



COMFORTER –B GATE FOR GREEN VALLEY USING IOT/AI/RPA

CRITICAL PROCESSES & SYSTEM ARCHITECTURE DESIGN

ORIGINATOR /DESIGNER: CLOUDSOL

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Comforter Why? What? How? When? Where? Who?

C -for Cultivation

O-for Optimization

M-for Motivation Towards MSME Goals

F-for Full Lifecycle Project Management

O-for Organizational Structure

R-for Repairs and Maintenance

T- for Techno Functional Talent
Management

E-for Effort (Cost-Time-Quality)

R-for Rapid Implementation Methodology





Why focus on Agriculture Sector?

1. We Import Onions to meet Shortage 1 1000 MT from Egypt & Turkey
2. Indian Farmers seem to be below poverty line
3. Indian Farmers Changed their location, job to moved out from farming their land and stopped producing Agro Products
4. No Returns on Investment
5. Water, Wage and Workforce Problem
6. Uncertainties and undue Delay in PDS
7. Lack of Technical Know-How
8. Flash News “1741 Tanks in Tirunelveli Dry Despite Excess Rainfall” on “The Hindu” – Sep 30, 2018





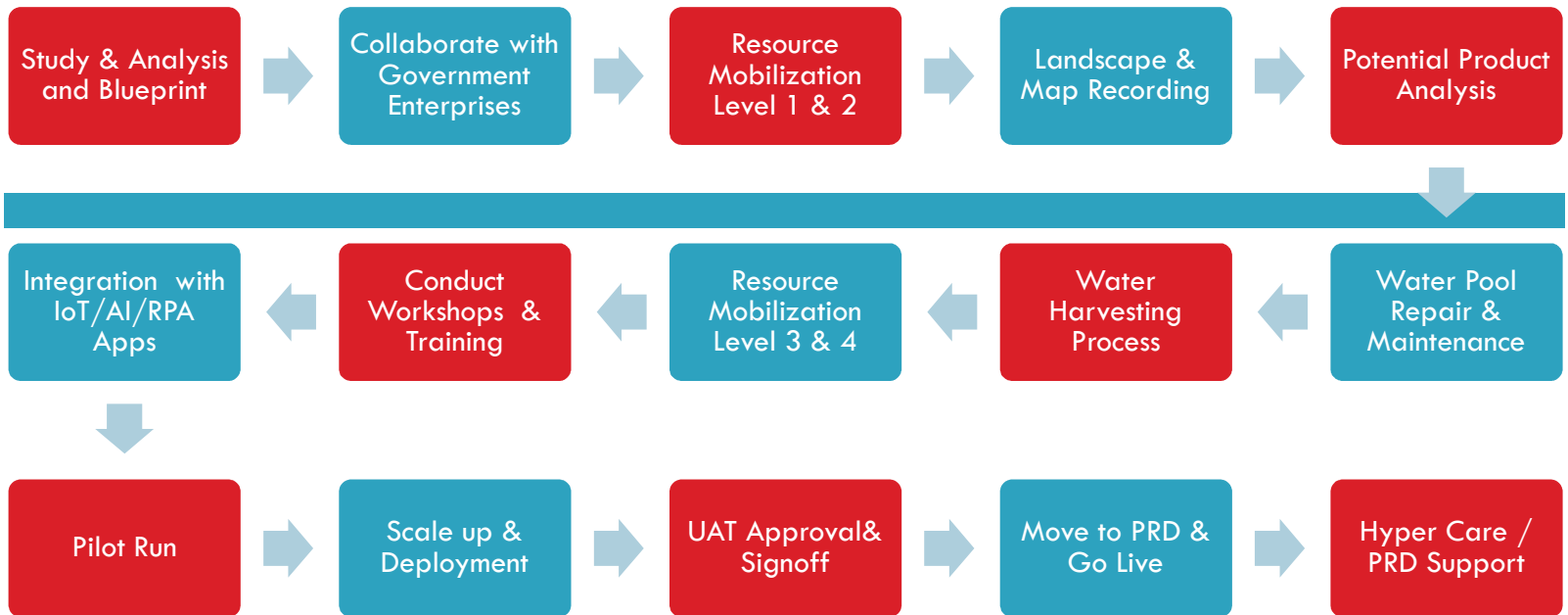
Comforter: Project Scope

Source: GOI Industrial Policy & Promotion



GOI : Focus Area sync with Project Scope

- Agriculture & Allied Activities
- Design & Deliver Sea Food Processing Industry Best Practices Document to meet Global Customers' Expectations and Conduct Workshops
- Develop SME Credit Risk Database & Credit Rating
- Setup CoE in IoT/AI/RPA
- Work as a Catalyst for GOI, to enhance India GDP using Emerging Technologies: IoT/AI/RPA



