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YOUR BUSINESS SUCCESS

BestCybernetics

YBS On-line Business Planning Tool

O1/A2: YBS Wire-frame Diagrams and Technical Requirements

Elaborated by BEST CYBERNETICS
Draft v.01

WWW.YBSPROJECT.COM
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1. INTRODUCTION

1.1. YBS Solution - Purpose

Your Business Success (YBS) project aims to develop an innovative approach to enable the primary target group (aspiring entrepreneurs and business owner/managers of micro/family business entrepreneurs who have already started running their business but are still in the startup phase - they have already formulated their business idea and plan or new entrepreneurs without previous entrepreneurial experience and not a clear entrepreneurial profile) to prepare practical and performance-focused business plans. This will be achieved through the development of a **new digital business planning tool** and methodology supported by a new VET Project and learning resources.

The YBS digital business planning and management tool is a **web based application** linking company vision, mission and values to company objectives and strategies to plans and projects and to team member performance objectives and skills. YBS is a **process-based tool** encouraging users and team members to review and up-date their plans and performance. Users will enter their vision, objectives, plans and actions via a series of input screens which are also supported by knowledge, how-to pop-ups. The screens and data fields will be dynamic therefore subsequent sections and parts of the tool will be automatically populated.

The online business planning application YBS enables entrepreneurs and small business owners to create properly-formatted, lender-ready, executable business plans.

1.2. Scope – Features

YBS will be an online **web-based full responsive platform**, which will be accessible from any device (i.e. mobile, tablet, laptop, PC), anytime, anywhere. Nowadays, modern technologies and frameworks provide these advantages and essentially boost user's cross-platform experience.

Likewise, the platform will be determined by security procedures, **scalability** of the user's referenced roles, **multiple ways of communication** (feedback, comments, forum, in-app mails etc.), **dashboard overview** and customization, **automatic generated reports**, insights and plugin tools.

Furthermore, among individual users should be maintained several ways of connection, not only for the best fast-response, feedback and support but also to create **better social in-platform relationships** and cooperation. Based on cooperation it should be better for individual users to collect and create better content that will lead to the desired goals.

Rather than the classic dry theory concept this planning tool should be (and feel like) new approach of putting all things together thought guided setup assistance. The YBS application **utilizes "section only" editing** to provide contextual advice and examples so the user is never editing the entire document at once.

The web app shall contain few **general business plan templates** which will be at 80% equal and contain small differences based on the company idea and direction. The template shall not be chosen directly, but rather than that it shall be selected based on a few initial YES/NO questions by the app. This method will assure that the most suitable template will be chosen for the current business idea.

Right after selecting the template the user shall be able to fill out the data which should be done on chunks as well. The web app should avoid showing too much fields and options in the beginning of the business plan as it can be a stressful experience. Every field and option should have explanatory information in the form of tooltip or popup box.

Main features of this planning tool and its templates should not be only creating a general plan of actions (business plan), but also creating a **personal plan of actions (project management) by adding members list** (names only) and **their roles**.

Each plan of actions should be **PDF downloadable** and **suitable for printing**. Optional due dates for each plan and activity should be also available.

Notification system should track these dates and issue internal reminders when something is about to due. **Email notifications** should be also issued based on the entrepreneur's profile settings – daily, weekly, monthly, off. In addition to that an **email**

reminder should be sent every six months reminding the entrepreneur to update the business plan as it is very likely the one to be outdated.

As it is mentioned above, the YBS platform will integrate modern technologies and elements that will boost not only the workflow procedures but also the total experience of individual users. These technologies will be essentially used for the platform development and construction and the elements will be used for better graphic and overview experience. These web-based technologies and elements are mentioned below.

1.3. Web Based Technologies – Programming Environment

HTML/HTML5	CSS/CSS3	JS/jQuery	PHP 5	MySQL	Bootstrap

1.3.1. Web-based applications

A web-based application is a software that uses a website as the interface or front-end. Users can easily access the application from any computer connected to the Internet using a standard browser.

The main advantages of web-based applications are:

- **They have cost effective development**: While the user interaction with the application needs to be tested on different web browsers, the application itself needs only be developed for a single operating system.
- **They are accessible anywhere**: Unlike traditional applications, web systems are accessible anytime, anywhere and via any PC with an Internet connection.
- **They are easily customizable**: The user interface of web-based applications is easier to customize/update than is the case with desktop applications.

- **They are accessible for a range of devices**: In addition to being customizable for user groups, content can also be customized for use on any device connected to the internet. This includes the likes of PCs, mobile phones and tablets.
- **They have improved interoperability**: Because of its development, web-based architecture makes it possible to rapidly integrate systems, improving work-flow and other core processes.
- **They have easier installation and maintenance**: Once a new version or upgrade is installed on the host server all users can access it straight away and there is no need to upgrade the PC of each and every potential user.
- **They are secured**: Web-based applications are typically deployed on dedicated servers, which are monitored and maintained by experienced server administrators. This is far more effective than monitoring hundreds or even thousands of client computers as is the case with desktop applications.

1.3.2. HTML5

HTML5: The HyperText Markup Language is the best technology in order to create the best and most efficient structure for a new Page development. HTML5, furthermore, extends this benefit and provides

- new semantic elements
- new attributes of form elements (i.e. number, date, time, calendar, and rang)
- new graphic elements
- new multimedia elements
- new APIs (i.e. Geolocation, Drag and Drop, Local Storage etc.)

1.3.3. CSS3

CSS3: The Cascading Style Sheets is the main tool that describes the look and format of a page. It actually separate the essential content from its presentation look. The main properties of CSS3 are the typography, the layout (colors, background), the elements (box, lists, tables, button – sizes, borders, margins, paddings etc.)

1.3.4. JavaScript usage

JavaScript: This script language is the best development tool that controls the user interaction and experience. JavaScript also creates updates, animations, and computer-human interactions in the most dynamic way.

1.3.5. PHP

PHP are scripts that are executed on the server. With PHP it is feasible to generate dynamic page content, control database content (i.e. create, open, read, write, delete, and close files on the server), control user-access as well as to encrypt data. Also PHP

- runs on various platforms (Windows, Linux, Unix, Mac OS X, etc.)
- is compatible with almost all servers used today (Apache, IIS, etc.)
- and is free

PHP combined with MySQL are cross-platform (you can develop in Windows and serve on a Unix platform). MySQL is the de-facto standard database system for web sites with HUGE volumes of both data and end-users (like Facebook, Twitter, and Wikipedia).

1.3.6. MySQL usage

MySQL is a database system used on the web that runs on a server and it is ideal for both small and large applications. Also, it is very fast, reliable, easy to use, compiles on a number of platforms and it is free.

1.3.7. Bootstrap Framework

Bootstrap is a free front-end framework for faster and easier web development, which includes HTML and CSS based design templates for typography, forms, buttons, tables, navigation, modals, image carousels and many other, as well as optional JavaScript plugins. Bootstrap is ideal for web-based applications because

- it is easy to use with basic knowledge of HTML and CSS

- it has responsive features and it is adjustable to phones, tablets, and desktops
- maintains browser compatibility with all modern browsers (Chrome, Firefox, Microsoft Edge, Safari, and Opera)

Bootstrap maintains several of development elements that boost not only the programming efficiency but also the user experience, such as:

- Typography and Glyph icons
- Tables, lists, grid
- Buttons and alerts
- Progress Bars and Pagination
- Tabs, Navigation Bars, Dropdown menus
- Forms, Inputs, Popovers
- Search methods

Above follows an example of a Bootstrap Dashboard that integrates most the elements, which are detailed described.

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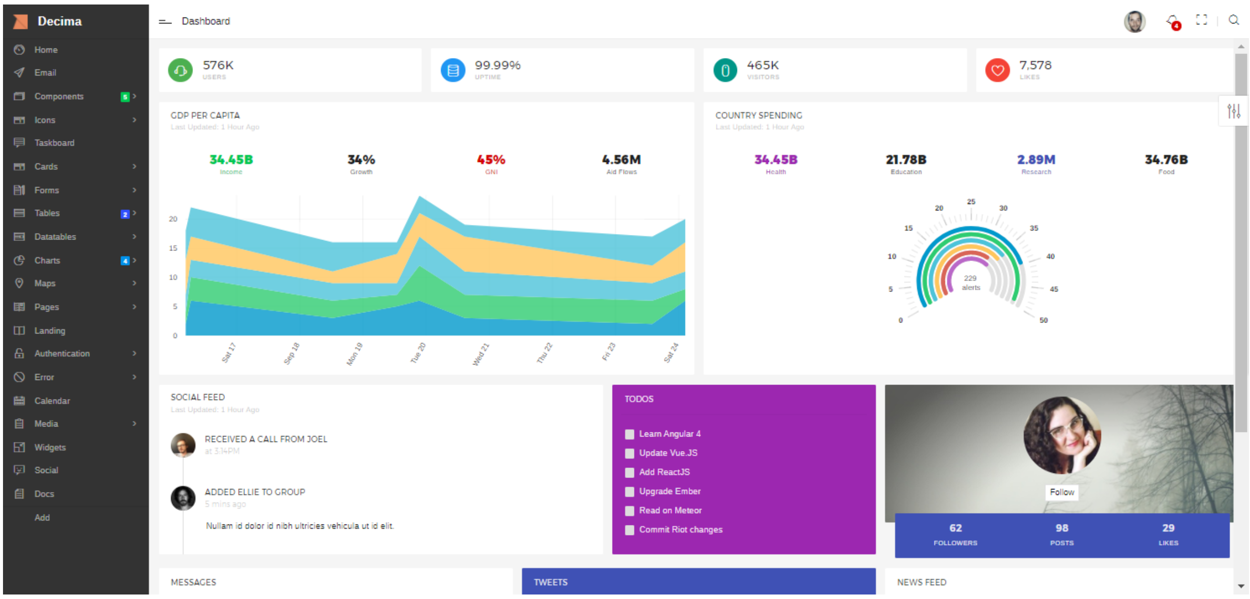
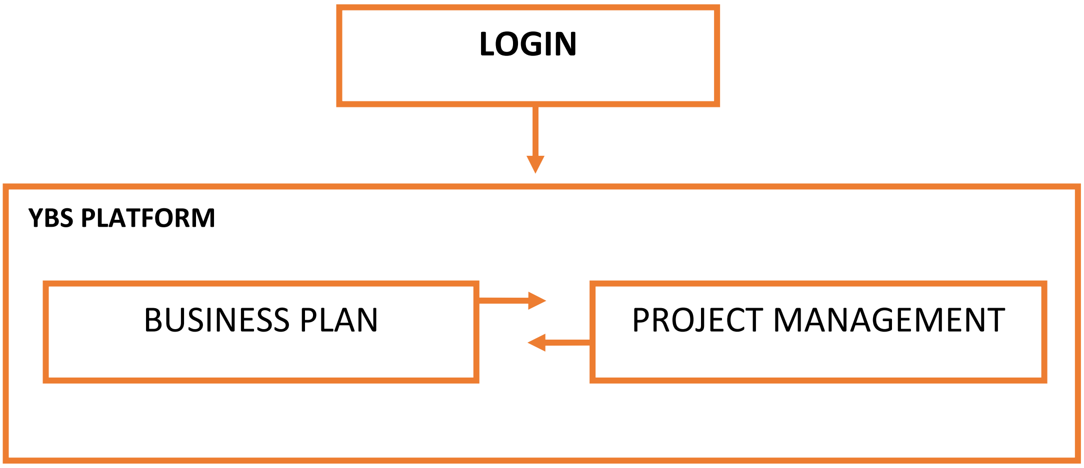


Last but not least, the platform will be able to be combined with modern online Business Plan solutions, and therefore, to extend the purpose and the business-project management outcomes of the YBS project.

2. YBS PLATFORM DEVELOPMENT & DESIGN

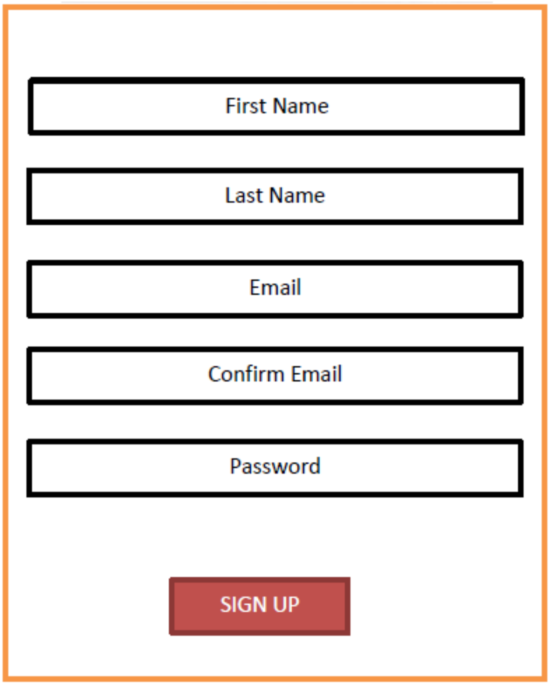
In order to understand all the inner procedures and functionalities of the business plan platform it is acquired to create a development and design framework, which will describe every possible action of each platform user. Therefore, it is essential to **introduce platform user roles and their actual platform objectives**, in principle. These user roles are described in the following sections.



2.1. MANDATORY FEATURES

2.1.1. Registration

When the user is accessing the business plan web-page, he/she is able to Register, by filling the form in, and clicking the "Sign Up" button. Then he will receive a confirmation email to the registered email he typed and redirecting to the Login-page.

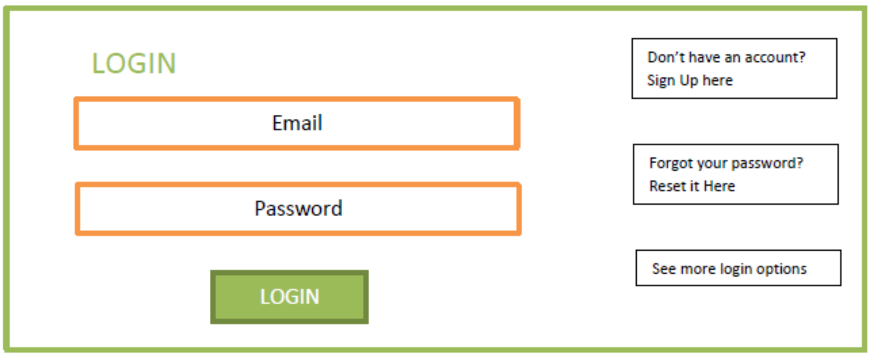


Wireframe 1 – SIGN UP feature

2.1.2. Login

The user enters the login page of the system. After filling the *Email & Password fields*, the user hits the Log In button. If the credentials are correctly filled, the user enters the **Dashboard Panel**. Otherwise, the user receives an error message. Additional features are:

- If you **FORGOT YOUR PASSWORD**, click the "**RESET IT HERE**" link.
- If you are not registered yet, click the "**SIGN UP HERE**".
- For more info about login, click the "**SEE MORE LOGIN OPTIONS**" choice.



