



# Digital app for scanning and explaining documents

This is just the beginning of something big.

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## Team Members

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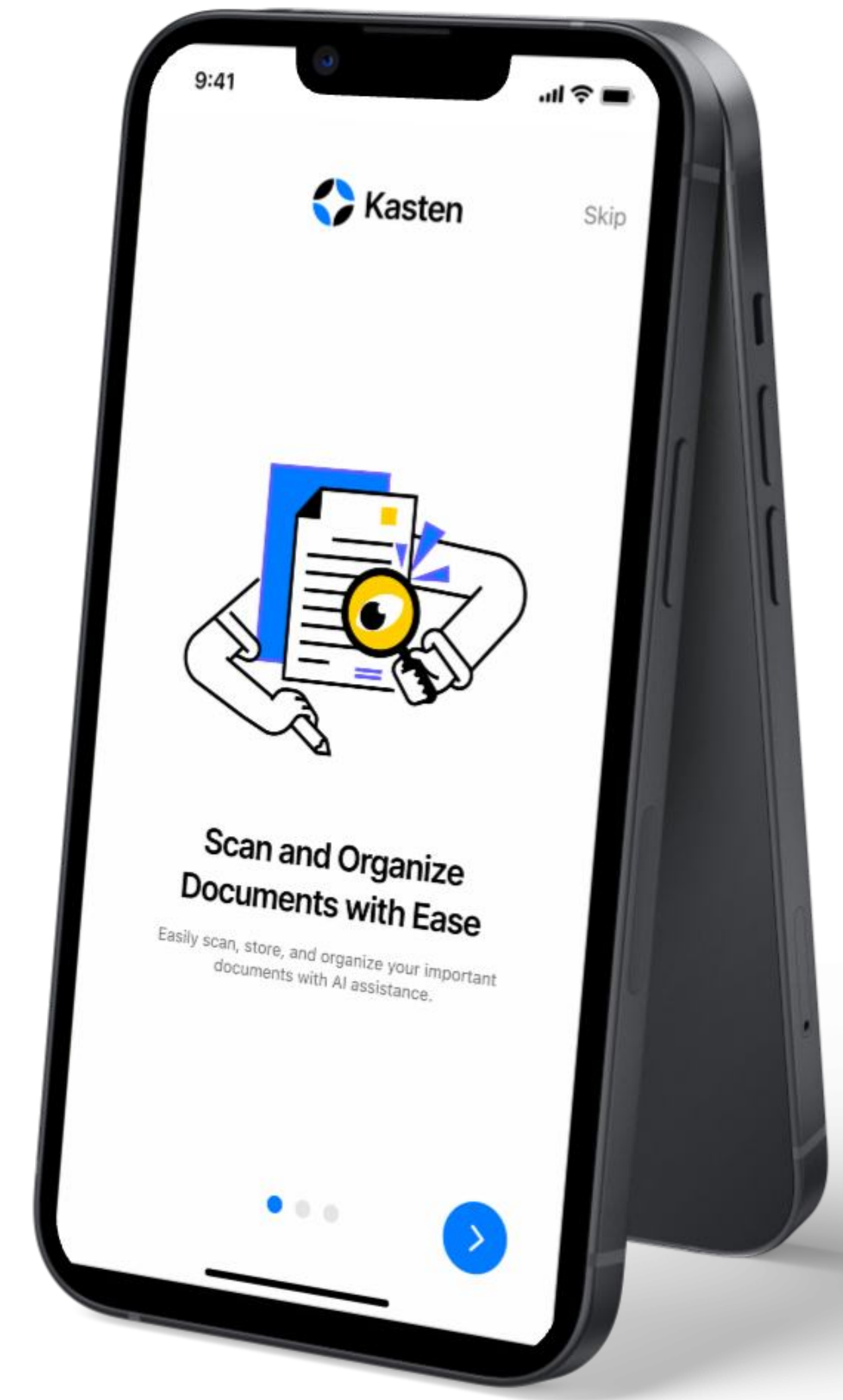
# Current issue