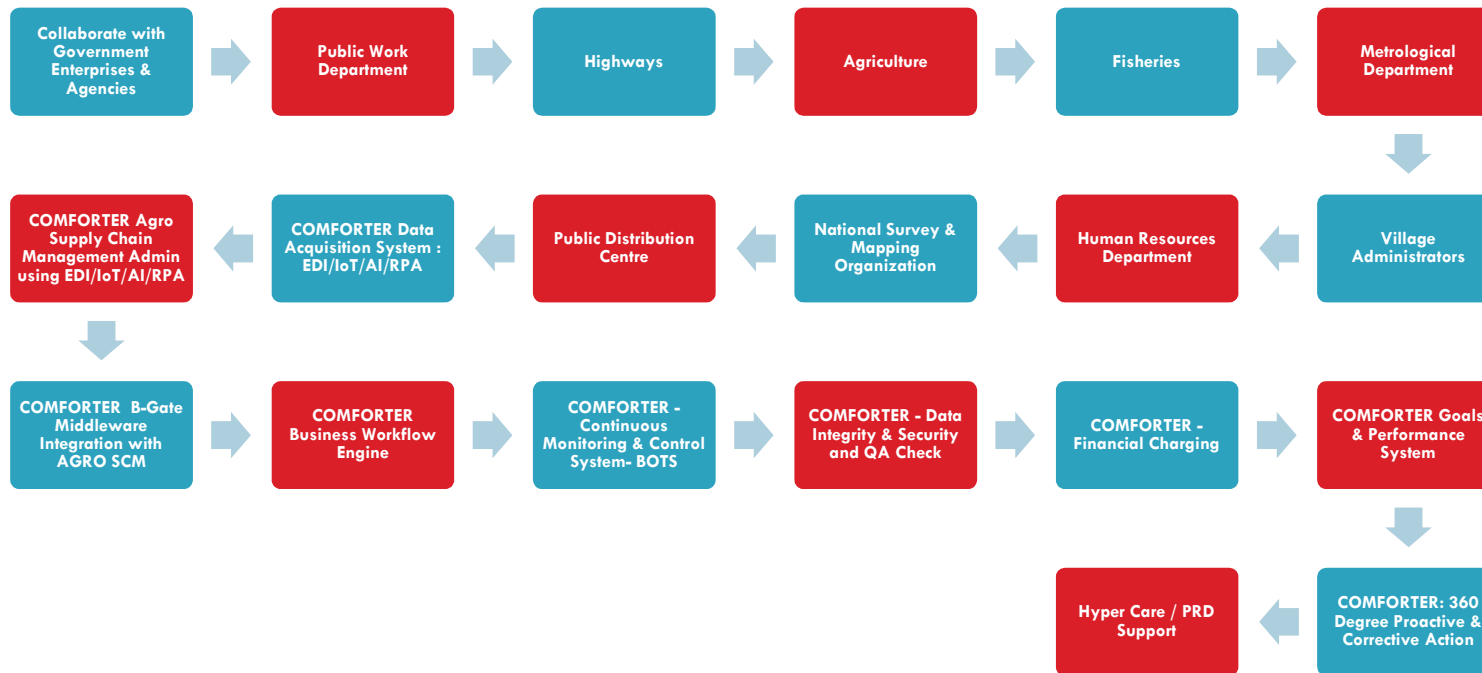
Comforter Project Full Lifecycle Implementation Process