Wireframe 2 – LOGIN feature

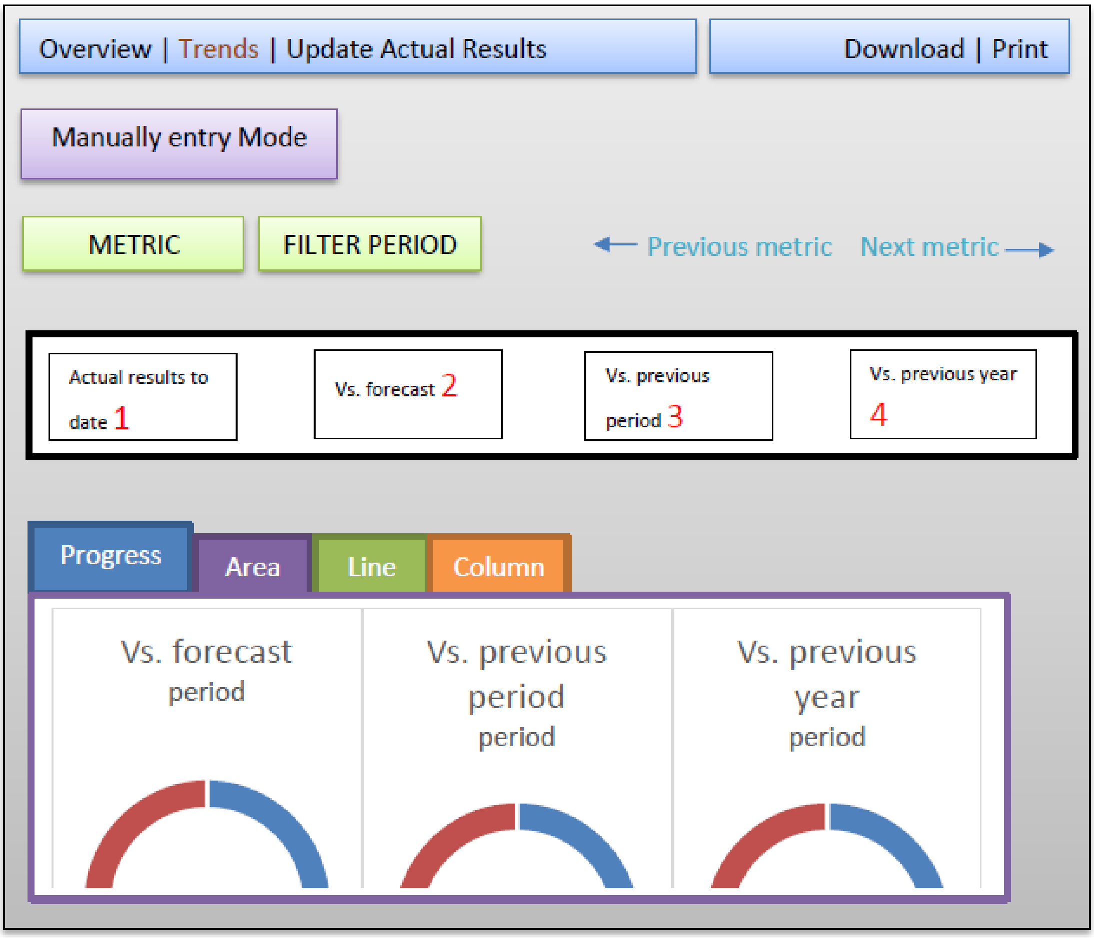
2.1.3. Dashboard Panel

After Login, the User redirects to the main Dashboard web-page. In this page there are several of options and interactions. For example, the user is able to check several insights over different sections :

Wireframe 3 – DASHBOARD PANEL example

When the user mouse over the sections, a button "**CLICK FOR DETAILS**" will be appeared. If he clicks it then he will be redirected to the corresponding page.

When the button "Click for details" is triggered then it will redirect the user to the next dashboard's tab "**TRENDS**" of the section he clicked.



Wireframe 4 – DASHBOARD PANEL example

2.1.4. Calendar

An agenda system where is visible to users assigned to a project task and when they click to an assigned task, can leave questions or attachments and view more details.

A calendar task consists of:

- Title
- Description
- Members
    - Assignee
    - Accountable
- Estimates and Time
    - Estimated Time
    - Spent Time
    - Remaining Time
- Details
    - Date
    - Progress
    - Category
    - Version
    - Priority
- Costs
    - Overall Costs
    - Labor Costs
    - Unit Costs
    - Spent Units
    - Budget
- Files
- Communication Panel
    - Activity
    - Relations
    - Watchers

Title: The name of the task

Description: A short explanation what is it about and what has to be done

Assignee: To who the task is assigned

Accountable: Who is responsible for the supervision

Estimated Time: The deadline of task

Spent Time: How many hour have been spent

Remaining Time: How much time yet to complete

Date: When the task started and finishes

Progress: The completed percentage

Category: Category where it belongs

Version:

Priority: How important is for the company

2.1.5. Help Platform (System)

Depending on the user, he is able to **view/download useful tutorial files** and watch **videos** for FAQs. The option will be held on the top menu and by clicking on it, a window with specific texts that will be organized by categories and be shown in order the user to select them. In addition, a search bar will be placed at right where the user can type a keyword and find topics that is of interest.

2.1.6. Communication Platform (System)

Depending on the user, in his communication panel, is able to select, via a dropdown menu or list, and **communicate** with other users. The connection can be shown to the relationship diagram. The way that they can interact is Instant Messaging, Emails and through the Calendar.

- **Instant Messaging: A chat live platform**, where a label exists for the incoming messages, a text area for the composition of the message, a button attachment for uploading files and a button "SEND" for the sending of the message.
- **Email:** A contact form with input and text area fields, attachment option and a button "SEND".

2.2. PLATFORM ENTITIES

2.2.1. Business Entity

BUSINESS	• Id (auto number) • Business-title (char) • Task-id (number) • File-id (number) • Comment-text (text)
PROJECT	• ID (auto number)

	• Project-title (char) • Project-aim (text) • Project-long-description (long text) • Project-Action-plan (text) • Project-References (text) • Project-Certification (file)
TASK	• ID (auto number) • Task-title (char) • Task-aim (text) • Task-long-description (long text) • Task-References (text)
FILE	• File-id (auto number) • File-name (char) • File-format (char) • File-size (number) • File-url (char) • File-date-uploaded (date)
EVENT	• ID (auto number) • TypeOf (options: Feedback, Notification) • DateOf (date) • From (char) • To (char)
FEEDBACK	• ID (auto number) • TypeOF (options: Project, Task) • DescriptionOf (long-text) • RateOf (options: 1-5)
NOTIFICATION	• ID (auto number) • TypeOf (options: Project, Task,Enrollment) • DateOf (date) • Comment (text)

2.2.2. Project Staff Entities

Entity	Fields
USER ACCOUNT	• ID (auto number) • Username (char) • Password (char) • TypeOfUser(options: Entrepreneur, Employee, Individual Employee, Senior Official)
EMPLOYEE	• User-ID (number) • Fullname (char) • Email (char) • Address (char) • Telephone (number) • DateOfBirth (char) • Organization name (char) • NameOfHead (char) • EmailOfHead (char) • TelephoneOfHead (char) • Position (char) • BusinessID (number)
INDIVIDUAL EMPLOYEE	• User-ID (number) • Fullname (char) • Email (char) • Address (char) • Telephone (number) • DateOfBirth (char) • Organization name (char) • NameOfHead (char) • EmailOfHead (char)

	• TelephoneOfHead (char) • Position (char) • BusinessID (number)
SENIOR OFFICIAL	• User-ID (number) • Fullname (char) • Email (char) • Address (char) • Telephone (number) • DateOfBirth (char) • Organization name (char) • NameOfHead (char) • EmailOfHead (char) • TelephoneOfHead (char) • Position (char) • BusinessID (number)
ENTREPRENEUR	• User-ID (number) • Fullname (char) • Email (char) • Address (char) • Telephone (number) • DateOfBirth (char) • Organization name (char) • NameOfHead (char) • EmailOfHead (char) • TelephoneOfHead (char) • Position (char) • BusinessID (number)

- **EMPLOYEE:** each object (1 or many) of this user role represents the user, who belongs to a business or are qualified for them, finally.

- **INDIVIDUAL EMPLOYEE:** each object (1 or many) of this user role represents the employees, who are freelancer and are invited by entrepreneurs to work for them.
- **SENIOR OFFICIAL (HIGHER EMPLOYEE):** each object (1 or many) of this user role represents the user, who works for the company and his position to it is higher than of an typical employee.
- **ENTREPRENEURS:** each object (1 or many) of this user role represents the user, who owns and manages the whole Business.
- **LOCAL ADMIN:** each object (1 or many) of this user role represents the insight experts of each country who overview the essential procedures between entrepreneurs and workers of the business plan platform and import/register/remove entrepreneurs.
- **SUPER ADMIN:** this user role will represent the unique platform technical administrator, who will be responsible for the consistency and the maintenance of the platform.

After demonstrating business plan different user roles, a detailed presentation of each user role actions and functions is followed in the next sections.

2.2.3. Financial Entities

- Revenue Stream
- Direct Costs
- Personnel
- Expenses
- Assets
- Taxes
- Dividends
- Cash Flow Assumptions
- Financing

Actual breakdowns of “Revenue” and “Expenses & Cost”.

“Expenses & Cost” includes:

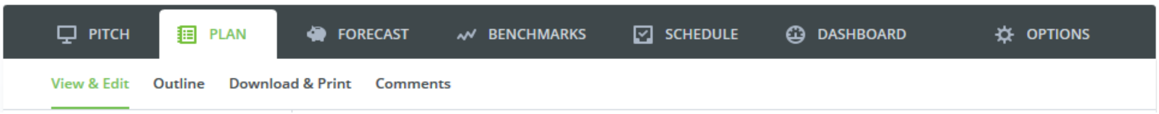
- Direct Cost – (and Direct Salaries & Wages, Direct Employee-Related Expenses)
- Expense
- Amortization of other current assets
    - Cash on Hand – (actual cash balance)
    - Accounts Receivable – (the total amount of outstanding invoices that your customers owe you.)
    - Inventory – (actual inventory balance)
    - Other Current Assets
    - Long Term Assets – (the original purchase price, not the remaining value of those assets after depreciation)
    - Accumulated Depreciation – (the accumulated amount of the depreciation on your long-term assets)
- Depreciation of Amortization – (amount of the depreciation and/or amortization that you recognized on your long-term assets)
- Income Taxes – (actual amount of income tax liability that you accrued and/or paid)
- Interest Incurred – (actual amount of interest you paid on loans or other financing)
- Salaries & Wages (Excluding Direct) – (payroll of your employees – not include taxes or benefits)
- Employee-Related Expenses (Excluding Direct) – (payroll taxes, benefits an other non-payroll expenses of your regular employees. Excluding any direct labor whose pay is direct cost of delivering your good and services)

2.3. BUSINESS PLAN MODULE

The entrepreneur should have a fast way to define and share the vision for his business. In just a few minutes, he should be able to create an impressive overview of his business that he can share with potential investors and team members.

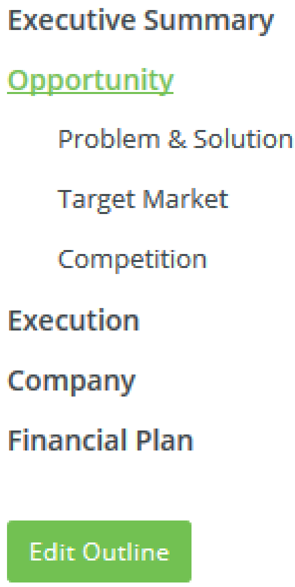
2.3.1. Preparing the Plan

The PLAN TAB is where the entrepreneur will write and edit the text of his business plan. When the user creates a company, the plan will be set up with a complete default outline of chapters, sections, and topics (plus tables and charts). The user can either begin adding writing to the sections of that outline, or he can **customize** the outline to meet the needs of his unique business.



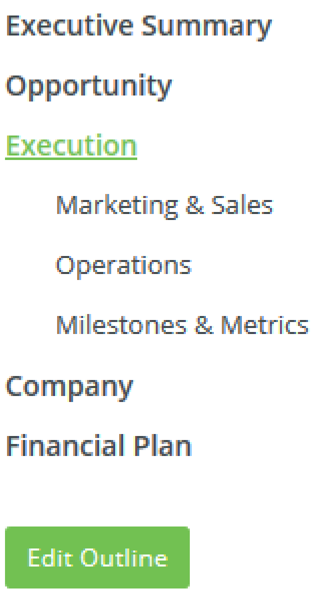
Wireframe 5 – PLAN TAB

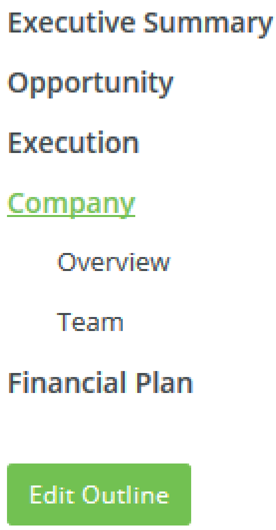
DEFAULT OUTLINE



Wireframe 6 – PLAN Default Outline – Executive Summary

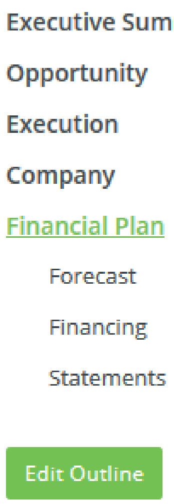
Wireframe 7 – PLAN Default Outline – Opportunity





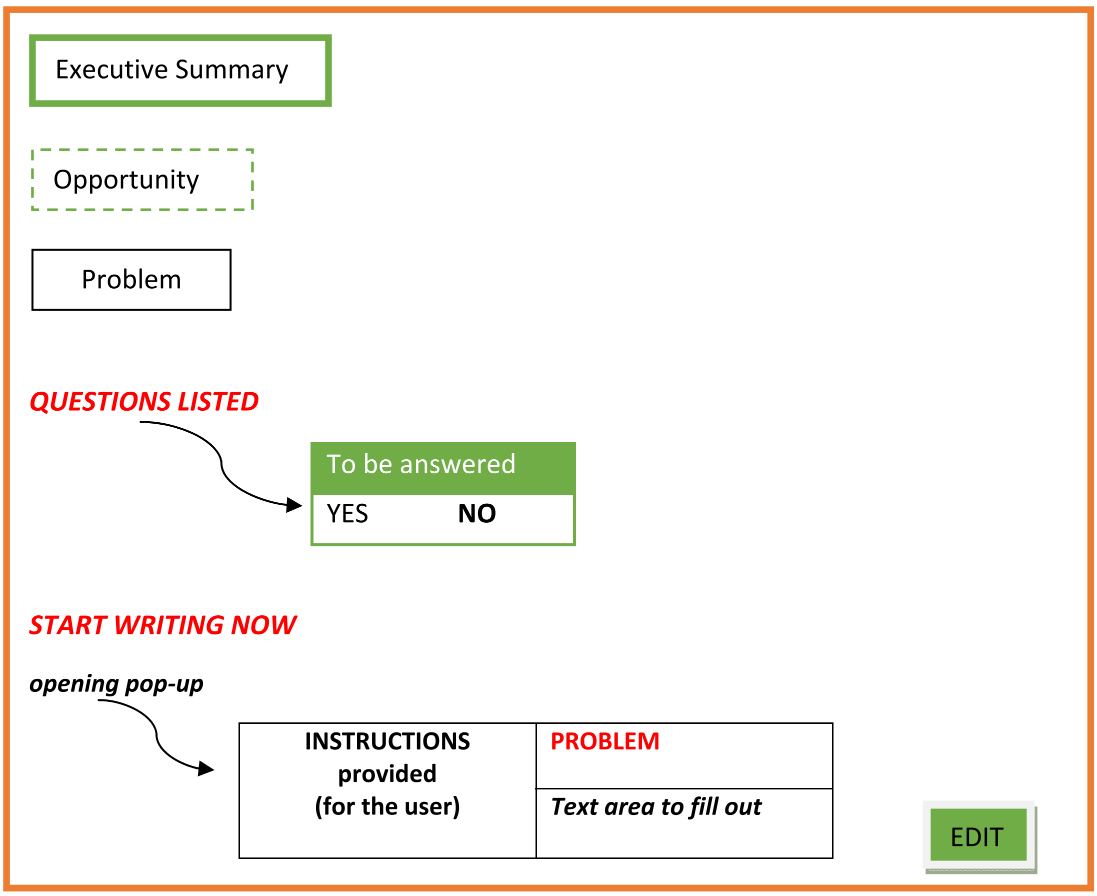
Wireframe 8 – PLAN Default Outline – Execution

Wireframe 9 – PLAN Default Outline – Company



Wireframe 10 – PLAN Default Outline – Financial Plan

DEFAULT INNER **EDIT OUTLINE** (***example of the field PROBLEM***)



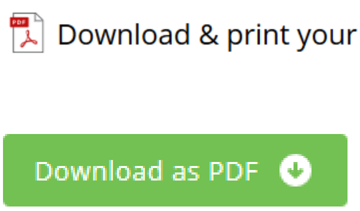
Wireframe 11 – PLAN Inner Edit Outline – Example – Executive Summary

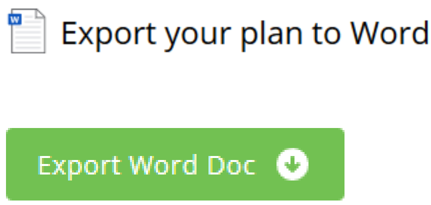
The user will be able to:

- ADD
- REMOVE
- REARRANGE

Chapters and sections by **DRAG-DROP functionality**. To reorganize items, he drags them anywhere he wants in the outline.

