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PROJECT NO.1642
CENTRALIZED PROCESS MONITORING SYSTEM (RUSSIA)

REQUIRED AMOUNT OF INVESTMENTS:
$1 000 000

REVENUE FOR 2 YEARS:
$2 120 000

RETURN ON INVESTMENT CAPITAL:
83%

FOUNDER'S INVESTMENT:
$250 000

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Location: Moscow, Russian Federation
Project stage: There is a prototype ready for implementation. To further promote the product, funding is needed to ensure financial and legal preparation and start sales, as well as implement additional modules.

Project description: Centralized system for monitoring organizational processes and IT infrastructure using corporate cloud data storage. The software solution is universal and can be installed in the IT infrastructure of any organization, and is also conveniently scalable. The software allows you to receive an analysis of any business processes online from primary sources for company management, as well as promptly notify about any failures that have occurred, followed by prediction of possible incidents using AI. Prototypes of this software product have already been successfully used in a large federal chain of grocery retailers and a chain of fitness clubs. This software was noted for its high potential for import substitution by the RFRIT Foundation commission.

Market need: Often the cause of accidents or failures in information systems
discovered only when a problem occurs, while the IT team focuses on fixing it. However, the losses of companies in Russia from such failures amount to about 15 billion rubles annually. To solve this problem, a centralized system for monitoring and managing equipment for technological processes and IT infrastructure is proposed.

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This system is a software package that records and displays information about the state of key indicators of the organization. It also offers robotic testing of the performance of products and services, as well as recording performance indicators of the IT infrastructure with notifications in case of deviations from standard indicators. The software helps to identify the root cause of the problem after it has been eliminated and promptly influence the equipment involved in the technological process.
The Russian market for dispatch control and data collection, as well as the industrial Internet of things, amounted to about $500 million in 2020. According to forecasts, this figure is expected to increase to $930 million by 2025.

Advantages of the project: This project is aimed at import substitution and information protection, which is especially relevant under sanctions. It offers a unique set of functions among its Russian counterparts and will be widely in demand in monitoring performance and managing equipment in various industries. The project is also on the list of priority areas for grant support of the Russian Direct Investment Fund in Technology (RFIT). With the help of this project, it is possible to automate basic production operations, manage workshops, sections and production lines, as well as monitor the activities of various enterprise services, including financial accounting, document flow, logistics and other aspects.

Offer to the investor: The investor is offered to purchase up to 39% of the company's share for $1,000,000. In turn, the Founder's company undertakes to register in the register of domestic software for import substitution within six months, apply for a patent, and begin sales and implementation of the product. It is assumed that product licenses will be annual, and starting from the second year their cost will be up to 20% of the initial cost of implementation. The company also offers a support line, development and additional functionality for an additional fee.

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About the Founder and the team: The founder invested more than **$250 000** in the project, while one of the sources of financing was working capital from the company's activities in the amount of **$105 000.** The company is valued at **$1 000 000.** The key project team consists of 5 people, including the General Director, IT Director, Chief Technical Director (CTO), Project Manager and Lead Database Management System (DBMS) programmer. The team's IT block includes more than 30 developers, and if necessary, it is possible to quickly assemble a team of 250 specialists.

Project Revenues: Total revenues over two years are projected to be $2.12 million. Based on the founder's estimates, margins are expected to be **40%** and most of the expenses will be related to salaries.

- Revenue for 2 years: **$2 120 000**

$$\textbf{ROI} = \frac{\text{Net profit}}{\text{Investment amount}} \times \text{Investor's share} \times 100\% = \textbf{83\%}$$

DISTRIBUTION OF SHARES

Investor - **39%**, Founder- **61%**