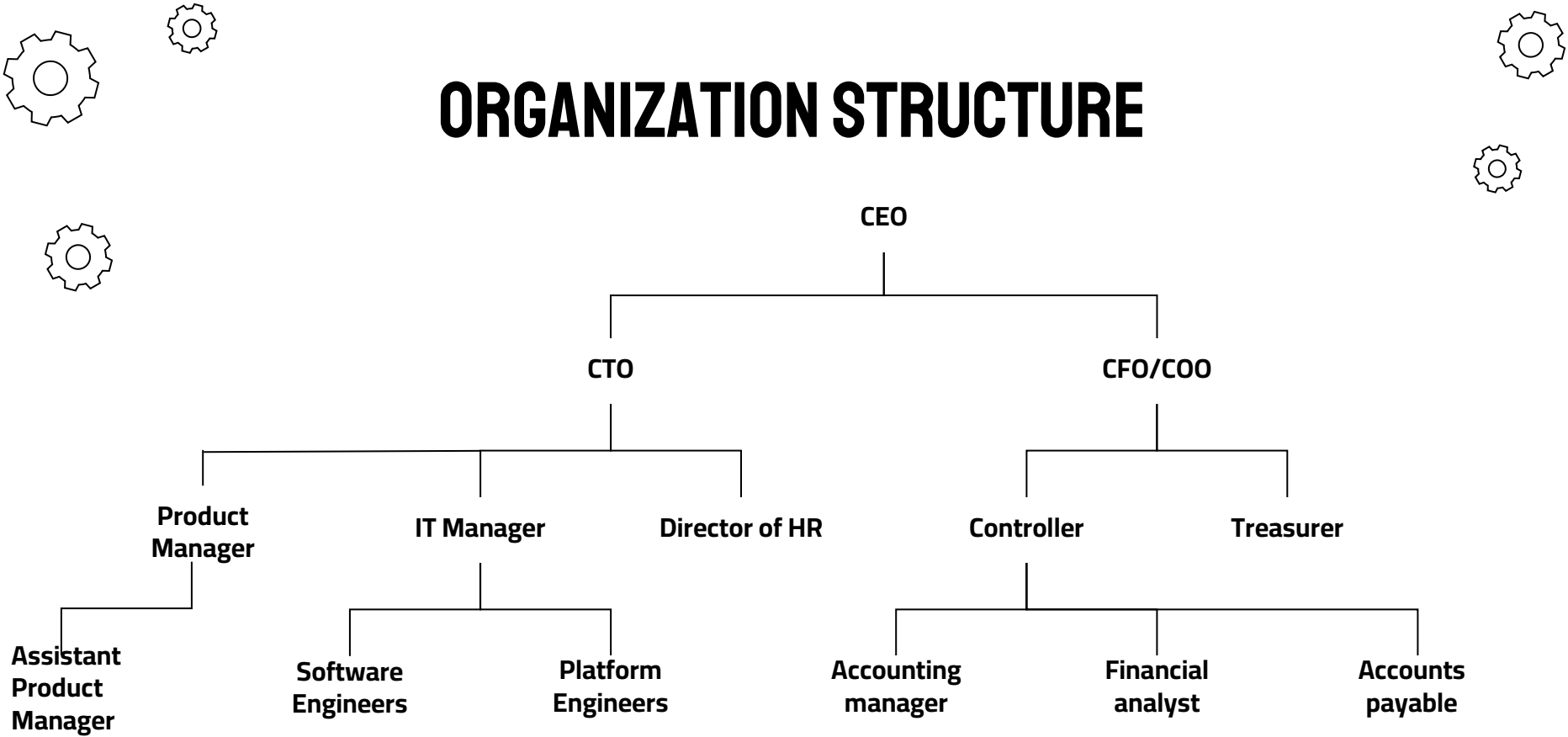
Undergraduate

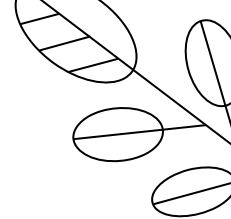
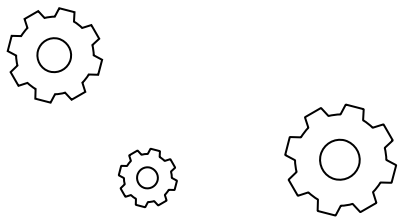
First Year