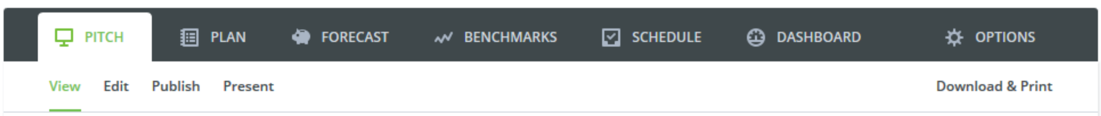
DOWNLOAD & PRINT functionality





2.3.2. Preparing a Pitch

The entrepreneur should have a tool for perfectioning his business strategy and achieving his goals. A pitch is a quick, one page picture of his business idea, also a quick way to define and share the vision of his business. The **PITCH TAB** focuses on documenting the core problems the business will solve, and what those solutions will look like.



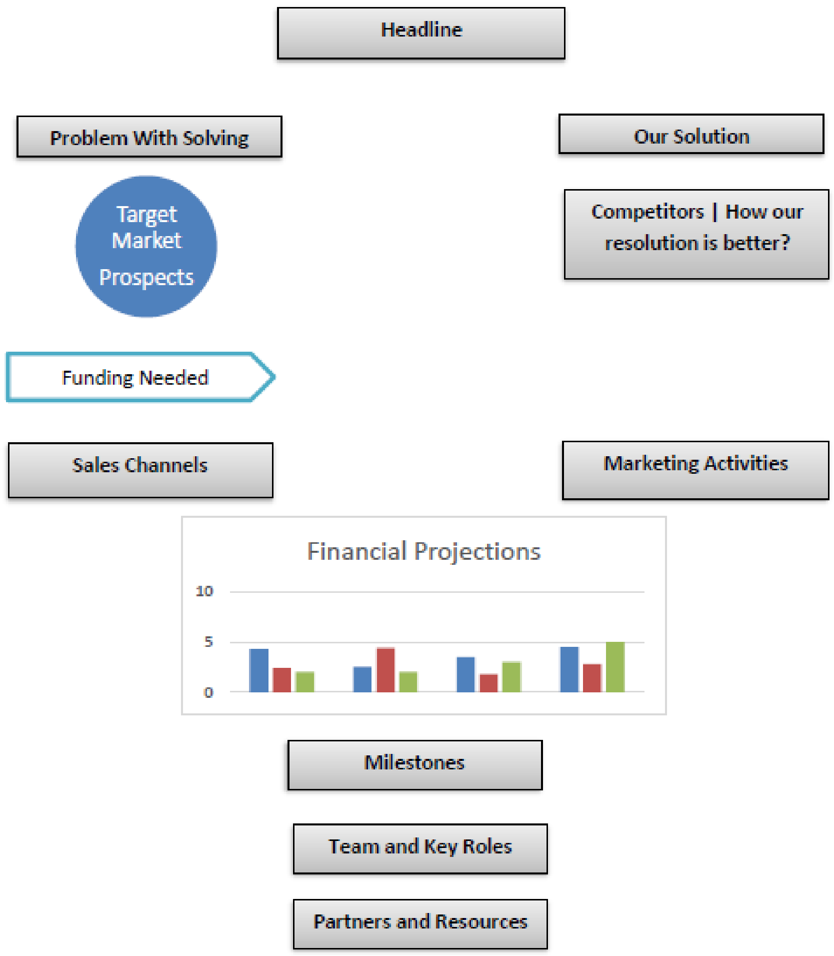
Wireframe 12 – PITCH Tab

Main functionalities under the **PITCH TAB**:

- Company name and logo
- Headline
- Problem worth solving

- Our solution
- Target market
- Competitive landscape
- Funding needs
- Sales channels
- Marketing activities
- Forecast
- Milestones
- Team and key roles
- Partners and resources

The user moves his mouse over the section and clicks to describe it.

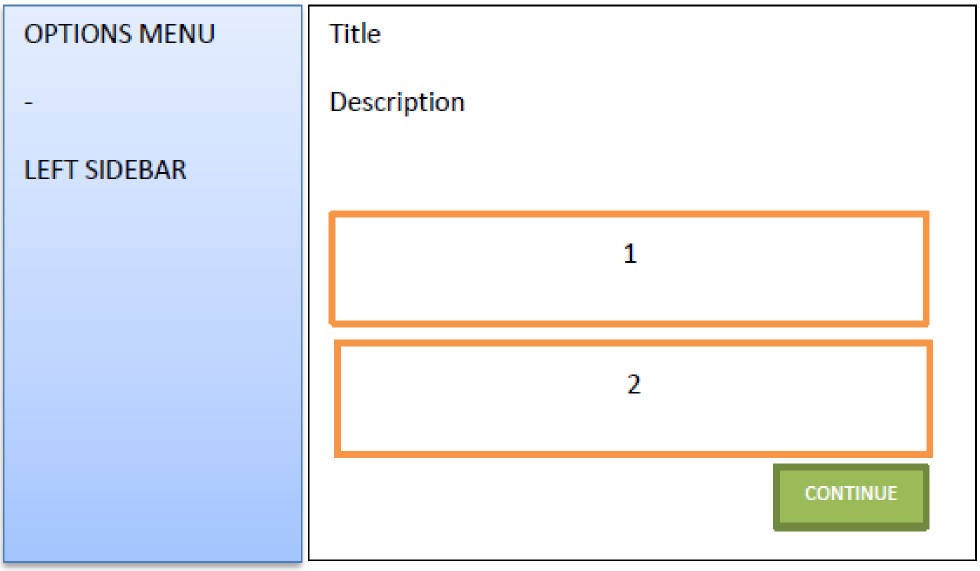


Wireframe 13 – PITCH Tab EDITING elements

In left sidebar the user has all the options. He clicks them to edit them. Each option list, has its own data inputs in the main window.

Every option in the PITCH EDIT menu, follows this structure:

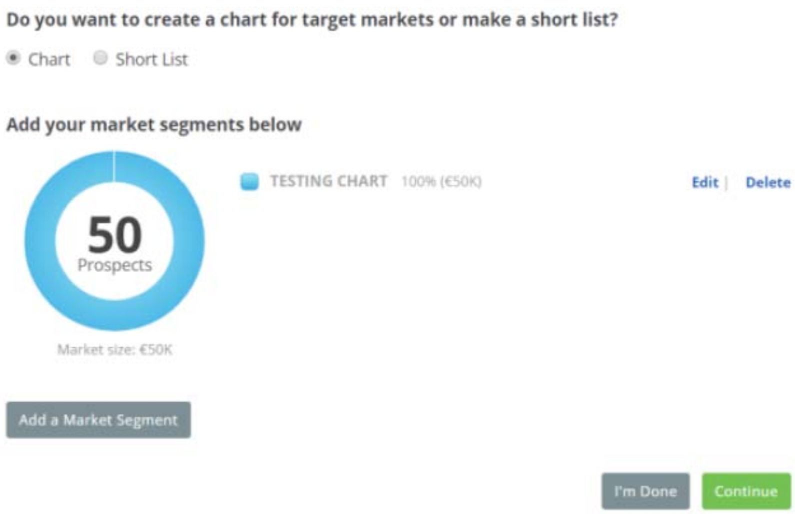
- Title: The title of each option
- Description: A description of what has to be written



Wireframe 14 – PITCH Tab EDITING element

In all sections of the PITCH TAB the user has always two radio buttons available for choosing either to write a description or a short list.

Example: In the TARGET MARKET section of the Pitch the user can present the target market either as a chart or a short list.



Wireframe 15 – Target Market element

The enviroment of **FORECAST** will contain a MENU, a BACK BUTTON, GRAPHIC CHARTS and RESULTS.

The menu will be included by:

1. Revenue Stream
2. Direct Costs
3. Personnel
4. Expenses
5. Assets
6. Taxes
7. Dividends
8. Cash Flow Assumptions
9. Financing

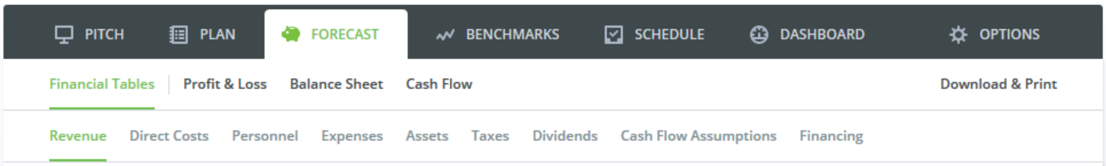
At the beginning there will be no any charts so the user will have to add them via their wizards.

Once the user has filled out the Pitch page, he can download a copy as a PDF document to share with others. The resulting PDF will contain either one or two pages, depending on the number of sections he has decided to include in the pitch.

He can also publish the pitch as a secret web page and export it as a PowerPoint slide deck.

2.3.3. Preparing Forecast

In the FORECAST TAB the user may enter how much revenue and cost his business will generate in the coming years.



Wireframe 16 – Forecast Tab

By clicking on the **FORECAST TAB**, then on the topic Revenue and by selecting the *Add Revenue Stream* button, the user is able to add a unit sales revenue stream.

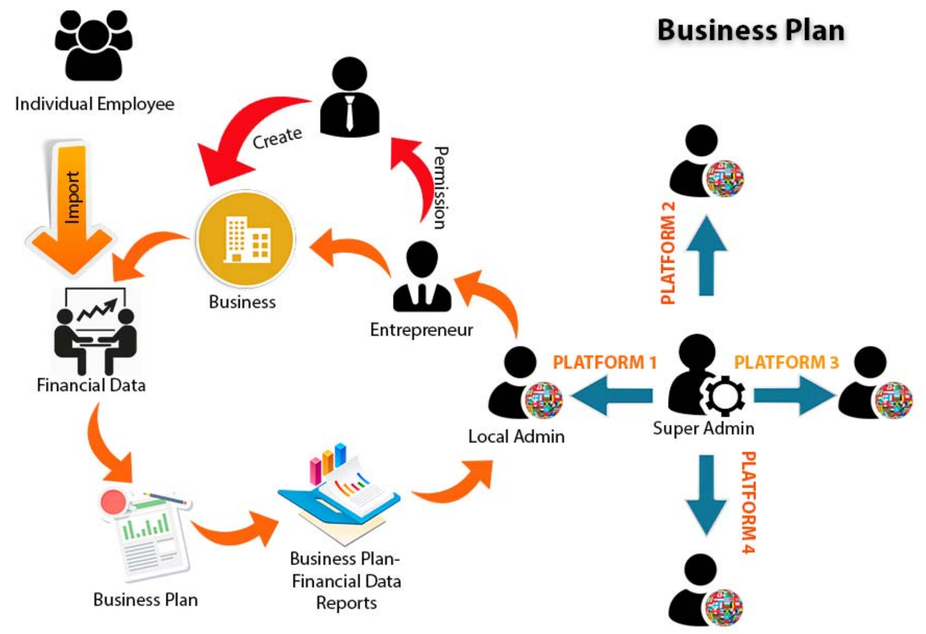
Example

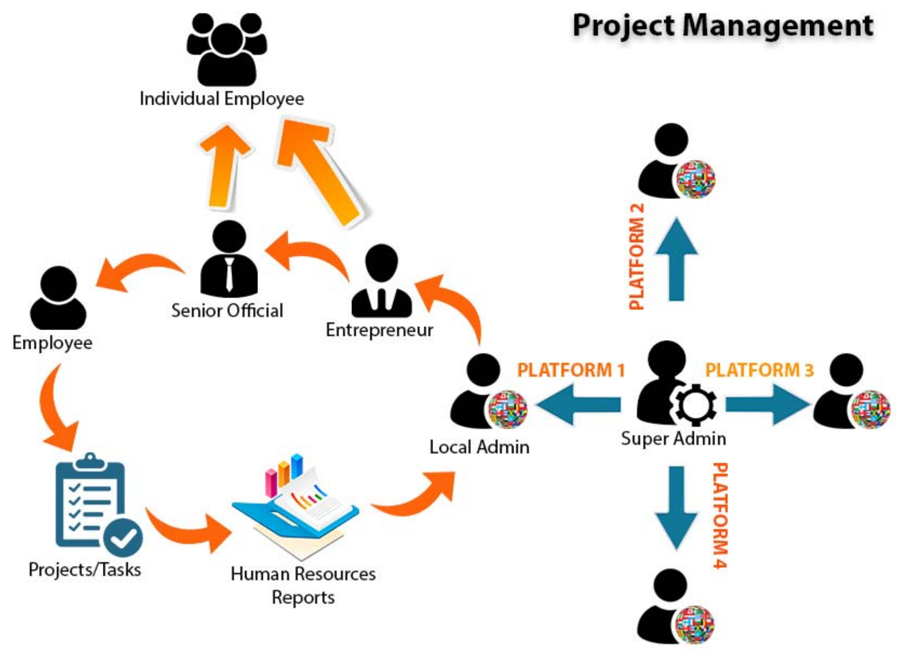
Wireframe 17 – Forecast Tab - Example Revenue Stream

The user shall follow the same process to Add each section of the **FORECAST TAB**.

Please view also Section USER'S ROLES / Senior Official & Enterpreneur

2.4. USER ROLES & ACTIONS





2.4.1. Employee

As it mentioned above, this user role represents the user, who belongs to a business group, has his/her position in the company. This user role is actually the main platform user, who is vital for the purpose of the business plan platform. The main actions and functions, which an **EMPLOYEE** object will accomplish are listed below.