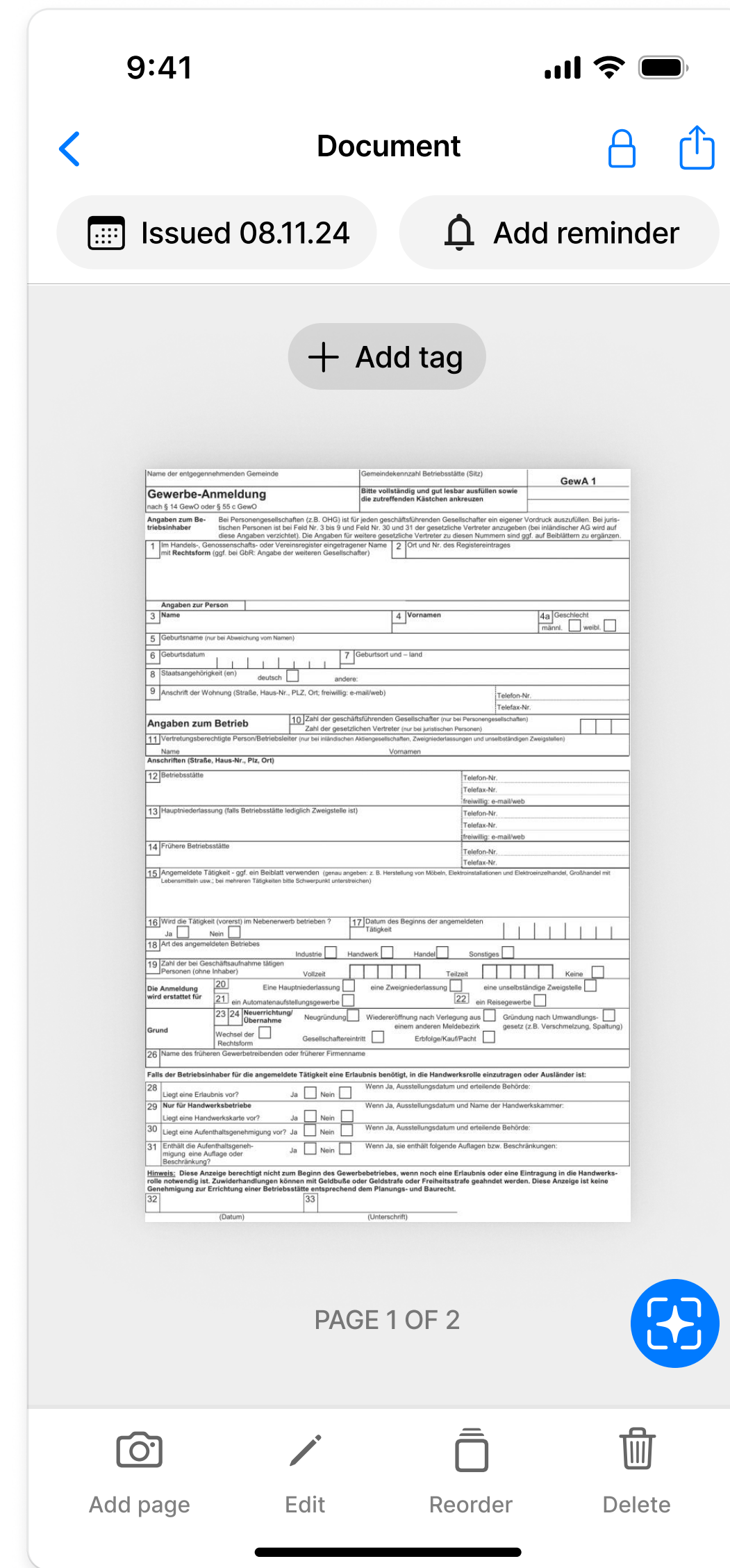
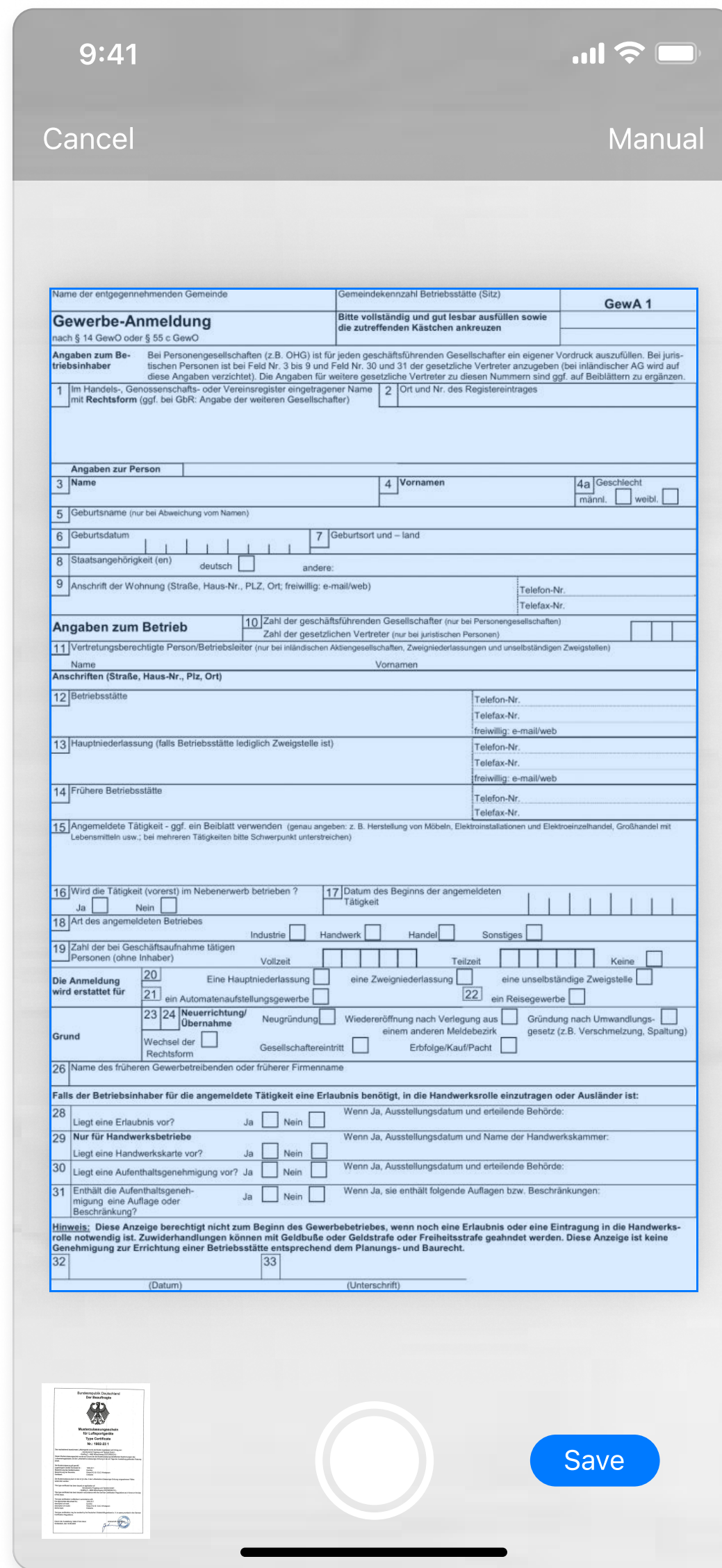