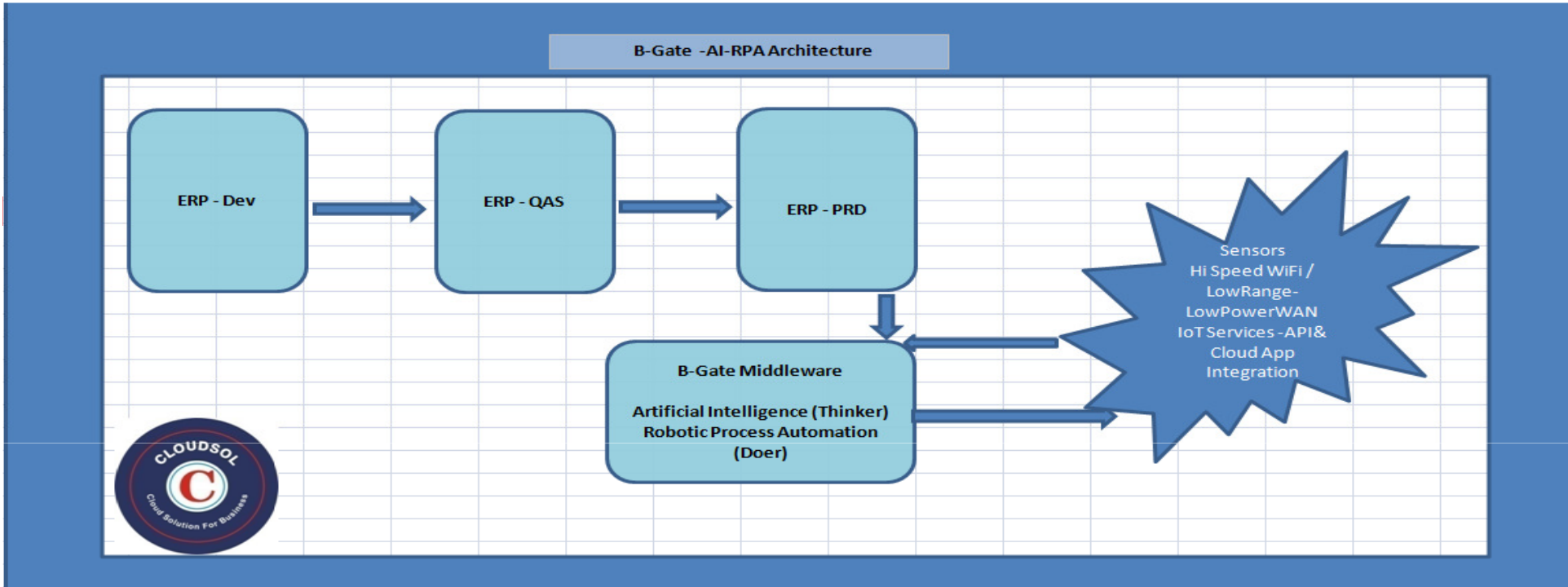
Long Term Business Benefits Highlights

1. **30 States, 7 UIs, 700 Districts: Creates @ 2500 Job Offers to Talent Resources per District that builds 20 Million Billable Indian Resources**
2. **Increases India GDP to the expected level of Economists and PMO and moves towards to meet PM Modi Ji's Expectation: USD 5 Trillion Economy**



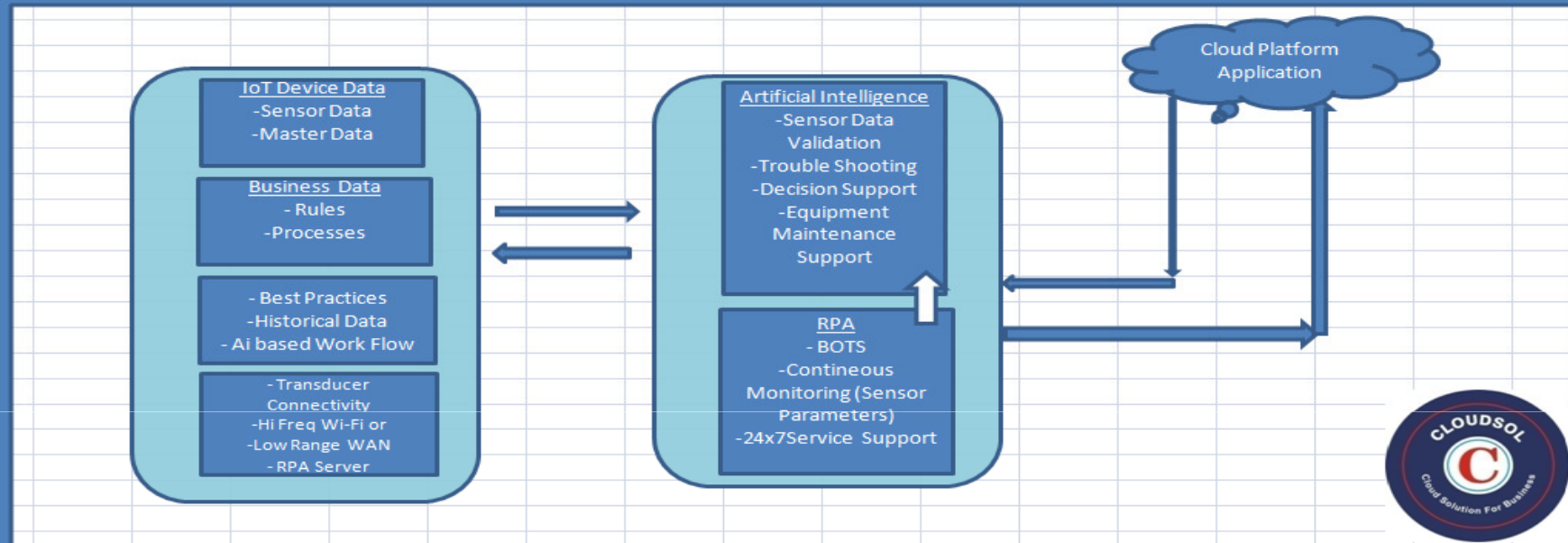
Collaboration - Customization - Communication – Continuous Monitoring & Control System