So the main **actions** of a **EMPLOYEE** will be:

1) **Login / Logout** to / from the business plan & project management platform, via a username/password process.
2) **Edit personal details** (i.e. Name/Last Name etc.), by accessing a specific “My Account” option in the Main Menu.
3) **Completes projects and tasks** that an ENTRERPRENEUR or SENIOR OFFICIAL requests.
4) **Overview own progress**, such as the number of uncompleted tasks, the project plans who is assigned, the average time spent in tasks.
5) **Sends questions and comments** (EMPLOYEE → ENTREPRENEUR, ENTREPRENEUR → EMPLOYEE etc.) with other EMPLOYEEs, in order to communicate or in case of additional support.
6) **Gets additional help / support**, about procedural or technical matters, such as Video/Text tutorials or FAQs.
7) **Get reminders / notifications** about tasks from the ENTREPRENEUR or SENIOR OFFICIAL, in order to complete or do the appropriate tasks.
8) Get feedback and additional actions from the ENTREPRENEUR or SENIOR OFFICIAL.

In order not only to develop but also to extend EMPLOYEE user role’s experience there must be also developed and initiated some additional **TOOLS**.

So the main **Tools** of a **EMPLOYEE** will be:

- **Login system**, in order to provide platform access to the EMPLOYEE user roles
- **Overview / Edit Profile tab/options**, in order EMPLOYEEs to create an avatar of themselves

- **Notification / Reminder system** (feedback, tasks, actions, mails), which will alert EMPLOYEEs (i.e. in case of an undone action).
- **Feedback / Action lists**, which will provide a better organizational and action planning environment.
- **Progress Indicators or Performance Graphics**, for overview progress, time spent and other metrics that will provide more visual user experience.
- **Workflow layout** that will make the pre-defined actions better procedural organized.
- **Dashboard or Overview panel / Quick-access links** that give EMPLOYEEs easy access to the main options and sub-panels
- **In-app online mail**, for better communication and interaction between EMPLOYEEs, SENIOR OFFICIALs and ENTREPRENEURs.
- **Additional Help & Support resources** (i.e. FAQs, Video/Text Tutorial etc.)

Additionally, EMPLOYEE's **Dashboard** will show notifications, the main achievements, insight data, collections and scores as well as with communication ways.

<table>
<tr><th colspan="6">EMPLOYEE's DASHBOARD</th></tr>
<tr><td>LOGO</td><td>My Projects</td><td>Options</td><td>Notifications</td><td>Contact</td><td>Help</td></tr>
<tr><td rowspan="3"></td><td colspan="4" rowspan="2">Insight Panel (customized)</td><td>Groups</td></tr>
<tr><td>Recent Replies</td></tr>
<tr><td></td><td>Active Tasks</td><td>Active Actions</td><td></td><td>Online Users</td></tr>
</table>

Wireframe 18 – Employee's Dashboard

<u>**EMPLOYEE'S ANALYTICAL ACTIONS**</u>

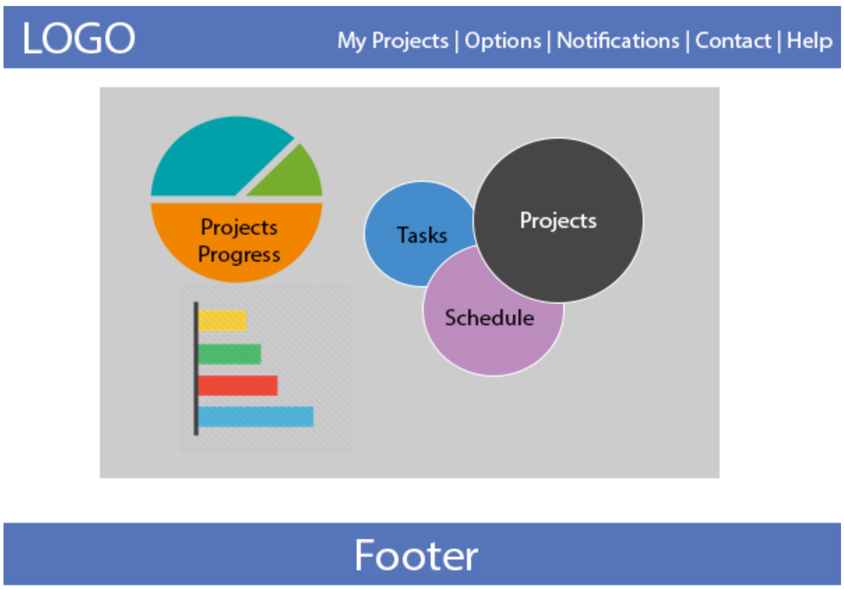
- <u>**Employee Login:**</u>

  The user **enters the login page** of the system. After **filling** the *Username* & *Password* fields, the user hits the Login button. If the credentials are correctly filled, the user **enters the Dashboard Panel**. Otherwise, the user receives an error message.

Additional actions are **Social Media login**, where guests are able to login with a social media account, and **Forgot Password option**, where guests are able to recover their access via an email re-authentication procedure.

- **Enter/Overview the Dashboard Panel:**

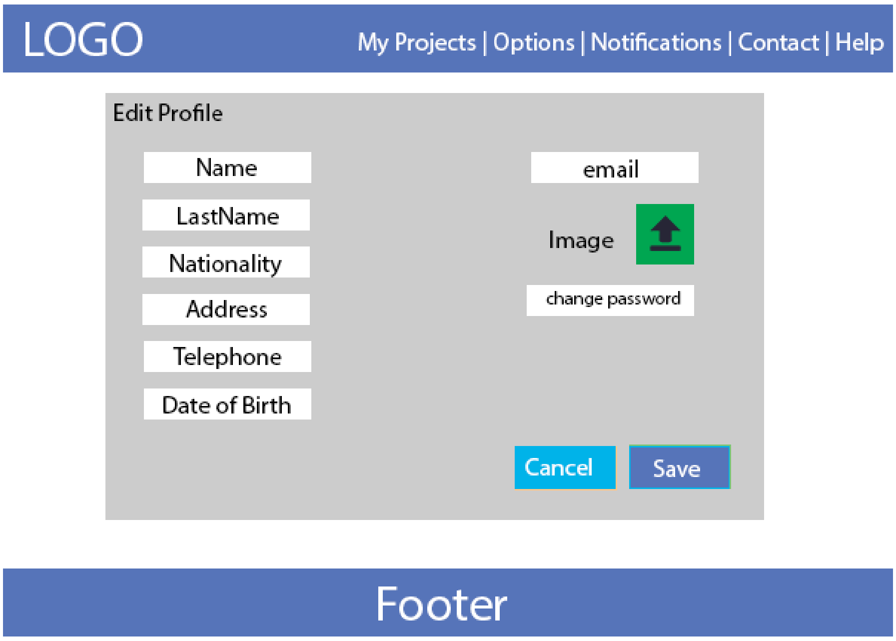
After Login, the Employee redirects to the **main Dashboard web-page**. In this page there are **several** of **options** and **interactions**. For example, the user is able to overview projects deadlines and insights, edit personal account information, checks own action plan and schedule or send feedback and support messages to Entrepreneur or Local Admin.



Wireframe 19 – Dashboard Panel

- **Edit Own Details:**

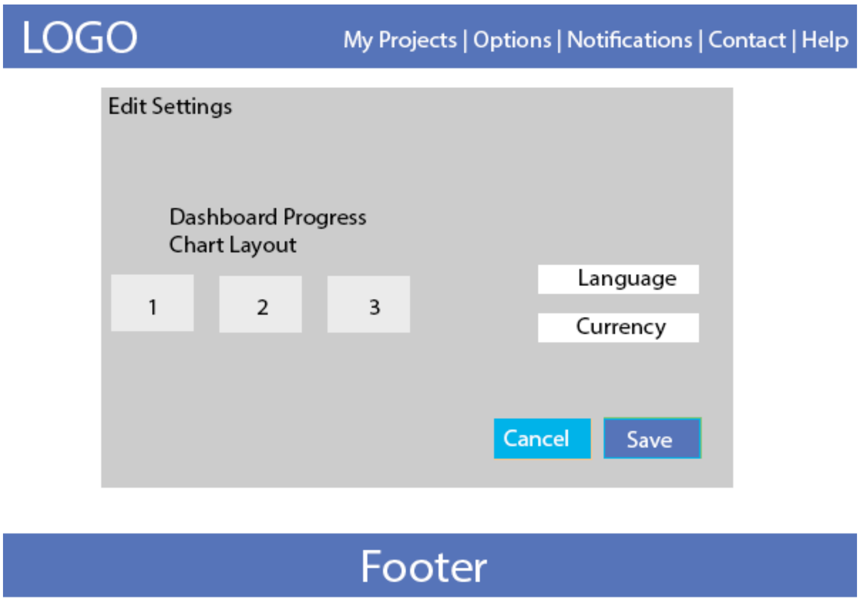
When an Employee is logged-in and redirected to the main Dashboard, the user is able to **access and edit its own profile** and details by clicking the 'Profile' option (in options) on the top men. After clicking the option, the Employee is redirected to the 'Edit' info page, where the user is able to 'Edit' personal and organizational details. After user finish, the data are sending and stored to the database. The user is also able to **overview its progress** to each of the projects from the **leaderboard** on the bottom of the page.



Wireframe 20 – Edit Profil

- **<u>Edit Settings:</u>**

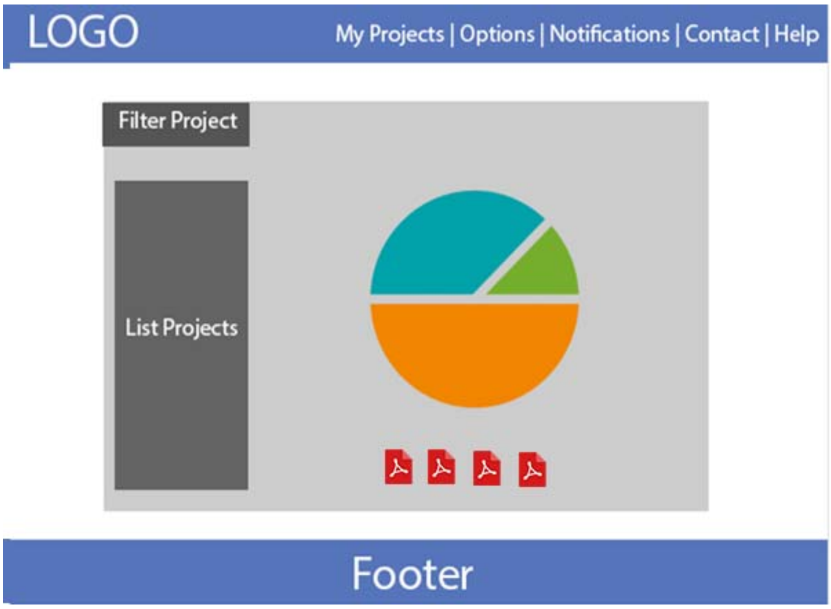
  When an Employee is logged-in and redirected to the main Dashboard, the user is able to **access and changes platform's settings**, by clicking the 'Settings' option (in Options) on the top menu. After clicking the option, the Employee is redirected to the 'Settings' page, where the user is able to **personalize its own preferences**. In example, the user will be able to change the charts of the dashboard interface or change the language.



Wireframe 21 – Edit Platform Settings

- **<u>Enter/Overview the Projects Panel:</u>**

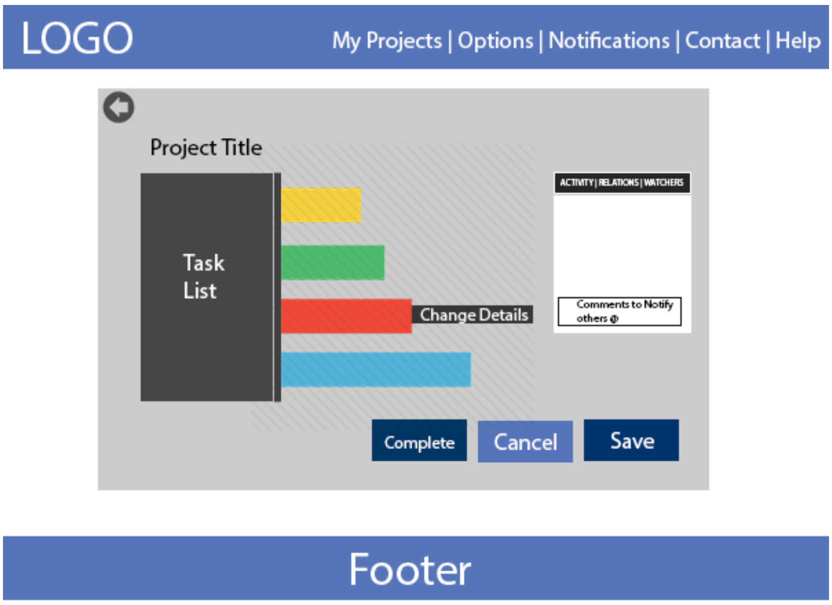
  When a Employee is logged-in and redirected to the main Dashboard, the user is able to **overview projects deadlines** as well as to enter to its own Project's web-page. After redirecting to the Project's web-page, the Employee is able also to overview additional information about the selected Project, such as the completion rate and the deadline, as well as to **overview insights about its own enrolled tasks**. The user is also able to return back to the Dashboard web-page by clicking the button on the top left.



Wireframe 22 – Overview Project Panel

- <u>**Submit a Project:**</u>

  After entering Project's web-page, the user is able to ***submit the Project*** by clicking the 'Complete' button from the bottom of the Project insight panel. After this action, the Project is sending to the SENIOR OFFICIAL in order to review and monitor.

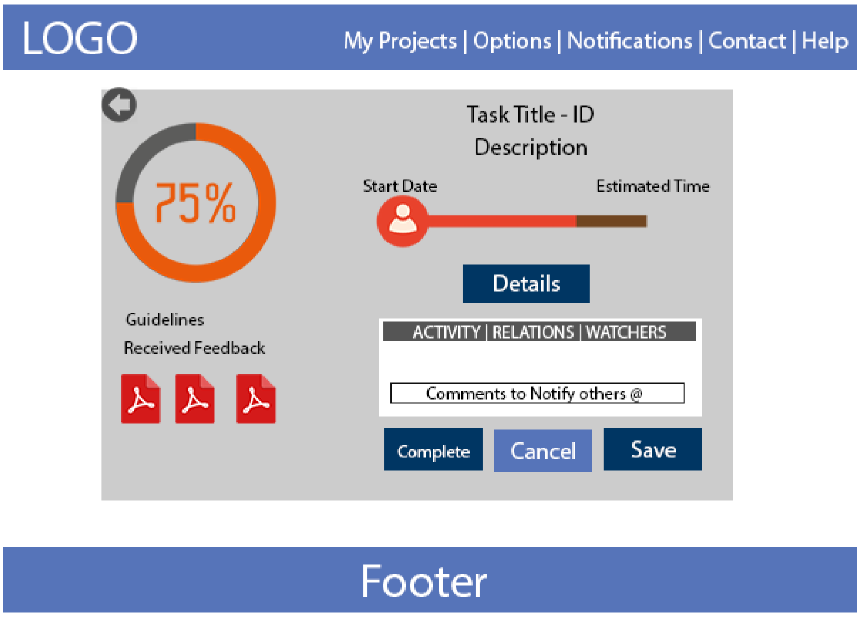


Wireframe 23 – Submit a Project Functionality

- <u>**Enter/Overview Task Panel:**</u>

  When an Employee is accessing the Projects' web-page, the user is able to overview all own enrolled tasks insight. By clicking one specific task, the user redirects to the

Task's web-page. In this page the user is able to **overview task insights and information**, such as the task Title, task ID, start & estimated completion date, Task progress, SENIOR OFFICIAL's feedback, the SENIOR OFFICIAL's guidelines or the recent uploaded files. The user is able to **submit the Task** by clicking the 'Complete' button from the bottom of the Task insight panel. After this action, the Task is sending to the SENIOR OFFICIAL in order to review and monitor. Also, the user is also able to return back to the Project's web-page by clicking the button on the top left.