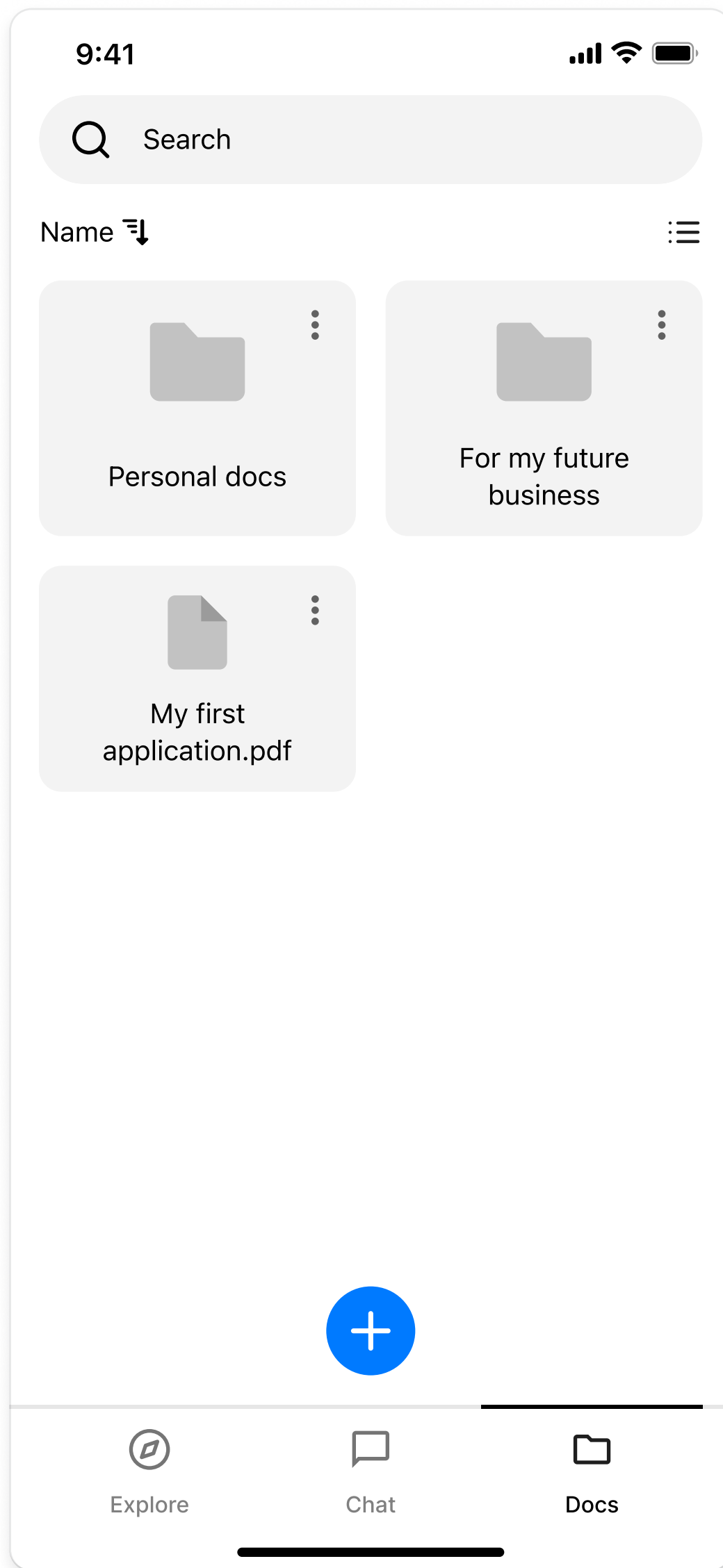