Comforter: B-Gate – Internet of Things-Artificial Intelligence –
Robotic Process Automation

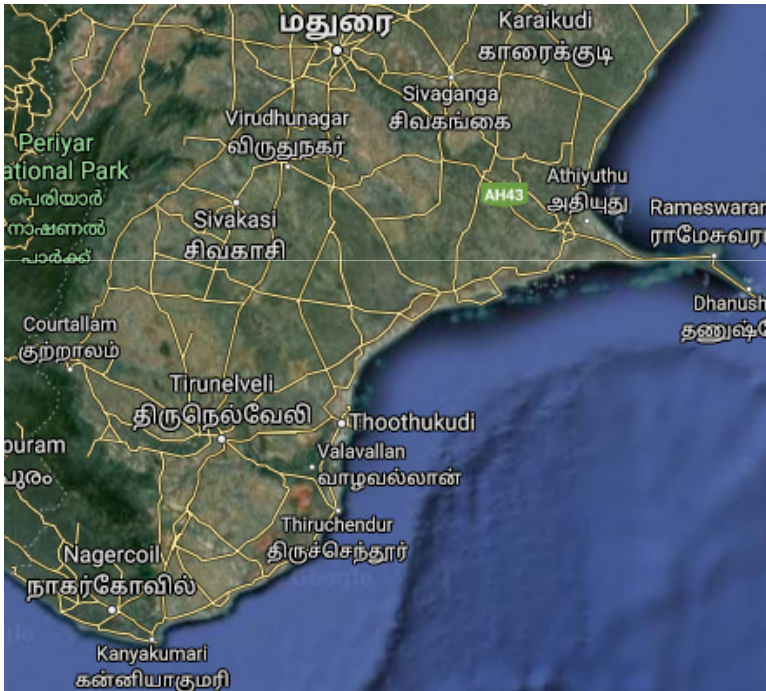
B-Gate Middleware Architecture



Comforter: B-Gate – Middleware Architecture



COMFORTER: Pilot Run Strategy: 7 Preferred Districts

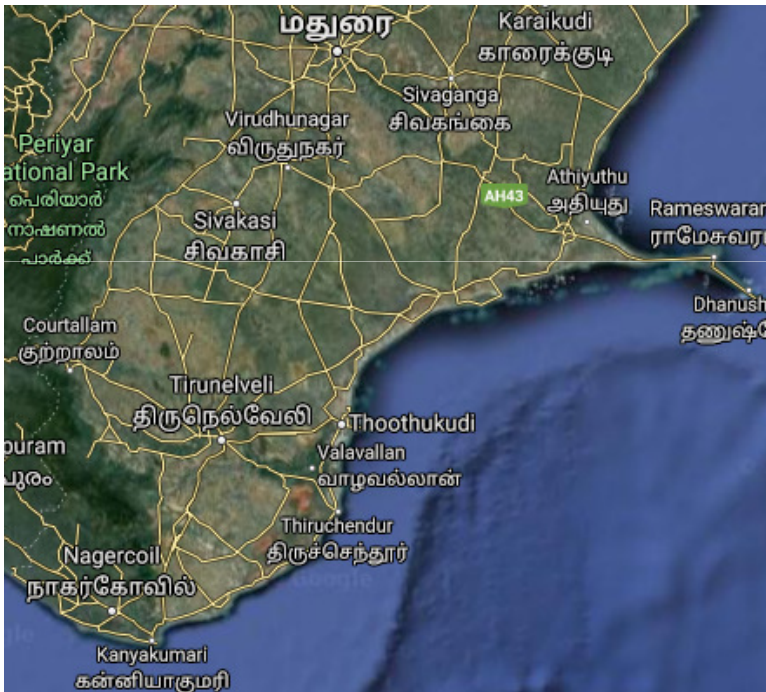


- Kanyakumari
- Tenkasi
- Tirunelveli
- Thoothukudi
- Ramanathapuram
- Virudhunagar
- Sivagangai





COMFORTER: Pilot Run Strategy: Project IT Resource Cost



- ❑ 7 Technical Consultants
- ❑ 5 Functional Consultants
- ❑ FTE Count: 12
- ❑ Duration: 9 Months
- ❑ Man-Hours : 25920
- ❑ RC INR 60,13,440



Project Team Configuration



Technical Expertise

.NET
Java
Networking
Portal Development

SAP
Oracle
Microsoft

Internet of Things
Artificial Intelligence
RPA Developers

Cloud Integration

Functional Expertise

Agronomy
Agro Marketing
Agro Industries Products
Agro Supply Chain Management

Landscape & Document Mapping
and Management
Business Process Management
ITIL Process and India GDP
System Alignment