Wireframe 24 – Overview Task Panel

- <u>**Enter/Overview Business Project/ Markings Panel:**</u>

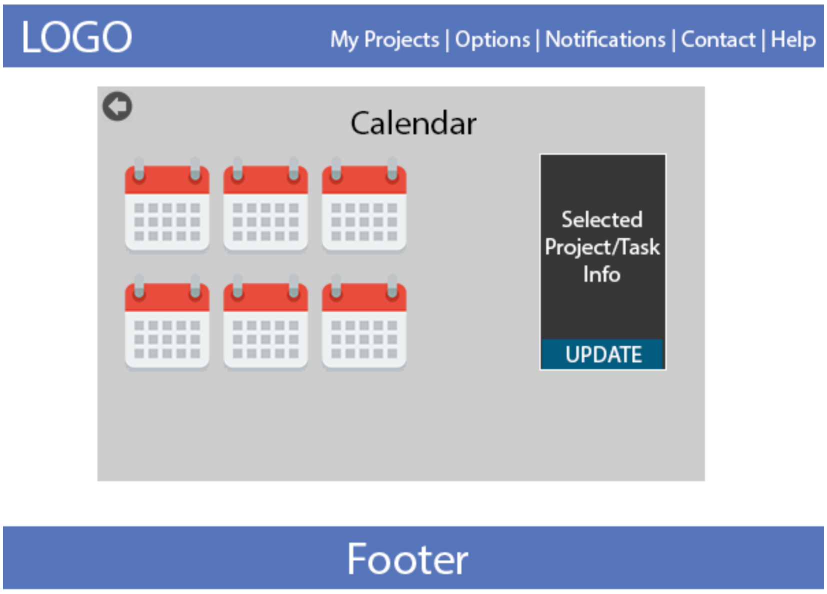
  When an Employee is accessing the Project/Task's web-page, the user is able to **overview** both **the uploaded files** and **the senior official's feedback** from the project Timeline Panel. By clicking on a specific file, the user is redirected to the file's web-page. On this page, the Employee is able to **overview information and insights of the file**, such as the progress, the deadline, the marking or the feedback and the comments of the senior official and entrepreneur. The user is also able to return back to the Project's or the Task's web-page by clicking the button «back».

- <u>**Upload a New File:**</u>

  When an Employee is accessing the File's web-page, the user is also able to **upload** 3 **different** and basic **format types of files**, a PDF, a JPEG and/or a Text format file. The Employee is able to upload those files by clicking the "Add New" option from the middle left side of the platform. After redirecting to the “Upload New File” web-page, the user is able both to **upload a new file** from the corresponding option button and to **overview all previous files**, which have been already uploaded, as well as further information of them. The user is also able to return back to the Task’s web-page by clicking the button «back».

- **Enter/Overview Calendar Panel:**

  When an Employee is logged-in and redirected to the main Dashboard, the user is able to **overview own agenda** from the ‘My Calendar’ area on the of the Dashboard. This area shows the projects and tasks that are ‘In Progress’, ‘Pending’ or ‘Completed’ mode, in abstract. By clicking in the ‘My Calendar’ area, the user is redirected the own Calendar web-page. From this page the Employee is able to **see full information and insights about every task and Project**, such as Start and Expected Completion dates, Results, Status mode etc. The user is also able to “Update Task”. The user is also able to return back to the Dashboard by clicking the button on the top left.



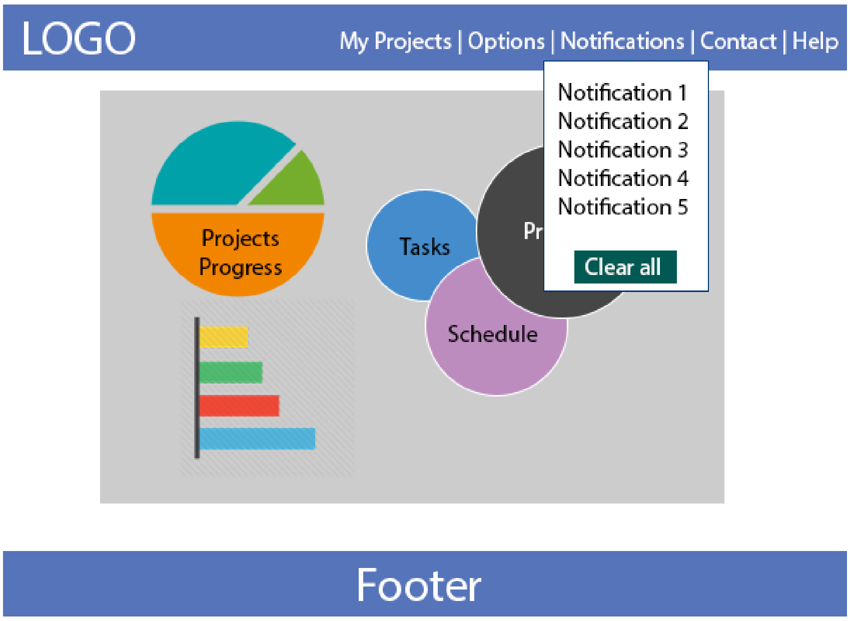
Wireframe 25 – Calendar functionality

- **Send/Overview Feedback:**

  When an Employee is logged-in and redirected to the main Dashboard, the user is able to **send Feedback either to the Senior Official and entrepreneur**, in order to ask further information about a task or a Project or request additional guidance. The option will be held on the top menu and by clicking on it, a pop up window with specific text areas will be shown in order the user to fill it.

- **Overview Notifications:**

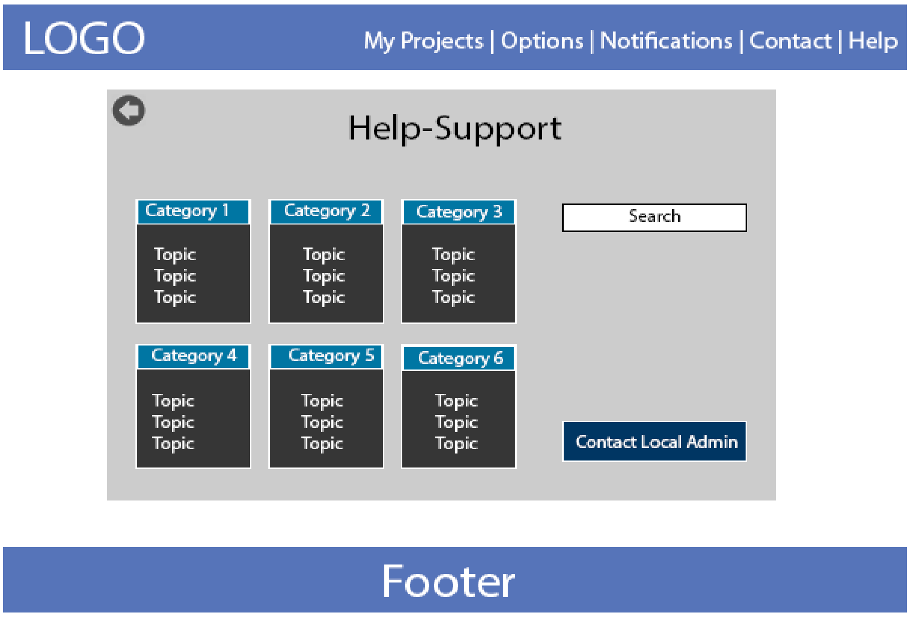
  When an Employee is logged-in and redirected to the main Dashboard, the user is able to **receive notifications**. Examples of these notifications are the "Employee enrolled to a new Project/Task", some "File(s)" has/have been reviewed, a "Task" has been feedbacked etc. The option will be held on the top menu and by clicking on it, a pop up window will be shown.



Wireframe 26 – Notification system

- **Enter Help/Support:**

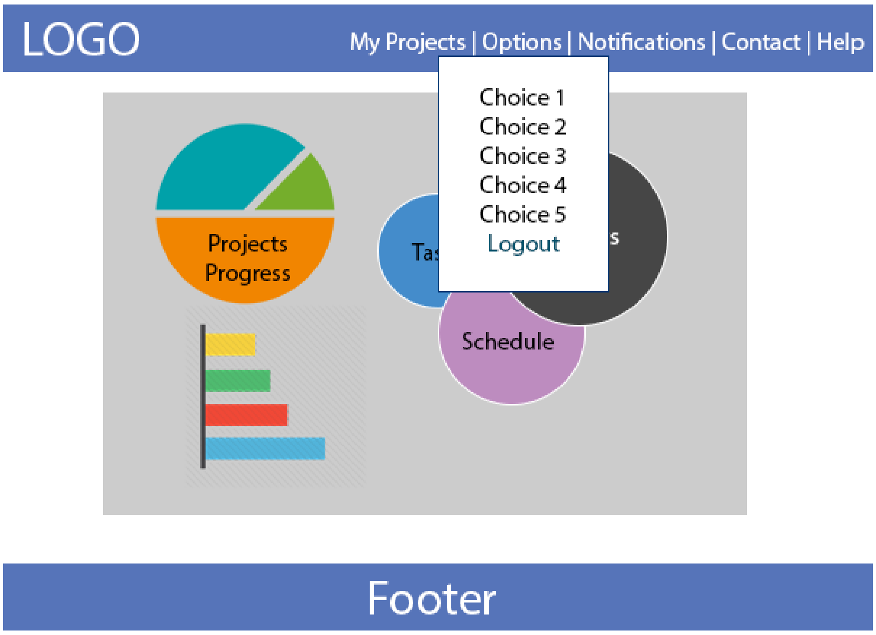
  When an Employee is logged-in and redirected to the main Dashboard, the user is able to **communicate with the Local Admin**, whose role is to help the user with technical issues (i.e. random warning messages). In addition useful tutorial files and videos for FAQs will be available. The option will be held on the top menu and by clicking on it, a window with specific text will be shown.



Wireframe 27 – Help – Support functionality

- **<u>Employee Logout:</u>**

  When an Employee is logged-in and active in one of the web-pages, which are mentioned above, and wants **to logout from the system**, the user is able to do it from the Options on the top menu on the top menu. After this action, the user is redirected to the Login page.



Wireframe 28 – Logout functionality

2.4.2. Individual employee

This/These user role(s) mainly focus on the ENTREPRENEURs and SENIOR OFFICIALs, in order to be recruited for a company's purpose. The differences with an employee of a company is that he/she can register himself on the system and work in multiple companies.

So the main **actions** of a **INDIVIDUAL EMPLOYEE** will be:

1) **Be Registered by himself on the system**
2) **Login / Logout** to / from the project management & business plan platform, via a username/password process.
3) **Edit personal details** (i.e. Name/Last Name etc.), by accessing a specific “My Account” option in the Main Menu.
4) **Registers to specific projects.**
5) **Completes assignments and tasks** that an ENTRERPRENEUR or SENIOR OFFICIAL requests, in order to create the collection of multi-source information is required and be qualified.
6) **Overview own progress**, such as the number of uncompleted tasks, the complete collections, the average time spent in tasks.
7) **Sends questions and comments** (INDIVIDUAL EMPLOYEE → ENTREPRENEUR, ENTREPRENEUR → INDIVIDUAL EMPLOYEE etc.) with other INDIVIDUAL EMPLOYEEs, in order to communicate or in case of additional support.
8) **Gets additional help / support**, about procedural or technical matters, such as Video/Text tutorials or FAQs.
9) **Get reminders / notifications** about tasks from the ENTREPRENEUR or SENIOR OFFICIAL.
10) **Get feedback and additional actions** from the ENTREPRENEUR or SENIOR OFFICIAL, in order to complete projects.

In order not only to develop but also to extend INDIVIDUAL EMPLOYEE user role’s experience there must be also developed and initiated some additional **TOOLS**.

So the main **Tools** of a **INDIVIDUAL EMPLOYEE** will be:

- **Register system**, in order to be provide a platform access

- **Login system**, in order to provide platform access to the INDIVIDUAL EMPLOYEE user roles
- **Overview / Edit Profile tab/options**, in order INDIVIDUAL EMPLOYEEs to create an avatar of themselves
- **Notification / Reminder system** (feedback, tasks, actions, mails), which will alert INDIVIDUAL EMPLOYEEs (i.e. in case of an undone action).
- **Feedback / Action lists**, which will provide a better organizational and action planning environment.
- **Progress Indicators or Performance Graphics**, for overview progress, time spent and other metrics that will provide more visual user experience.
- **Workflow layout** that will make the pre-defined actions better procedural organized.
- **Dashboard or Overview panel / Quick-access links** that give INDIVIDUAL EMPLOYEEs easy access to the main options and sub-panels
- **In-app online mail**, for better communication and interaction between INDIVIDUAL EMPLOYEEs, SENIOR OFFICIALs and ENTREPRENEURs.
- **Additional Help & Support resources** (i.e. FAQs, Video/Text Tutorial etc.)

Additionally, INDIVIDUAL EMPLOYEE's **Dashboard** will show notifications, the main achievements, insight data, collections and scores as well as with communication ways.

<table>
<tr><th colspan="6">INDIVIDUAL EMPLOYEE's DASHBOARD</th></tr>
<tr><td>LOGO</td><td>My Projects</td><td>Options</td><td>Notifications</td><td>Contact</td><td>Help</td></tr>
<tr><td rowspan="3"></td><td colspan="4" rowspan="2">Insight Panel (customized)</td><td></td></tr>
<tr><td>Recent Replies</td></tr>
<tr><td></td><td>Active Tasks</td><td>Active Actions</td><td>Partnerships</td><td>Online Users</td></tr>
</table>

Wireframe 29 – Individual Employee Dashboard

INDIVIDUAL EMPLOYEE’s analytical procedures

- **INDIVIDUAL EMPLOYEE Register:**

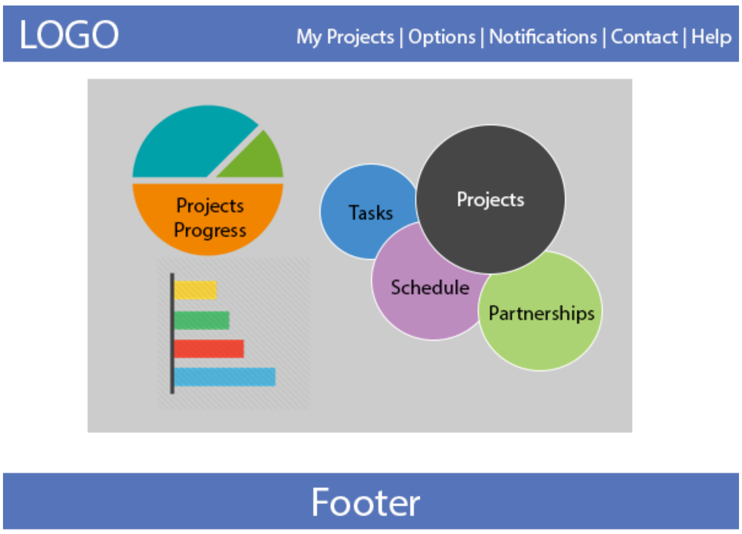
  When the user access the project management & business plan web-page, is able to **Register**, by filling the form in, and clicking the “Sign Up” button at the bottom of the web-page. After that, receives a confirmation email to the registered email which typed and be redirected to the Login-Page.

- **INDIVIDUAL EMPLOYEE Login:**

  The user **enters the login page** of the system. After **filling** the *Username* & *Password* fields, the user hits the Login button. If the credentials are correctly filled, the user **enters the Dashboard Panel**. Otherwise, the user receives an error message. Additional actions are Social Media login, where guests are able to login with a social media account, and Forgot Password option, where guests are able to recover their access via an email re-authentication procedure.