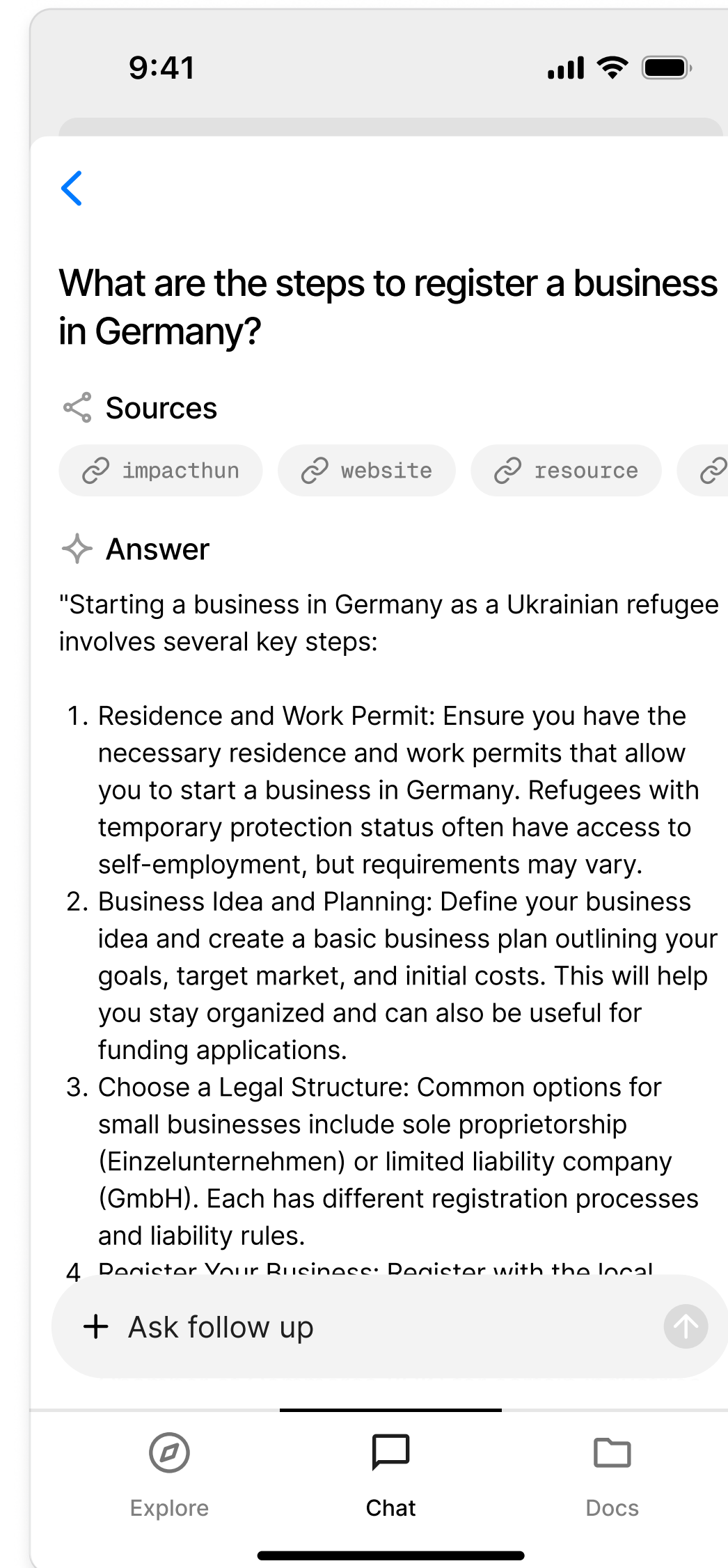
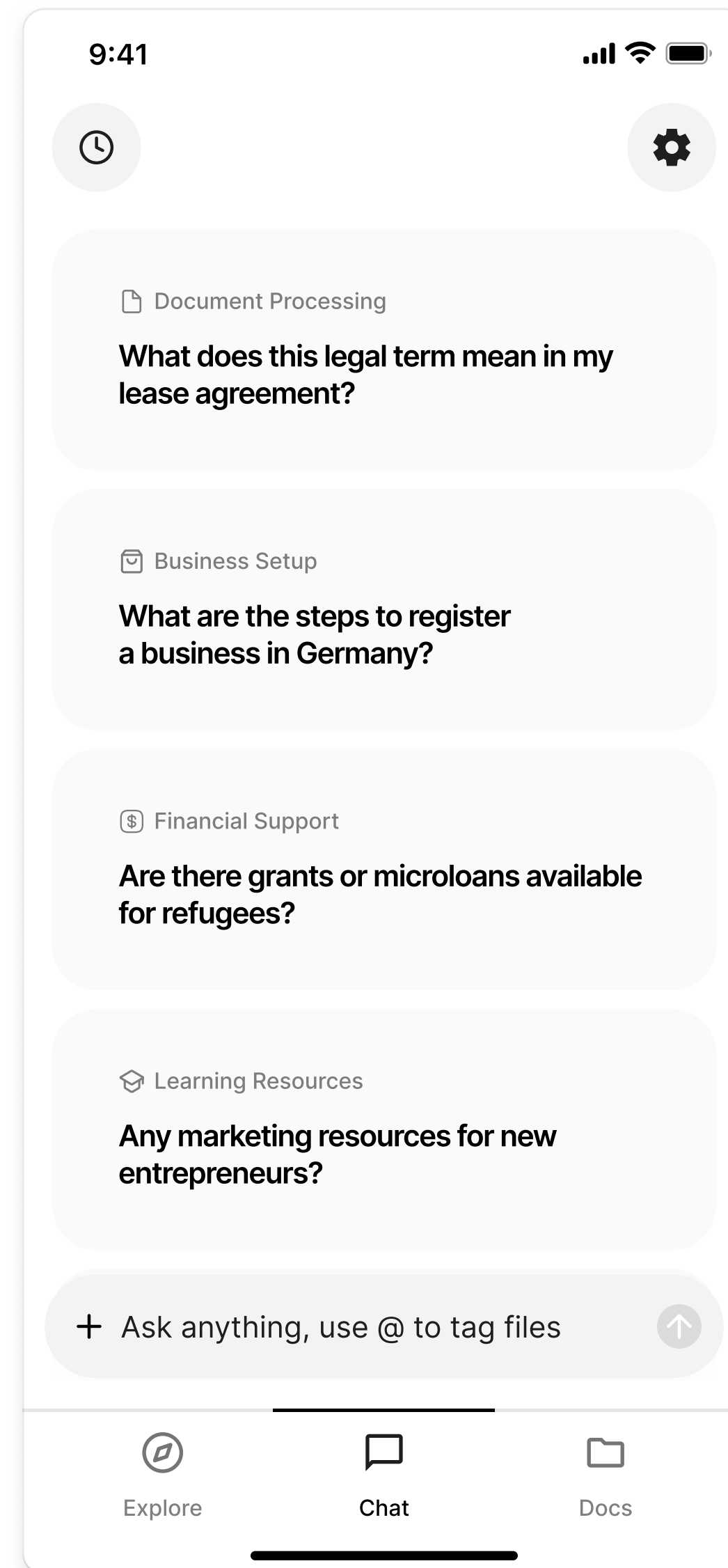
Refugees and migrants who aspire to start businesses face a complex set of challenges in their new countries. Language barriers, unfamiliar legal systems, limited access to financial resources, and the absence of support networks make the path to entrepreneurship difficult and often discouraging. These barriers prevent many talented individuals from achieving economic independence and contributing to their new communities."