Service Desk Services

IoT & Cloud Application
Integration
Artificial Intelligence System
Integration with Business Work
Flow Engine
Robotic Process Automation

Managerial Expertise

Building Marketing Strategy
& Global Investor
Relationship

Indian Economic Policy &
Statistical Algorithms

Implementation & Post
Implementation Support
Services

Project Management &
Profitability Framework



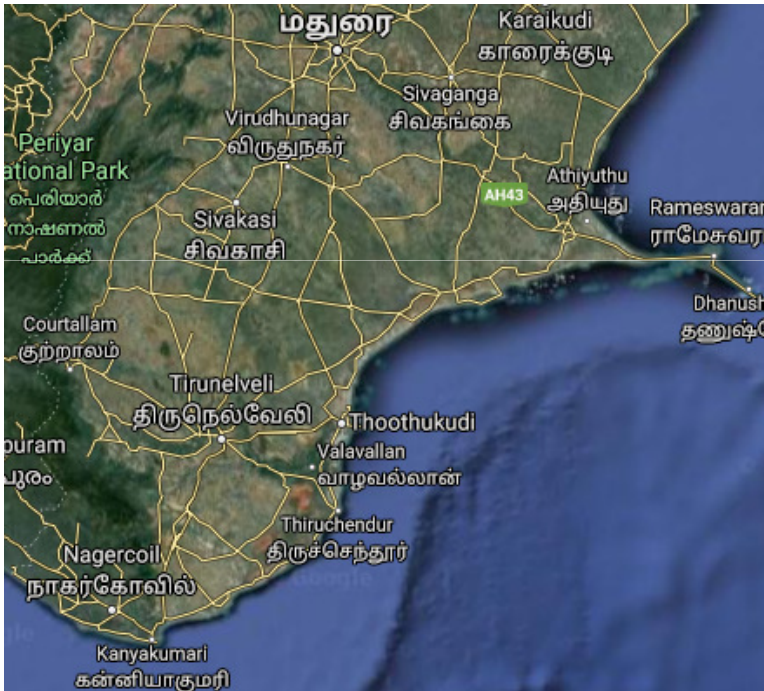
Business Incubator NEC and Cloudsol : Collaborative Responsibility Matrix



- Setup: Onsite Development Centre in NEC
- System High Availability with Static IP Remote Login Access to Dev Server
- Collaborate: with Government / Government Agencies
- Identify: The SPOC person in each district of the National Informatics Centre to gather the project related info from Government and based on our Artificial Intelligence and RPA System. Business Workflow would communicate to the SPOC Personnel to direct to the relevant role player to perform the task.
- Project Status Review Meeting on Every Friday