- **Enter/Overview the Dashboard Panel:**

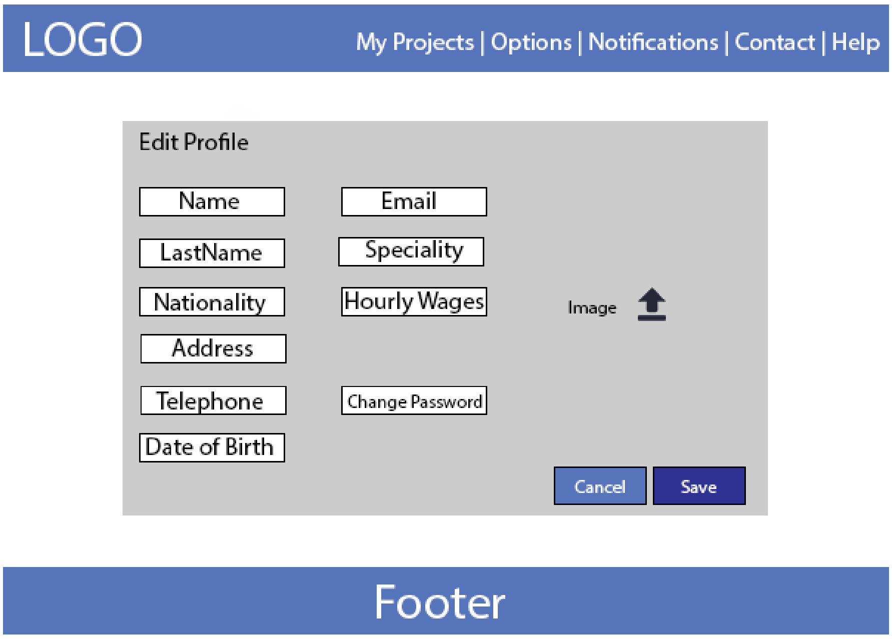
  After Login, the INDIVIDUAL EMPLOYEE redirects to the **main Dashboard web-page**. In this page there are **several** of **options** and **interactions**. For example, the user is able to overview projects deadlines and insights, edit personal account information, checks own action plan and schedule or send feedback and support messages to Entrepreneur or Local Admin.



Wireframe 30 – Individual Employee Dashboard Panel

- **<u>Edit Own Details:</u>**

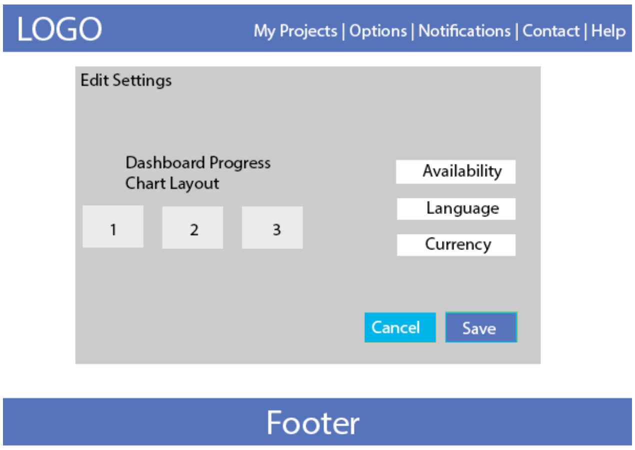
  When an INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **access and edit its own profile** and details by clicking the 'Profile' option on the top menu on the top right side. After clicking the option, the INDIVIDUAL EMPLOYEE is redirected to the 'Edit' info page, where the user is able to **'Edit' personal and organizational details**. After user finish, the data are sending and stored to the database. The user is also able to **overview its progress** to each of the projects from the **leaderboard** on the bottom of the page.



Wireframe 31 – Edit Profil

- **<u>Edit Settings:</u>**

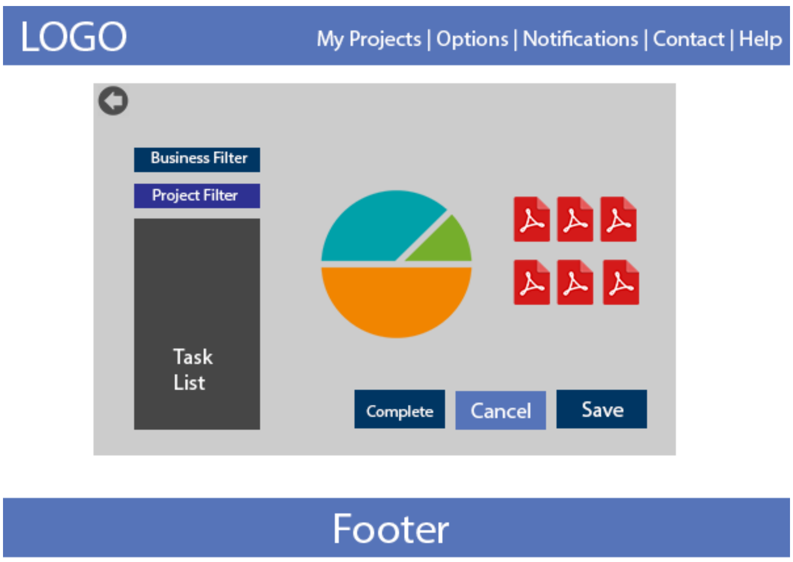
  When a INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **access and changes platform's settings**, by clicking the 'Settings' option on the top menu on the top right side. After clicking the option, the INDIVIDUAL EMPLOYEE is redirected to the 'Settings' page, where the user is able to **personalize its own preferences**. In example, the user will be able to change the charts of the **dashboard interface or change the language.**



Wireframe 32 – Edit Platform Settings

- <u>**Enter/Overview the Projects Panel:**</u>

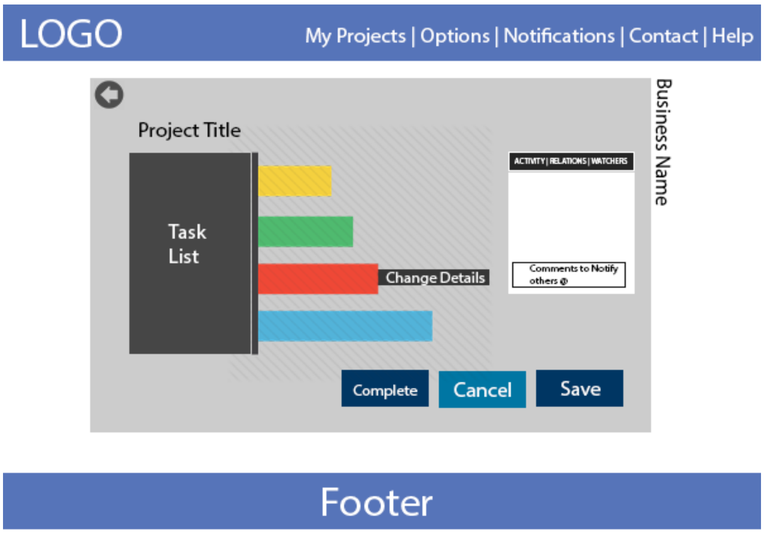
  When a INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **overview projects deadlines** as well as to enter to its own Project's web-page. After redirecting to the Project's web-page, the INDIVIDUAL EMPLOYEE is able also to overview additional information about the selected Project, such as the completion rate and the deadline, as well as to **overview insights about its own enrolled tasks**. The user is also able to return back to the Dashboard web-page by clicking the button «back».



Wireframe 33 – Overview of projects panel

- **<u>Submit a Project:</u>**

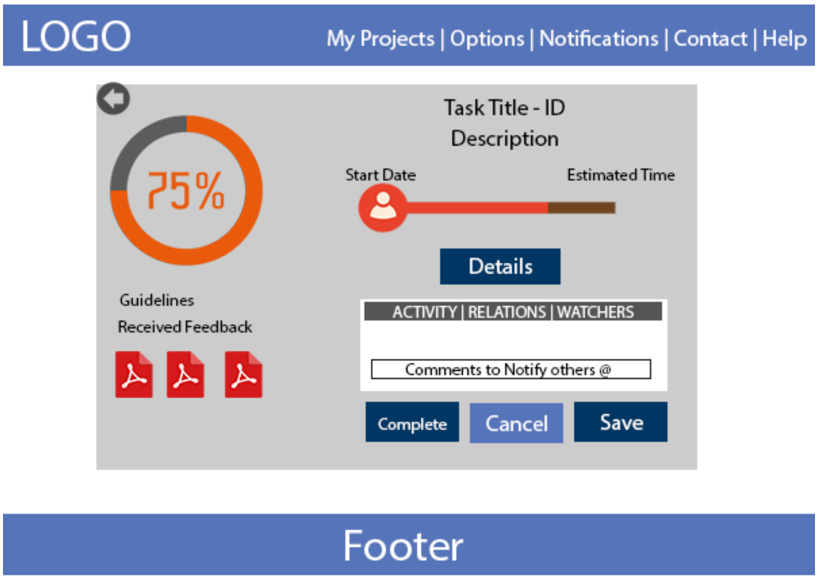
  After entering Project's web-page, the user is able to **submit the Project** by clicking the 'Submit' button from the top right of the Project insight panel. After this action, the Project is sending to the SENIOR OFFICIAL in order to review and monitor.



Wireframe 34 – Submit project

- **<u>Enter/Overview Task Panel:</u>**

  When an INDIVIDUAL EMPLOYEE is accessing the Projects' web-page, he is able to overview all own enrolled tasks insight. By clicking one specific task, the user redirects to the Task's web-page, where he **overviews task insights and information**, such as the task ID, start & estimated completion date, Project progress, task status, SENIOR OFFICIAL's feedback as well as the task action plan, the SENIOR OFFICIAL's guidelines or the recent uploaded files. The user is also able to return back to the Project's web-page by clicking the button «back».



Wireframe 35 – Overview of task panel

- <u>**Enter/Overview Business Project/ Markings Panel:**</u>

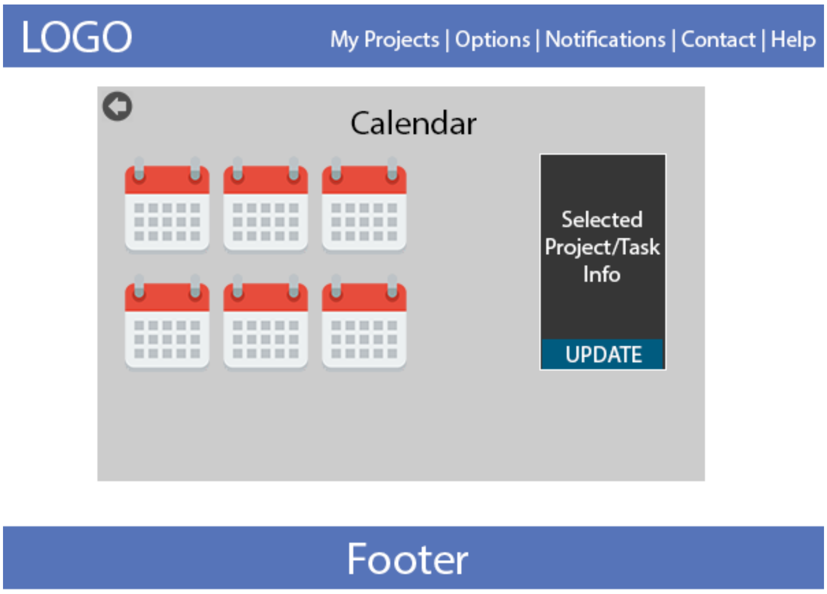
  When an INDIVIDUAL EMPLOYEE is accessing the Project/Task's web-page, he is able to **overview the uploaded files** and **the senior official's feedback** from the project Timeline Panel. By clicking on a specific file, the user is redirected to the file's web-page. On this page, the INDIVIDUAL EMPLOYEE is able to **overview information and insights of the file**, such as the progress, the deadline, the marking or the feedback and the comments of the senior official and entrepreneur. The user is also able to return back to the Project's or the Task's web-page by clicking the button «back».

- <u>**Upload a New File:**</u>

  When an INDIVIDUAL EMPLOYEE is accessing the File's web-page, the user is also able to **upload** 3 **different** and basic **format types of files**, a PDF, a JPEG and/or a Text format file. The INDIVIDUAL EMPLOYEE is able to upload those files by clicking the "Add New" option from the middle left side of the platform. After redirecting to the "Upload New File" web-page, the user is able both to **upload a new file** from the corresponding option button and to **overview all previous files**, which have been already uploaded, as well as further information of them. The user is also able to return back to the Task's web-page by clicking the button «back».

- **<u>Enter/Overview My Schedule Panel:</u>**

  When an INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **overview own schedule** from the 'My Schedule' area on the bottom of the Dashboard. This area shows the projects and tasks that are 'In Progress', 'Pending' or 'Completed' mode, in abstract. By clicking in the 'My Schedule' area, the user is redirected the own Schedule web-page. From this page the INDIVIDUAL EMPLOYEE is able to **see full information and insights about every task and Project**, such as Start and Expected Completion dates, Results, Status mode etc. The user is also able to 'Complete Task' or "Update Task" to its own enrollment list. The user is also able to return back to the Dashboard by clicking the button «back».



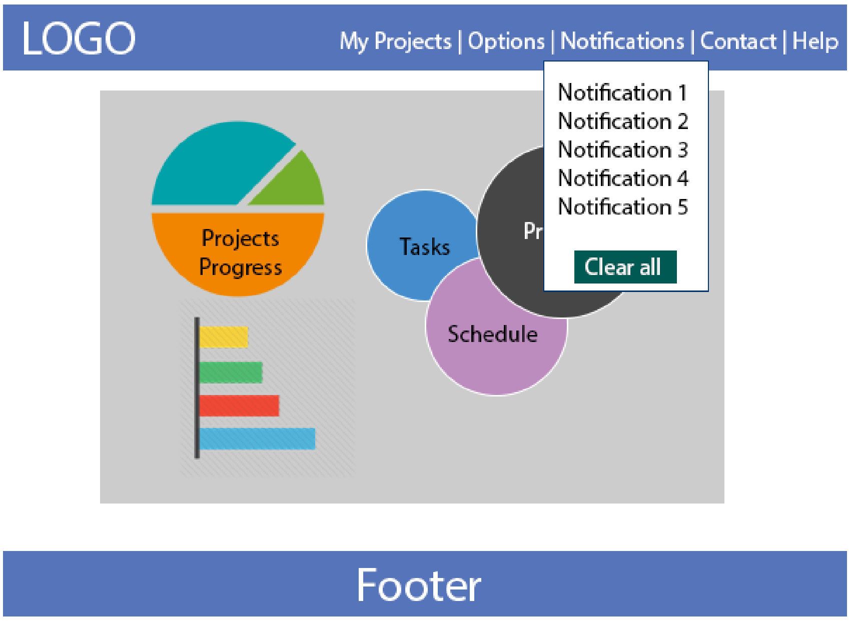
Wireframe 36– Overview of schedule panel

- **<u>Send/Overview Feedback:</u>**

  When an INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **send Feedback either to the Senior Official and entrepreneur**, in order to ask further information about a task or a Project or request additional guidance. The option will be held on the top menu and by clicking on it, a pop up window with specific text areas will be shown in order the user to fill it.