Computer Science

UIT , Yangon , Myanmar

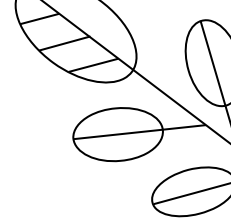
ORGANIZATION STRUCTURE



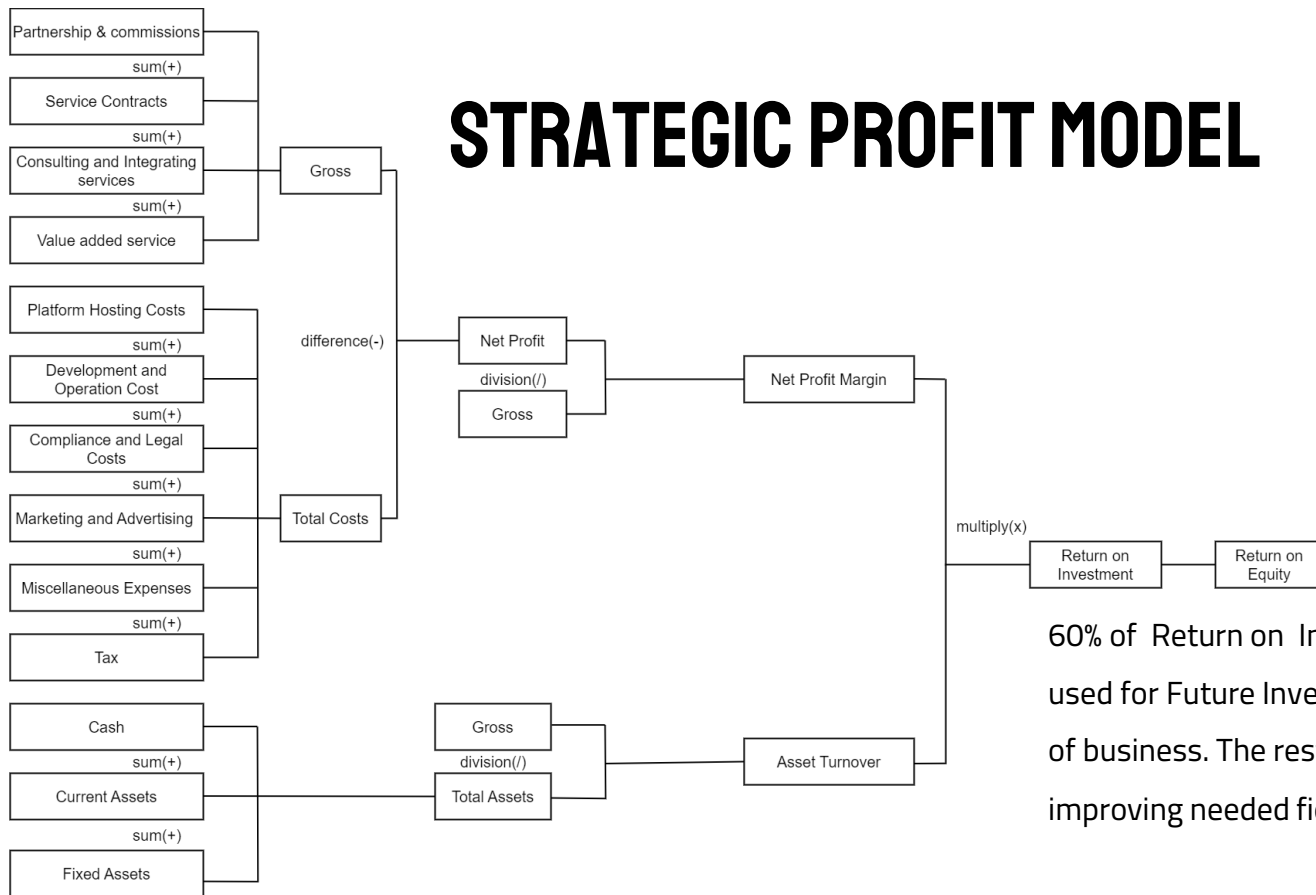


FINANCIAL PLAN

05



STRATEGIC PROFIT MODEL



60% of Return on Investment will be used for Future Investment in expansion of business. The rest will be used for improving needed fields of our business.

BREAK-EVEN ANALYSIS

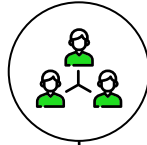
QUARTER 1



LOSS

Idealization

QUARTER 2



LOSS

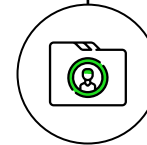
Planning & Pilot
Landing

BREAK-EVEN POINT

20\$ for each subscription

PROFIT

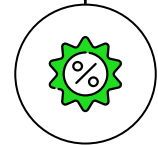
Pilot Landing &
Developing stage



QUARTER 3

PROFIT

Onboarding

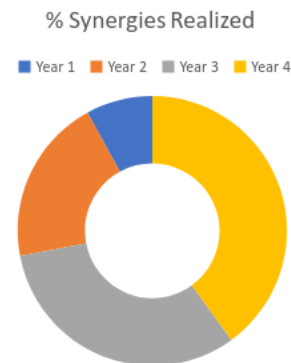


QUARTER 4



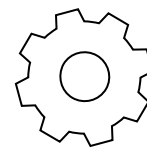
MERGES & ACQUISITION SYNERGY ANALYSIS

Revenue Synergies	
Revenue Synergies (% Combined Revenue)	5%
% Revenue Synergies Gross Margin	60%
Cost Synergies	
COGS Synergies (% Combined COGS)	20%
OpEx Synergies (% Combined OpEx)	40%



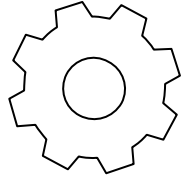
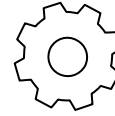
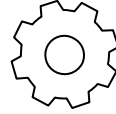
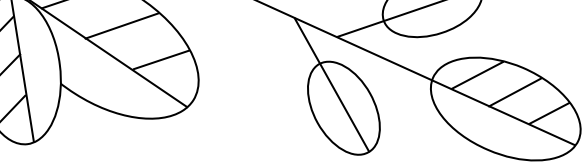


EQUITY RATIO PLAN



	CEO/ Lead Founder	Co-Founder/ Employees	Option Pool (Advisors, Employees and Contractors)	Investors
SEED	30%	30%	20%	20%
SERIES A	20%	20%	13%	47%
SERIES B	15%	15%	10%	10%
SERIES C	12%	12%	8%	68%





THANK YOU SO MUCH

Do you have any questions ?

Contact our team

khinpyaephyoesan@uit.edu.mm