

Updated Commercial Plan of the Project

1. Updated Budget

Stage	Description	Amount (€)
1	System Testing	24,000
2	Patenting and Certification	36,000
3	Company relocation and registration in Greece	60,000
4	Production of 100 systems	132,000
5	Additional purchases and business trips	37,950
6	Internal purchases	30,600

2. New Work Categories

Work	Description	Cost (€)
Market analysis and trends	Study of EU market status, technological trends and competitors	18,000
Go-to-market strategy	Positioning, pricing, sales channels strategy	15,000

3. Additional Works for Market Entry

Work	Description	Cost (€)
UX/UI and SaaS design	Development of SaaS platform interface	12,000
Translations and Localization	Localization in English, German, Greek	8,000
Digital Marketing	Ads, PR, exhibitions	20,000
Legal Support	Compliance, registration, certification	10,000
Partner Collaboration	CRM setup and partner programs	7,000

4. Summary of All Expenses

Category	Amount (€)
Main budget (×3 multiplier)	320,550
Market analysis	18,000
Go-to-market strategy	15,000
UX/UI and SaaS design	12,000
Translations and Localization	8,000
Digital Marketing	20,000
Legal Support	10,000
Partner Collaboration	7,000
Total	410,550

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Marketing analysis and promotion - Yerokhin Oleksandr

The Contractor is the company Yuzhagrokhod, Ukraine