- **<u>Overview Notifications:</u>**

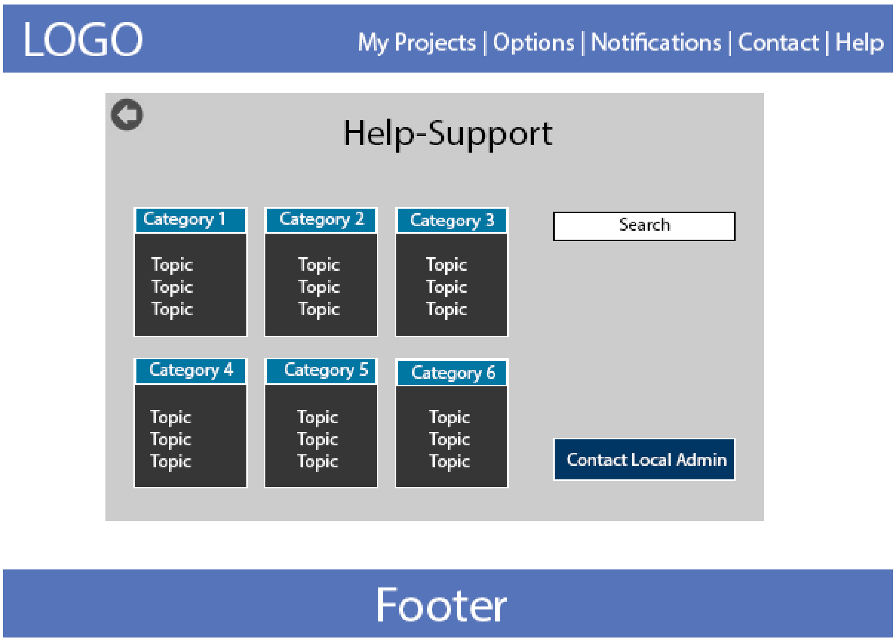
When an INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **receive notifications**. Examples of these notifications are the "INDIVIDUAL EMPLOYEE enrolled to a new Project/Task", some "File(s)" has/have been reviewed, a "Task" has been graded etc. The option will be held on the top menu and by clicking on it, a pop up window will be shown.



Wireframe 37 –Notifications functionality

- **<u>Enter Help/Support:</u>**

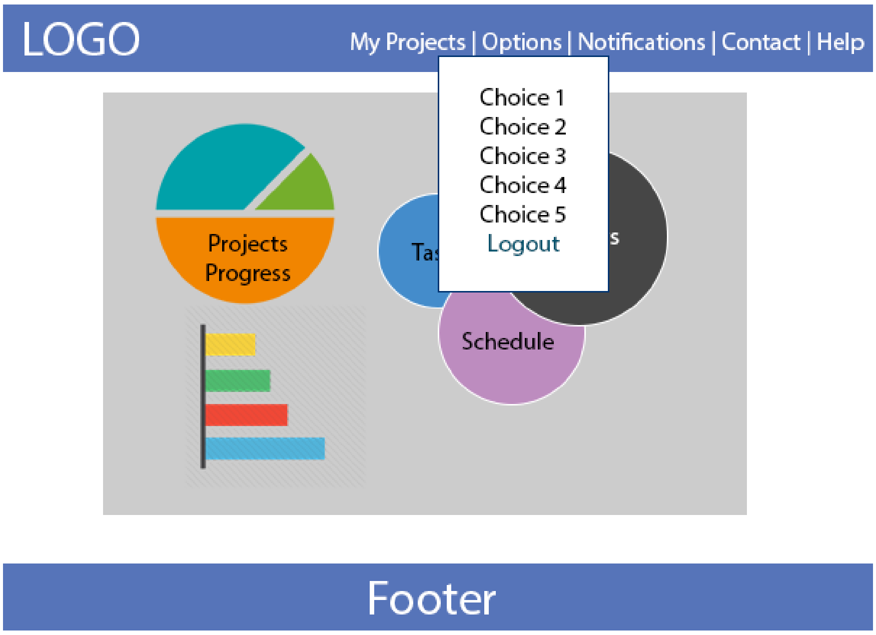
  When an INDIVIDUAL EMPLOYEE is logged-in and redirected to the main Dashboard, the user is able to **communicate with the Local Admin**, whose role is to help the user with technical issues (i.e. random warning messages). **Useful tutorial files and videos for FAQs** will be available. The option will be held on the top menu and by clicking on it, a pop up window with specific text areas will be shown in order the user to fill it.



Wireframe 38 – Help –Support functionality

- **<u>INDIVIDUAL EMPLOYEE Logout:</u>**

  When an INDIVIDUAL EMPLOYEE is logged-in and active being in one of the web-pages, which are mentioned above, and wants **to logout from the system**, the user is able to do it from the Logout button on the top menu on the top right side. After this action, the user is redirected to the Login page.



Wireframe 39 – Logout

2.4.3. Senior official

This user role mainly overviews and assesses EMPLOYEEs assignments. Also, a SENIOR OFFICIAL tracks EMPLOYEEs for any additional feedback and support they need to any incorrect apply or assignment. The main actions and functions, which a **SENIOR OFFICIAL** object will accomplish are listed below.

So the main **actions** of an **SENIOR OFFICIAL** will be:

1) **Login / Logout** to / from the business plan platform, via a username/password process.
2) **Edit personal details** (i.e. Name/Last Name, add/delete other SENIOR OFFICIALs, by accessing a specific "My Account" option in the Main Menu.
3) **Review/access easily the new assignments** or overview the past-ones from EMPLOYEEs applications.
4) **Give useful feedback to EMPLOYEEs**, in case of any additional question over the tasks or the assignments.
5) **Send several tasks** to EMPLOYEES, in order to complete a specific task/project (+via pre-defined task-templates that the SENIOR OFFICIAL has created)
6) **View the progress** of each EMPLOYEE individually such as average time spent or number of complete tasks, via an Insight panel.
7) Overview and be updated about the overall EMPLOYEEs progress such as average time spent or number of complete tasks, via an Insight panel.
8) **Overview the work/case load**, such as SENIOR OFFICIALs notifications, EMPLOYEEs questions etc.
9) **Checks/replies to questions and comments**, which have been sent from the EMPLOYEEs.
10) **Create / Edit projects/tasks**
11) **Create/Edit schedule tasks**
12) **Recruits Individual Employees** according to entrepreneur's instructions.
13) **Import/Edit/Delete Financial Data** (only if the specialization has been changed and allowed by entrepreneur - See Entrepreneur section)
14) **Create a Business Plan** (only if 11 is allowed – See Entrepreneur section)

15) Overview their Business Results (only if 11 is allowed - See Entrepreneur section)

In order not only to develop but also to extend SENIOR OFFICIAL user role's experience there must be also developed and initiated some additional **TOOLS**.

So the main **Tools** of an **SENIOR OFFICIAL** will be:

- **All EMPLOYEEs profile view panel**, which will allow to access all EMPLOYEEs accounts
- **Feedback recent list / timeline** that will show all the recent feedback requests of EMPLOYEEs
- **Push notifications system**, which will alert EMPLOYEEs about the tasks that SENIOR OFFICIALs apply to them.
- **Overview assignments**, in order SENIOR OFFICIALs to easily access and review the EMPLOYEE tasks applications.
- **Assignment grade system**, in order to complete/show the grade that an EMPLOYEE get after a task application.
- **Invite Individual Users**
- **Dashboard or Overview panel / Quick-access links** that give SENIOR OFFICIALs easy access to the main options and sub-panels
- **In-app online mail**, in order to achieve better communication and interaction with the EMPLOYEEs

Additionally, SENIOR OFFICIAL's **Dashboard** will show notifications, EMPLOYEEs' insight data, recent feedback / comments and new applied assignments as well as with communication ways.

SENIOR OFFICIAL's DASHBOARD				
LOGO	Financial Data	Staff	**Options**	**Contact**
	Insight Panel (customized)			Help Support

Wireframe 40 – Senior Official Dashboard

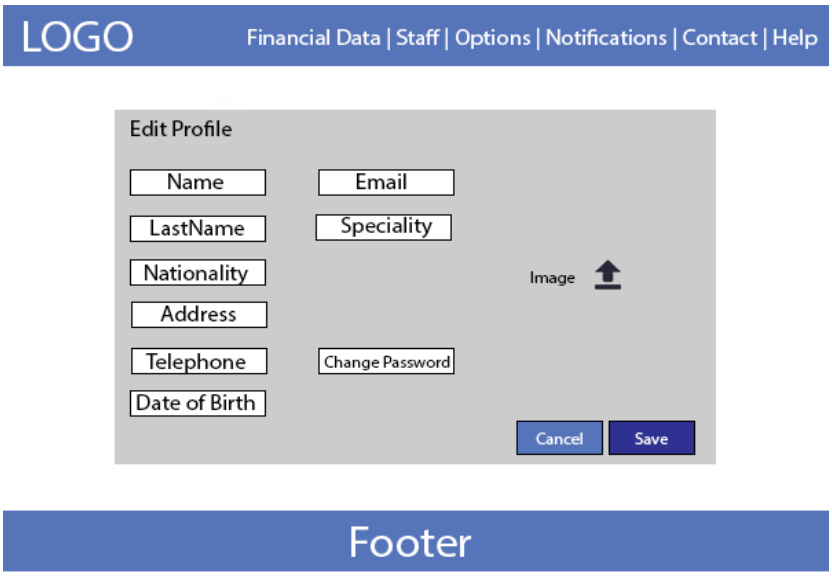
SENIOR OFFICIAL’s analytical procedures

- **SENIOR OFFICIAL Login:**

  The user **enters the login page** of the system. After **filling** the *Username* & *Password* fields, the user hits the Login button. If the credentials are correctly filled, the user **enters the Dashboard Panel**. Otherwise, the user receives an error message. Additional actions are Social Media login, where guests are able to login with a social media account, and Forgot Password option, where guests are able to recover their access via an email re-authentication procedure.

- **Edit Own Details:**

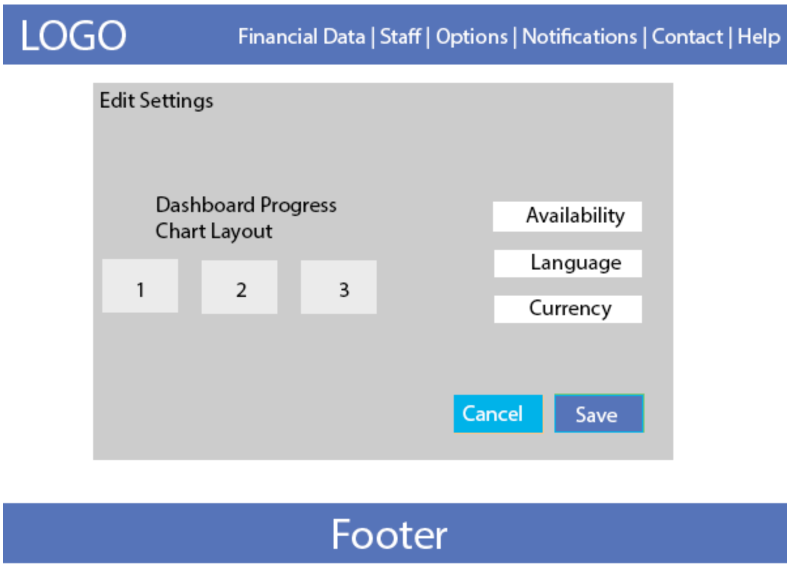
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **access and edit its own profile** and details by clicking the ‘Profile’ option on the top menu on the top right side. After clicking the option, the SENIOR OFFICIAL is redirected to the ‘Edit’ info page, where the user is able to **‘Edit’ personal and organizational details.** After user finish, the data are sending and stored to the database.



Wireframe 41– Edit Profil

- **Edit Settings:**

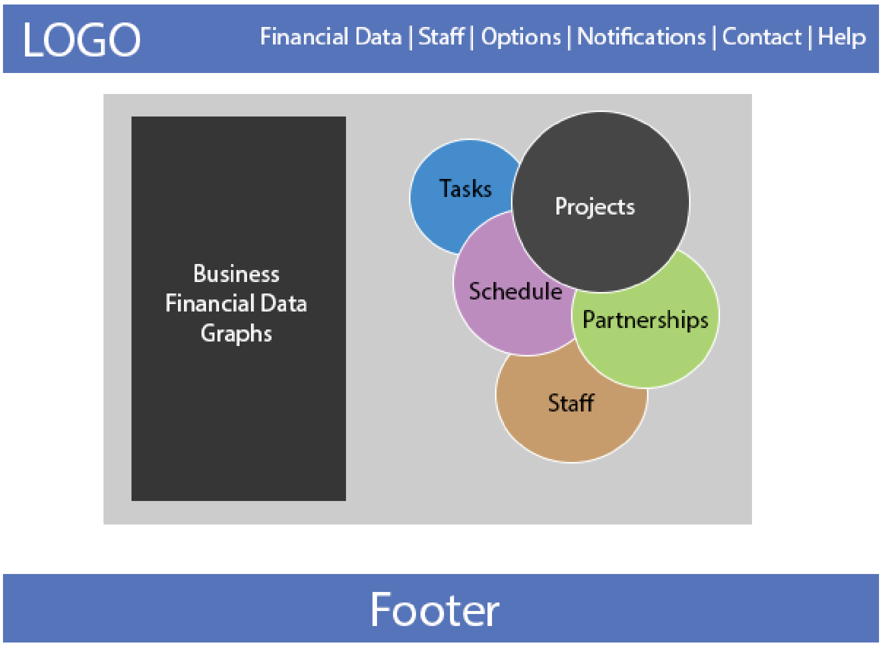
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **access and changes platform's settings**, by clicking the 'Settings' option on the top menu on the top right side. After clicking the option, the SENIOR OFFICIAL is redirected to the 'Settings' page, where the user is able to **personalize its own preferences**. In example, the user will be able to change the charts of the dashboard interface or change the language.



Wireframe 42 – Edit Settings

- **Enter/Overview the Dashboard Panel:**

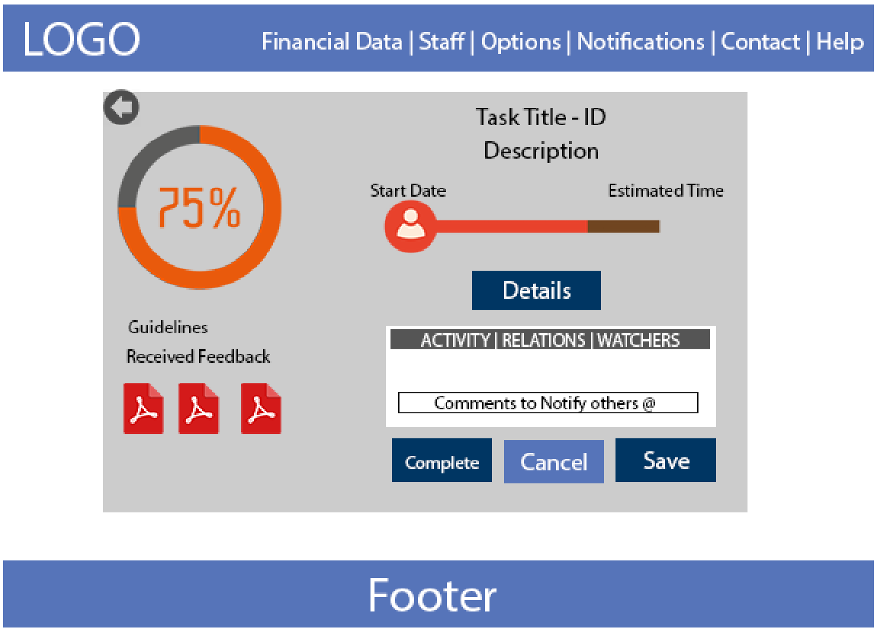
  After Login, the SENIOR OFFICIAL redirects to the **main Dashboard web-page**. In this page there are **several** of **options** and **interactions**. For example, the user is able to check several insights over different project, overview the recent activity of the EMPLOYEEs, check the Project's action plan.



