

# Digitalizing Local Businesses

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# Introduction

- Skill Specialty
  - Software Development
  
- Previous Work & Projects
  - Ex-Freelancer
  - Startups
  - Game Dev Competitions
  - Side Projects

# Local businesses and their foreign competition

Big foreign companies  
&  
Online Shopping Stores

VS



Local Businesses

# LiveMarket

A platform to help with

**Business**

**A**

Automation

**A**

Augmentation

**A**

Analysis

# LiveMarket - Automation

- Shopping Center - to automatically create an online shopping area for clients to use.
- AutoShift - to automatically create shift rosters related to working hours.
- Manage payslips
- And many more automatable tasks.

# LiveMarket - Augmentation

- Supplier Marketplace - to connect, compare and order from different suppliers.
- Inventory Management - to manage separate inventories.
- TableTop - allows clients to book tables and view/order food from home or restaurant.
- LivePay - a system to integrate multiple payment gateways such as PayPal and Stripe.

# LiveMarket - Analysis

- Business Notification - alerts stock requirements based on AI predictions.
- Business Analysis - to check AI generated business reports.

Collaboration with Actable.AI - No-Code Data Science Solution Provider for Businesses.

# LiveMarket - Benefits

- One platform that connects all businesses.
  - Restaurants, Hotels, Retails, Coffee shops, Real Estate and more.
- Use in conjunction with other systems.
  - Pay only for what you need.
- Easy to switch over from other systems.

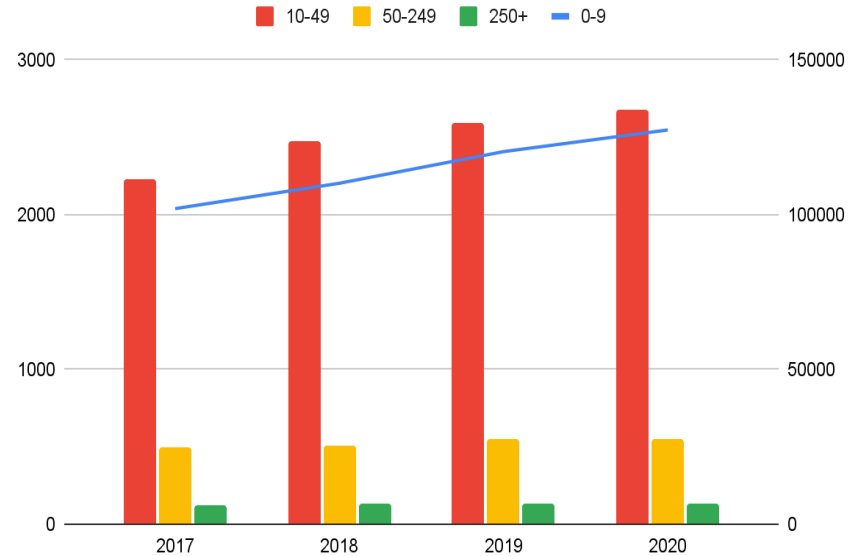
# Analysis

## Strengths

- I have experience in this field
- I know how to develop the technical side of the project from start to finish
- The potential user growth is unlimited

## Opportunities

- New business opening
- Most of the business who have a use case in which LiveMarket could fit
- Many Micro/Small Business in Gozo which would appreciate an affordable digital solution





# Analysis

## Weaknesses

- Business that are afraid of change
- Effectiveness is related to the amount of users/businesses

## Threats

- There are many companies offering modern digital systems
- Some businesses already have a digital system

# Finances

## Expenses

- Developers
- Designer
- System Infrastructure

## Finances

- Horizon Europe
- Malta Enterprise
- Business Loan

## Revenue Model

- Pay for what you use. As every feature can be used separately.

# Thanks for your time.

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Questions are very welcome.