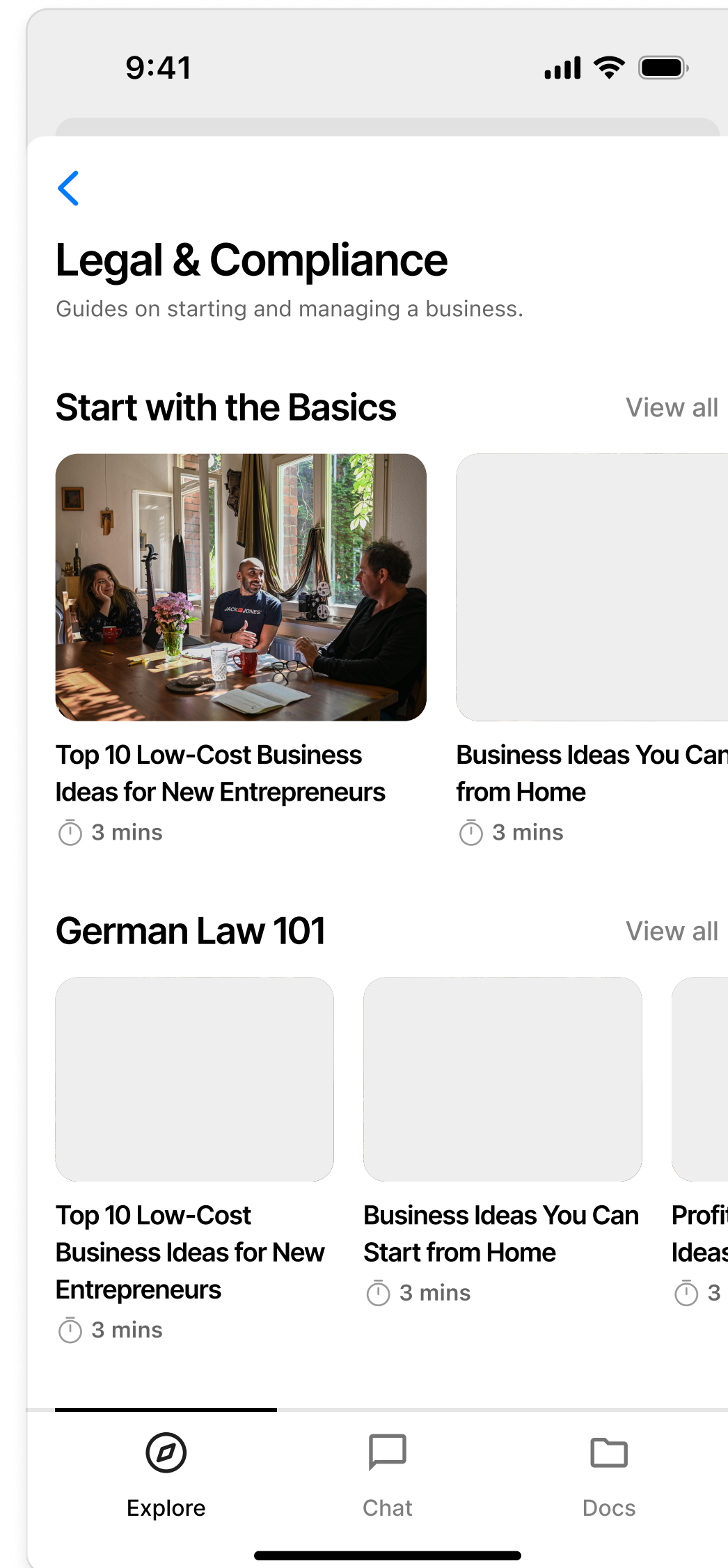
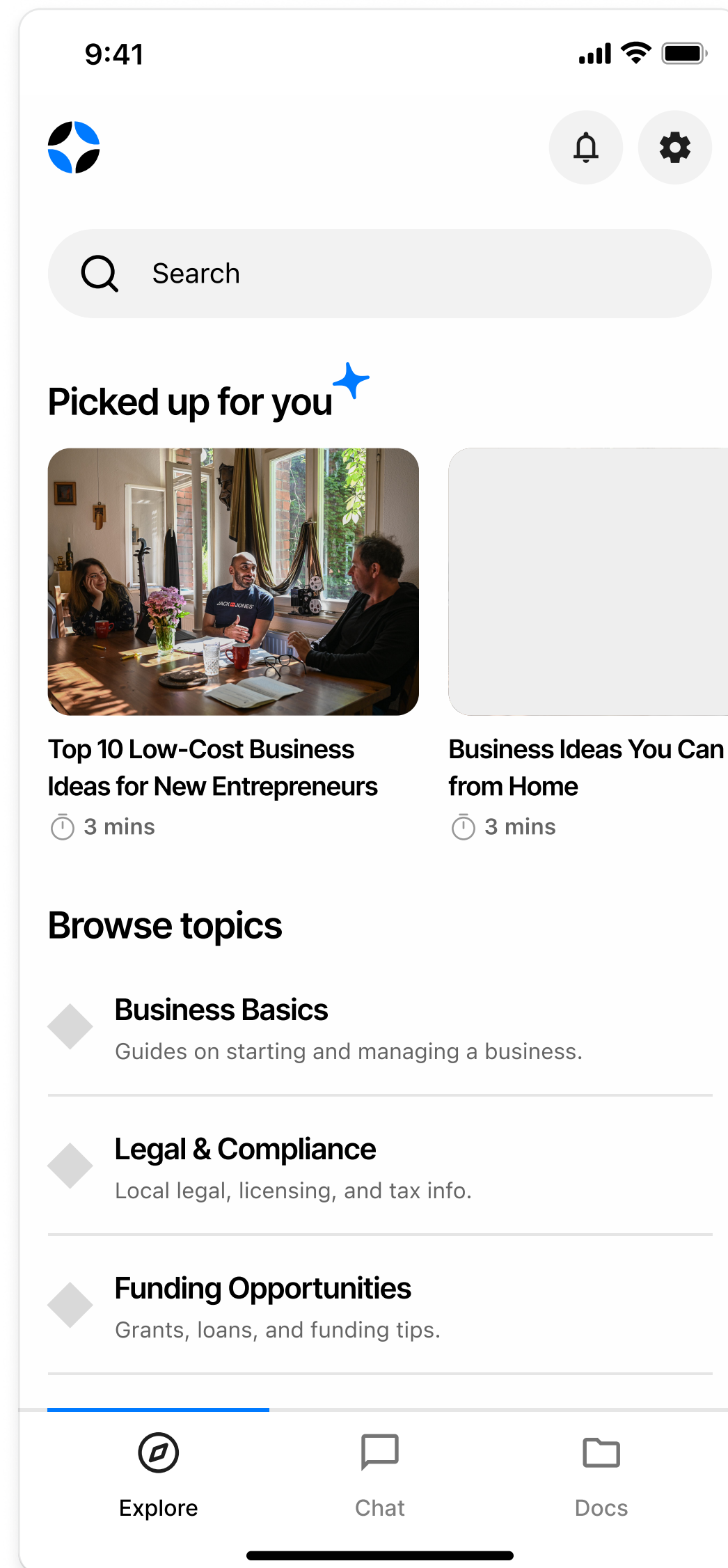
# Solution