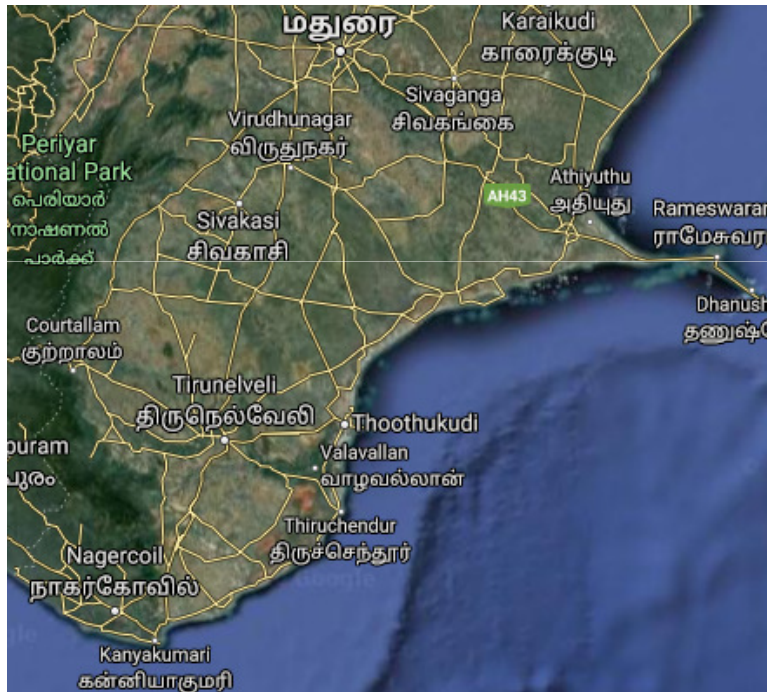
COMFORTER: SMART Farming Pilot Run Strategy: Project Cost



- ❑ Barren Land Acquisition 200 Acres (as per TN Government Norms)
- ❑ Cost of Agriculture Drones, Ground Water Detector 3D Map & Bore well Points , Submersible Pumps, Sprinklers and Drip irrigation system,
- ❑ Cost of Tractor, 100 Acres Landscape , Agro Environmental Data Capturing Tools using TNAU Portal.
- ❑ Workforce Cost, Rain/Flood water Harvesting
- ❑ Rotary Oil Extraction Machines, Cold Storage Area
- ❑ Goat Farming, Bee Hiving, Fish Ponds
- ❑ Products: Oil Seeds, Paddy, Banana, Cashew nuts, Coconut, Medicinal Plants, Horticultural Crops,
- ❑ Focusing on both Domestic and International Market
- ❑ Estimated Cost INR 3.5 Cr.



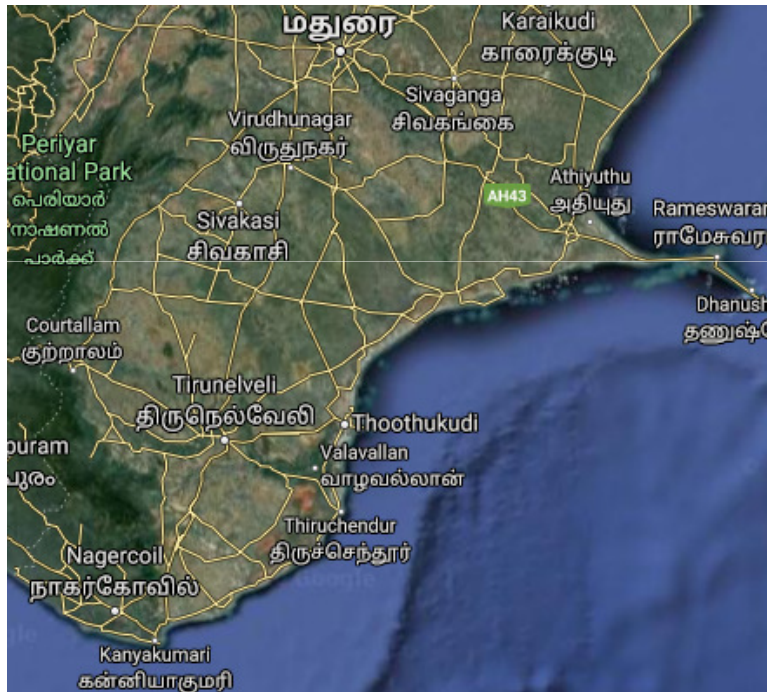
COMFORTER: Pilot Run Strategy: Project @ a Glance



