1.LEMA

AIRPORT 2030 - Sustainable Development

2.Description of the solution proposed

The solution AIRPORT 2030 is ambitious: "To ensure that the airports managed by AENA are sustainable, within the parameters of the United Nations".

United Nations created the sustainable development plan and defined 17 goals for 2030 and AENA's sustainability plans can be implemented by reaching a list of targets.

The solution AIRPORT 2030 is a transparent platform with the current and planned situation of the airports and the tasks that are being carried out, so that they fulfill the 17 goals of the United Nations by 2030.

The Challenge is not only technology, but the implement a culture of sustainability, ensuring that the solution is more than a data source, but daily practices and it is part of topic 4. SUSTAINABILITY requested by AENA (what are we looking for?).

3.Vision of the company

Our vision is to create a better everyday life for peoples, using technology and inspiration.

4.Target market of the company

We have two groups:
1) Consulting companies – Offering our knowledge about energy and airport, creating smart solutions to improve process.
2) Subscriptions – Offering solutions about sustainability and airport services

5.Value proposal

Simple solutions with high operational, strategic, and financial impact.

6.References

Sustainable Development Goals (United Nations):
https://www.un.org/sustainabledevelopment/sustainable-development-goals/

SW Consulting Services (Our fantasy name)
http://www.swcscorp.com

7.Team

Patrícia Paranhos
patricia.paranhos@swcscorp.com
General Manager
Nationality: Brazilian and Portuguese
Base: Portugal
https://www.linkedin.com/in/patriciaparanhos/
Summary: Leading the project and administration area of an IT Solutions Company. Responsibility for defining, developing and implementing the strategies for the Portuguese, USA and Latin America markets, building

the presence in these markets and increasing the capacity to explore new business opportunities and to reinforce the position towards local entities, responsibility for defining and implementing the e-business plan (Corporate Portals, Communities, Web marketing)

William Valero Vilchez
william.vilchez@swcscorp.com
Full Stack Developer
Nationality: Venezuelan and Portuguese
Base: Portugal
https://www.linkedin.com/in/vilchez/
<u>Summary</u>: Solid experience working for international projects remotely or on site, as full stack developer. Experience in various projects/companies including: NovoBanco (Portugal), Barclays Bank (Portugal), LibertyPower (USA), Dun Bradstret Software / GEAC / Infor (USA), Prudential Seguros (Argentina), Infraero (Brazil), Viracopos Airports (Brazil), Telemar (Brazil), Chilquintas (Chile), Hipermercados Comercial Mexicana (Mexico), Editorial Santillana (Spain), Ford-Visteon (Brazil), Banco Popular Dominicano (Dominican Republic), Hocol-Shell (Colombia)

Marcio Roberto Salmeirao
marcio.salmeirao@swcscorp.com
Airport Solutions & IT Advisor
Nationality: Portuguese and Brazilian
Base: Portugal and Brazil
https://www.linkedin.com/in/salmeirao/
<u>Summary</u>: Currently serving as the IT & Airport Solutions Leader in Brazil, USA and Latin America projects, exceling at planning and managing airport operations systems (ORD, CNF, VCP, SJO, CUR and other 70 airports), having a well-established history of proactively resolving complex problems and strengthening overall operational performance.
The accomplishments encompass multiple facets of airport technology, global projects, innovative solutions, and continuous improvements.

8.Main clients

Below, the list of customers direct and indirect:

- Portal Web Marking (Portugal, Customer)
  https://pwm.pt/
- LibertyPower (USA, Customer)
  https://www.libertypowercorp.com/
- Viracopos Airport (Brazil, Customer)
  https://www.viracopos.com/
- Infor (Worldwide, Customer)
  https://www.infor.com/

9.Income model

Below, the revenue and cost.

Revenue:
1) Sustainable Portal Subscription - 150 Euros/Month by Company
2) Portal Creation – Creation of digital website 150 Euros/Month
3) Consulting Services
   a. Business Consulting: 35 Euros/Hour
   b. Digital Marketing: 50 Euros/Hour
   c. Full Stack Developer: 50 Euros/Hour
   d. Airport Solutions Consulting: 70 Euros/Hour
   e. Energy Solutions Consulting: 85 Euros/Hour

Costs:

A long time ago, we are using "home office", firstly VPN and now working in a Cloud environment.

About payroll, our team has part of all projects and subscription, the model is simple, no salary/rates fixed, we share 50% of incomes to partners and employees.

The cloud costs and local software are shared between the projects.

10.Technology used in the solution

The AIRPORT 2030 technology is:

- Front: Angular
- Back: Node
- Database: SQL Server
- Library: PrimeNG and Passport
- Dashboard: PowerBI
- Cloud: Azure
- Environment & Communication: Teams

Patrícia Paranhos