Our solution is a mobile application designed to empower refugee and migrant entrepreneurs by addressing their unique needs. This app will guide users through the process of starting a business, offering tools to understand, organize, and process essential documents, access vital resources, and connect with support networks.









# Potential of the Project

Beyond supporting individual users, this app has the potential to serve as a bridge between migrant entrepreneurs and host economies across Europe. After validating our model in Germany, we plan to scale to other European countries, creating localized resources and support systems. Ultimately, our vision is to build a platform that facilitates the integration of migrant entrepreneurs across Europe, fostering economic independence and growth for individuals and communities alike.

# Monetization

Our monetization strategy includes a subscription model for premium features like document storage, categorization, and advanced AI support. A 30-day free trial allows users to explore these features and experience the app's value in managing their business documents and resources.

In the first years of project implementation, we plan to attract financing from various investment funds. we are considering the possibility of financing both from Ukrainian sources, for example: Ukrainian Startup Fund, Startera. We also want to attract funding from the EU, it can be AMIF - Asylum, Migration and Integration Fund of the European Union, Bundesagentur für Arbeit, Finanzierung Berlin, as well as regional funding programs in Germany.



## Financial Plan

Title of the article	1 month	2 month	3 month	4 month	5 month	6 month	7 month	8 month	9 month	10 month	11 month	12 month	1 year	2 year	3 year	4 year	5 year
Users (amount)	0,00	20,00	50,00	150,00	500,00	1200,00	2600,00	4400,00	6300,00	8000,00	15000,00	33000,00	33000,00	70000,00	200000,00	350000,00	1200000,00
Average subscription cost	225,00	225,00	225,00	225,00	225,00	225,00	225,00	225,00	225,00	225,00	225,00	225,00	225,00	450,00	550,00	700,00	1100,00
Subscription revenue	0,00	100,00	250,00	750,00	2500,00	6000,00	13000,00	22000,00	31500,00	40000,00	75000,00	165000,00	165000,00	700000,00	2444444,44	5444444,44	29333333,33
Hosting	0,89	0,89	0,89	0,89	0,89	0,89	0,89	0,89	0,89	0,89	0,89	0,89	0,89	1,67	1,67	1,67	1,67
A tool for creating a mobile app	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	28,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Number of pages processed	300,00	500,00	750,00	1950,00	6200,00	13200,00	27100,00	40100,00	50600,00	57100,00	145100,00	345100,00	688000,00	720000,00	2300000,00	3250000,00	14500000,00
Cloud Vision	420,00	700,00	1050,00	2730,00	8680,00	18480,00	37940,00	56140,00	70840,00	79940,00	203140,00	483140,00	963200,00	1008000,00	3220000,00	4550000,00	20300000,00
Open AI	4,34	4,43	2,56	3,11	5,04	8,23	14,55	20,47	25,25	28,20	68,24	159,24	343,66	329,82	1048,72	1480,97	6599,72
Google Translate	22,40	37,33	56,00	145,60	462,93	985,60	2023,47	2994,13	3778,13	4263,47	10834,13	25767,47	51370,67	53760,00	171733,33	242666,67	1082666,67
EU GDPR Representative Services	350,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	350,00	350,00	350,00	350,00	350,00
Targeted advertising	560,00	560,00	1120,00	1120,00	1120,00	1680,00	2800,00	2800,00	2800,00	2800,00	2800,00	2800,00	22960,00	0,00	0,00	0,00	0,00
Number of clicks	22,22	22,22	44,44	44,44	44,44	66,67	111,11	111,11	111,11	111,11	111,11	111,11	911,11	0,00	0,00	0,00	0,00
Advertising budget	0,00	0,00	0,00	888,89	888,89	888,89	888,89	888,89	888,89	888,89	888,89	888,89	8000,00	16000,00	19333,33	20000,00	311111,11
Machine Learning Expert	1333,33	1333,33	1333,33	1333,33	1333,33	1333,33	0,00	0,00	0,00	0,00	0,00	0,00	2222,22	2222,22	2222,22	2222,22	2222,22
Lawyer	5000,00	5000,00	5000,00	5000,00	5000,00	5000,00	0,00	0,00	0,00	0,00	0,00	0,00	2222,22	2222,22	2222,22	2222,22	2222,22
Accountant	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	26666,67	26666,67	26666,67	26666,67	26666,67
Security Specialist	1777,78	1777,78	1777,78	1777,78	1777,78	1777,78	333,33	333,33	333,33	333,33	333,33	333,33	2222,22	2222,22	2222,22	2222,22	2222,22
Backend	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	8000,00	2222,22
Frontend	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	6666,67	2222,22
Android Mobile Developer	0,00	0,00	0,00	0,00	0,00	0,00	888,89	888,89	888,89	888,89	888,89	888,89	5333,33	5333,33	5333,33	5333,33	5333,33
iOS Mobile Developer	0,00	0,00	0,00	0,00	0,00	0,00	888,89	888,89	888,89	888,89	888,89	888,89	5333,33	5333,33	5333,33	5333,33	5333,33
UX/UI дизайнер	0,00	0,00	0,00	0,00	0,00	0,00	777,78	777,78	777,78	777,78	777,78	777,78	1333,33	1333,33	1333,33	1333,33	1333,33
UX/UI Designer	0,00	0,00	0,00	0,00	0,00	0,00	777,78	777,78	777,78	777,78	777,78	777,78	1333,33	1333,33	1333,33	1333,33	1333,33
Article	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	11111,11	11111,11	11111,11	11111,11	11111,11
Marketer	0,00	0,00	0,00	888,89	888,89	888,89	888,89	888,89	888,89	888,89	888,89	888,89	10666,67	10666,67	10666,67	10666,67	10666,67
Other	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	222,22	2666,67	4444,44	6666,67	15555,56	33333,33
All costs	9941,18	9886,21	10813,01	14360,93	20630,20	31516,05	48695,80	67872,38	83361,16	92921,45	222732,15	517756,49	1117336,33	1151330,38	3487578,17	4913165,97	21806951,39
Balance	-9941,18	-9786,21	-10563,01	-13610,93	-18130,20	-25516,05	-35695,80	-45872,38	-51861,16	-52921,45	-147732,15	-352756,49	-952336,33	-451330,38	-1043133,72	531278,47	7526381,94

Predicted level of payback (EUR)

	1 year	2 year	3 year	4 year	5 year
Income for the year	356100,00	700000	2444444	5444444	29333333
Costs per year	1130487	1151330	3487578	4913166	21806951
Balance for the year	-774387	-451330	-1043134	531278	7526382

# Innovation

Our solution is a mobile application designed to empower refugee and migrant entrepreneurs by addressing their unique needs. This app will guide users through the process of starting a business, offering tools to understand, organize, and process essential documents, access vital resources, and connect with support networks.