- ❑ Estimated Cost: INR 3.5 Cr
- ❑ Estimated Revenue: INR 5Cr.
- ❑ Investment Length: 5 years
- ❑ Estimated Asset at the End of 5 year INR 3.5 Cr.(Land, Building, Machinery, Plants & Digital Assets)



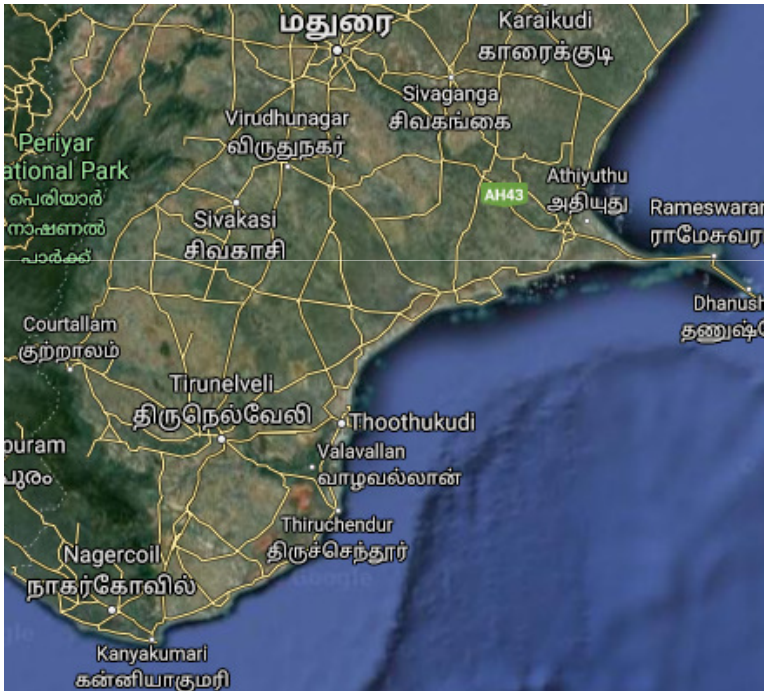
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COMFORTER: Return on Investment



- ❑ Amount Invested INR 3,50,00,000
- ❑ Amount Returned INR 5,00,00,000
- ❑ Investment Gain INR 1,50,00,000
- ❑ Investment Length 5 years
- ❑ ROI 42.86%
- ❑ Annualized ROI 7.39%



Comforter: Project Deliverables

Systems & Processes are Aligned with GOI Industrial Policy & Promotion



Pilot Run Deliverables

- Implementation of APLM Based Agro Marketing Portal for Rural Development
- Design & Deliver Sea Food Processing Industry Best Practices Document and Workshop Presentations to meet Global Customers' Expectations.
- Implementation of SME CIBIL Check & Credit Rating
- Setup CoE in IoT/AI/RPA
- Transformation of Barren Lands into Fertile Lands (Green Valley Long Term Project) Implementation System Readiness Check and Risk Mitigation Process using Artificial Intelligence & Robotic Process Automation.
- Quality Assurance Check for Targeting the Enhancement of India GDP to additional 2% of Existing India GDP as per GOI Industrial Policy & Promotion
- * Full Life Cycle Implementation of Green Valley Long Term Project Timeline and Cost Estimation would be presented later



Business Core Values

- 1. Indian Farmers will get the Noble / uninterrupted PDS**
- 2. Transforms the Barren Lands into Fertile Lands (Long Term)**
- 3. Water / Flood Harvesting Process Management & Regulated Agro Product Marketing and ct Time Frame: One year from the date of Project Kick-off Meeting**
- 4. ProjeDignified Position**
- 5. Center of Excellence (IoT/AI/RPA) Talent Management System & Placement Services**
- 6. Increases India GDP to the expected level of Economists and PMO and moves towards to meet our PM Modi Ji's Expectation: USD 5 Trillion Economy**
- 7. Well Defined Continuous Monitoring & Controlling Systems using Emerging Technologies: IoT-AI-RPA Apps to provide Countrywide 24x7 Hyper Care Support**