# Business Model Canvas

## Key Partners

- **NGOs and Integration Organizations:** Partnerships with organizations that support refugees and migrants across Europe, such as the UN Refugee Agency (UNHCR), local refugee aid groups, and community support centers.
- **Legal and Financial Consultants:** Partners providing guidance on legal and financial requirements specific to each European country.
- **Technology Providers:** OCR and AI providers for document scanning, translation, and AI-driven support.
- **Funding and Grant Institutions:** Organizations offering financial support for social enterprises, such as EU programs for migrant integration.

## Key Resources

- **Technology Infrastructure:** OCR and AI technologies for document processing and translation.
- **Content Library:** A curated collection of localized articles, templates, and guides.
- **Experienced Team:** Experts in legal, financial, and business support, as well as developers and content creators.
- **Funding:** Grants, partnerships, and potential social impact investors.

## Customer Relationships

- **Real-Time Chat Support:** Interactive assistance for legal, financial, and business-related questions.
- **Learning and Development:** Personalized content recommendations based on user profiles, ensuring relevant guidance for each stage of their journey.
- **Community Engagement:** Connections with mentors and opportunities to join business networks.

## Key Activities

- **Development and Maintenance of the Mobile App:** Continuous development to ensure a seamless user experience, with updates for local regulations in various European countries.
- **Content Creation and Curation:** Producing and curating articles, guides, and templates specific to business and legal requirements across different European regions.
- **Establishing and Expanding Partnerships:** Building relationships with NGOs, local business networks, and other support organizations.
- **Customer Support and Chat Assistance:** Providing timely, real-time assistance for users, especially on legal and financial topics.
- **Localization and Scalability:** Adapting the app's content and functionality to meet the needs of migrant entrepreneurs in different countries.

## Value Proposition

- **Comprehensive Business Support for Migrant Entrepreneurs:** A one-stop platform with tools for understanding, organizing, and processing essential documents.
- **Localized Guidance for Integration:** Tailored resources and real-time support that address specific legal, financial, and cultural barriers in each country.
- **Empowering Economic Independence:** Helping users achieve financial stability through entrepreneurship, contributing to their host economies.
- **Scalable Platform for European Markets:** Long-term potential to scale across Europe, providing localized content for various countries.

## Channels

- **Mobile App:** Primary platform for accessing all features, including document scanning, chat support, and resources.
- **Partnerships with NGOs:** Distribution through NGOs and organizations that work with refugees, helping reach the target audience directly.
- **Social Media and Online Communities:** Promotion through channels popular with migrant communities and entrepreneurial groups.

## Customer Segments

- **Ukrainian Refugees in Germany (Initial Focus):** Refugees looking to start businesses and achieve economic integration in Germany.
- **Refugees and Migrants in Europe (Expansion):** Broader audience of migrant entrepreneurs across multiple European countries.
- **NGOs and Support Organizations:** Organizations that can use the platform to provide resources and support to their clients.

## Cost Structure

- **App Development and Maintenance:** Costs for developing and updating the app, adapting for different European countries, and ensuring seamless user experience.
- **Customer Support and Content Creation:** Costs for real-time chat assistance and regularly updated content.
- **Marketing and Partnerships:** Costs associated with promoting the app through partnerships with NGOs and online marketing.
- **Operational Costs:** Subscriptions for OCR, translation, and other technologies, along with data security and storage.

## Revenue Streams

- **Subscription Model:** Premium features for document storage, categorization, and AI-driven support, with a 30-day free trial.
- **Grants and Donations:** Support from EU initiatives, social impact funds, and private donations.
- **Partnership Programs:** Potential collaborations with NGOs and other organizations that may sponsor specific functionalities for their clients.

# Impact and scale

**Immediate Impact:** Our app empowers refugees and migrants in Germany to start businesses, navigate complex regulations, and achieve economic independence, reducing reliance on social support.

**Scalability:** While launching in Germany, our platform is built to scale, with a vision to support migrant entrepreneurs across Europe. By localizing resources and compliance information for different countries, we aim to be the go-to resource for business integration in diverse regulatory environments.

**Long-term Potential:** Beyond an app, our ambition is to develop a comprehensive platform for the integration of migrant entrepreneurs across Europe. This platform would serve as a cornerstone for economic inclusion, helping migrants build businesses, connect with local markets, and contribute to community growth continent-wide.

## Post-Hackathon Roadmap:

### Regulatory Alignment

Ensure data protection compliance and adapt content to legal needs.

### Testing and Optimization

Test with users, gather feedback, and optimize features.

### MVP Development

Build core functions, refine usability, and conduct initial testing.

### Content and AI Enhancement

Curate resources and establish basic AI for document handling and translation.

### Launch and User Outreach

Release MVP in Germany, build partnerships, and engage users.

# Meet the team



Vladyslav Kuchynskyi  
Product Design Lead



Parubets Yuliia  
Chief Financial Officer



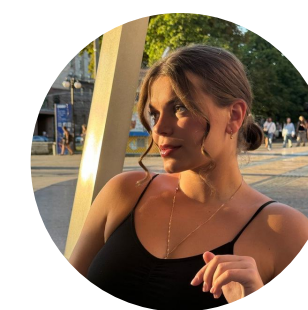
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