Wireframe 43– Dashboard web page

- **Enter/Overview the Feedback Panel - Send Feedback:**

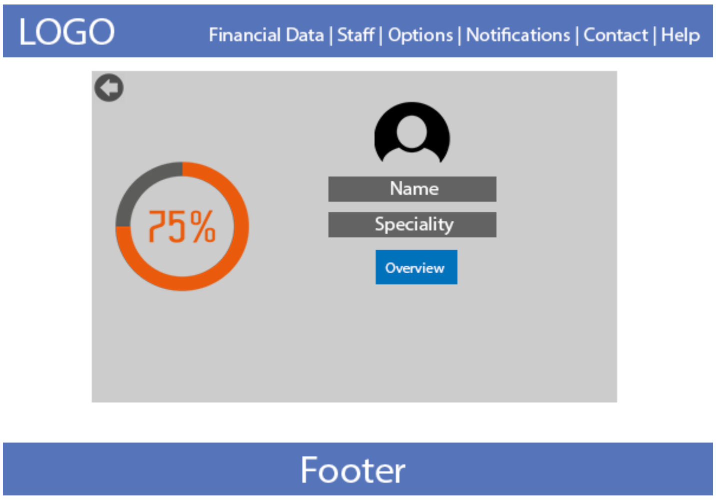
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **access, overview and send feedback** to EMPLOYEEs about a Project or Task issue by entering the "Staff" panel, choosing user and project and clicking the 'Feedback' button. In continue, the user will be redirected to the Feedback web-page. In this page there will be a **messenger-like system for communicating** with the EMPLOYEEs. The system will prioritize the most recent messages from the EMPLOYEEs on the top of the message list. The SENIOR OFFICIAL will be able to overview or answer the messages, the topic, the date, the EMPLOYEE's name as well as with the rate the user has gain from the answer.



Wireframe 44 – Feedback Panel

- <u>**Enter/Overview the EMPLOYEEs' Panel:**</u>

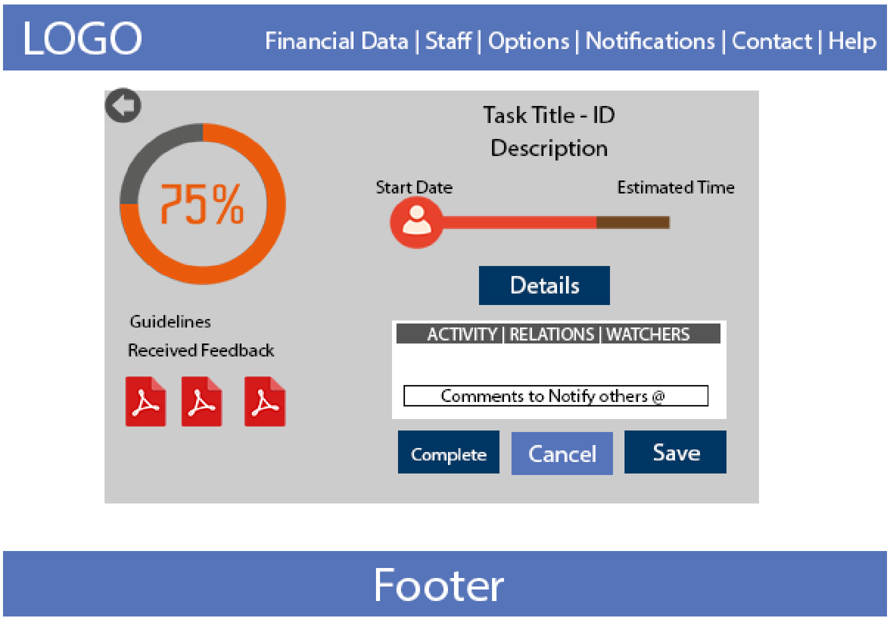
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **overview EMPLOYEEs**, which are enrolled in a specific Project by clicking the 'Overview EMPLOYEEs' option. After that, the SENIOR OFFICIAL is redirected to the EMPLOYEEs Overview web-page, where the user is able to see all enrolled users to a specific project, the status of their project application **and 'Add New EMPLOYEE'** account option. The user is also able to return back to the Dashboard web-page by clicking the button «back».



Wireframe 45 – Employee's Panel

- **<u>Enter/Overview the Activity Panel:</u>**

  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **monitor the activity of the EMPLOYEEs** for a specific Project. In example, an EMPLOYEE may have uploaded a new business File or has applied a Task for a review. By clicking on a specific EMPLOYEE, the SENIOR OFFICIAL is redirected the EMPLOYEE's Task page. The SENIOR OFFICIAL is able to **overview information and insights** for this task, if the Task is ready for Review, the **files** that have been submitted from the EMPLOYEE, **recent uploads** as well as with the **SENIOR OFFICIALs guidance** and the **action plan**. The user is also able to return back to the EMPLOYEE Panel web-page by clicking the button on the top left.



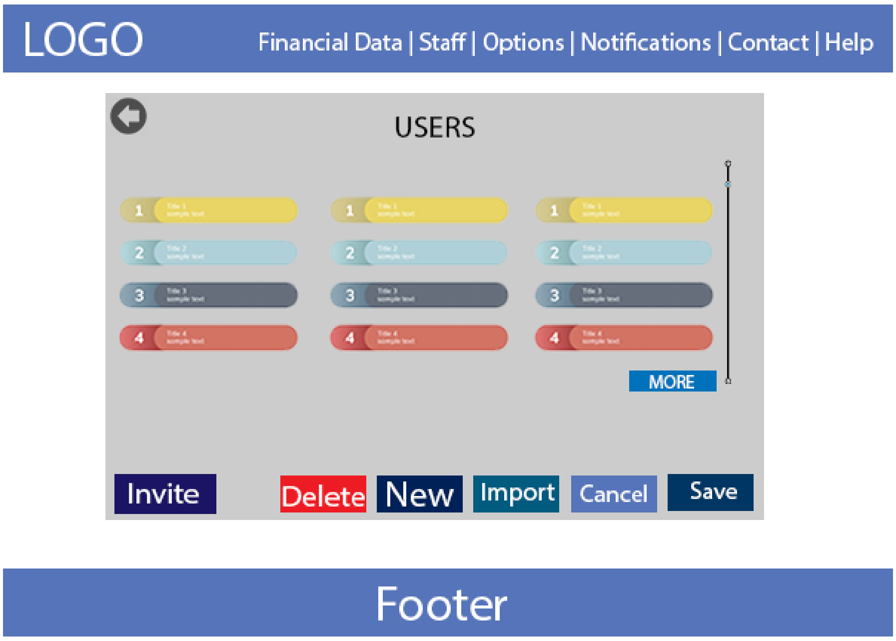
Wireframe 46 – Employee's Activity Panel

- **<u>Enter/Overview the EMPLOYEE's Profile Panel:</u>**

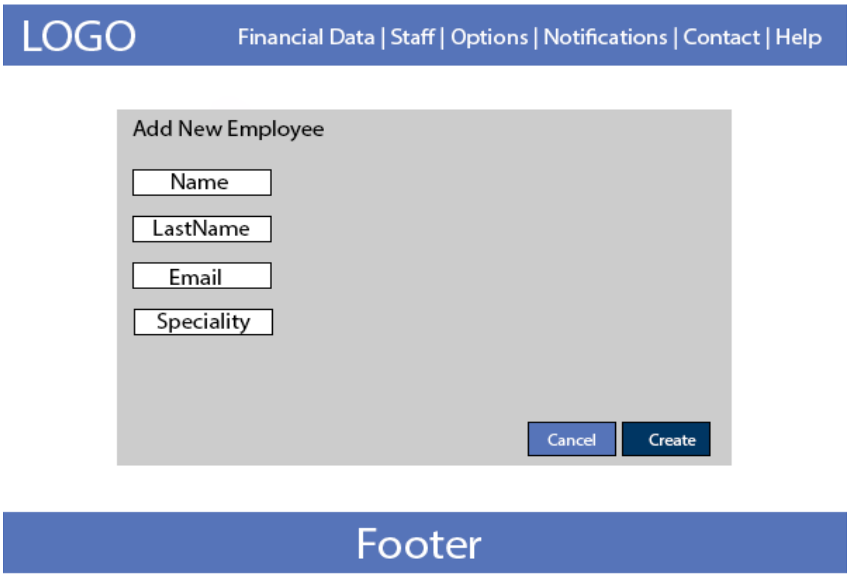
  When a SENIOR OFFICIAL is logged-in and redirected to the EMPLOYEEs' Panel web-page, the user is able **overview each EMPLOYEE profile page** by clicking on the EMPLOYEE's name. After this, the user is redirected to the EMPLOYEE's Profile web-page where he has **overview of several information of the EMPLOYEE** as well as to **check EMPLOYEE's progress** and **insights** and **review EMPLOYEE's Tasks** in each selected project or Task. The user is also able to return back to the EMPLOYEEs' web-page by clicking the button «back».

- **<u>Add a New EMPLOYEE or INDIVIDUAL EMPLOYEE:</u>**

  When a SENIOR OFFICIAL is logged-in and redirected to the EMPLOYEEs' Panel web-page, the user is able also to **add new EMPLOYEE accounts** by clicking the "NEW" button on the bottom. After this, the SENIOR OFFICIAL is redirected to the register new EMPLOYEE web-page, where the user fills personal and organizational details of the EMPLOYEE. When the SENIOR OFFICIAL has full filled all the details, the user presses the "Create" button and the new EMPLOYEE account is stored to the Database of the system. The user is also able to return back to the EMPLOYEEs' web-page by clicking the button on the top left.

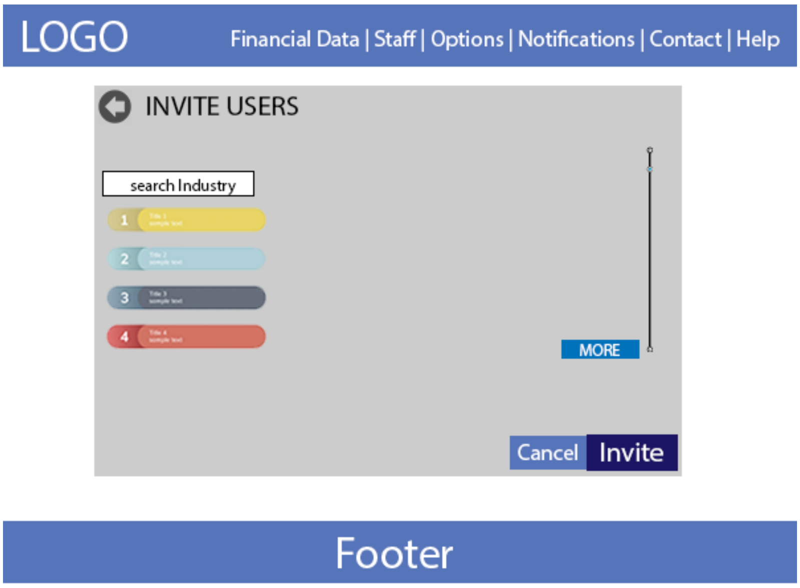


Wireframe 47 – Employees Panel



Wireframe 48 – Add Employee

Otherwise if **"INVITE" button** is selected, the **"INVITE USERS" page** will load. From there, the user can search and find via filters, employees to **RECRUIT** them in their team.



Wireframe 49 – Invite Users

- **<u>Add a New Project:</u>**

  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **ADD NEW PROJECTS** by clicking the 'Add' button on the Projects are. After this the user is redirected to the Add New Project web-page, where the user is able to fill some **Project information**, such as the **Title**, and **Description**, the **Action Plan and the references**. In order to store the new Project into the database, the user must click the 'Set up new Project' button. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Delete an existing Project:</u>**
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **delete Projects** by clicking the 'Projects' button. From the Projects that are resulted the user is able to delete one or more by clicking the 'Delete' button in each of the preferred Projects. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Edit an existing Project:</u>**
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **edit existing Projects** by clicking the 'Projects' button. After this the user is redirected to the Edit Projects web page, where the user is able to find and edit database existing Projects. The user is able to search the Project from the search area. The matching results are shown on the Results area, below of the search area. In the next step the user selects the preferred Project and the editable information are shown. After editing, the user clicks 'Save' and the edited information is stored in the database. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Add a New Task:</u>**
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **add new Tasks** by clicking the 'Add' button on the Tasks are. After this the user is redirected to the Add New Task web-page, where the user is able to fill some Task information, such as the Title, the Description as well as the Project that it is referenced to. In order to store the new Task into the database, the user must click the 'Create new Task'. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Delete an existing Task:</u>**

  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **delete Tasks** by clicking the 'Tasks". After this the user is redirected to the Tasks web page, where the user is able to find all existing projects. From the Tasks that are resulted the user is able to delete one or more by clicking the 'Delete' button in each of the preferred Task. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Edit an existing Task:</u>**

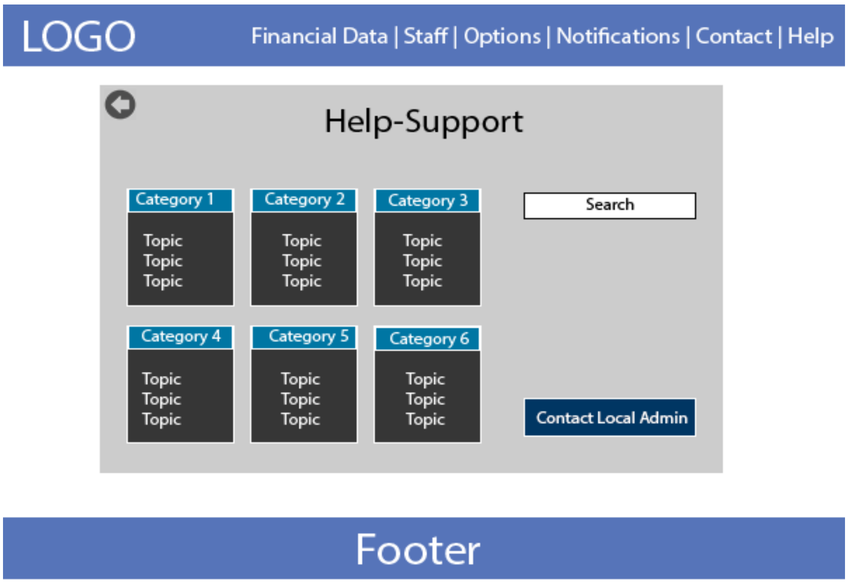
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **edit existing Tasks** by clicking the 'Tasks' button on the Tasks' area. After this the user is redirected to the Task web page, where the user is able to find and edit database existing Tasks. The user is able to search the Task from the search area. The matching results are shown on the Results area, below of the search area. In the next step the user selects the preferred Task and the editable information are shown. After editing, the user clicks 'Save' and the edited information is stored in the database. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Review an EMPLOYEE's Task:</u>**

  When a SENIOR OFFICIAL is logged-in and redirected to the EMPLOYEE's Profile Panel web-page, the user is able also to **review EMPLOYEE's Tasks** in each selected project. Depending on the status of each task (Ready to review, Pending, Reviewed), the user is able to review 'ready-to-go' Tasks by clicking on the 'Ready to review' button. After this, the SENIOR OFFICIAL is redirected to the Marking web-page, where the user is able to **review uploaded business files** as well as to mark this Task. The user is also able to return back from the Task page to the EMPLOYEEs' web-page by clicking the button «back».

- **Enter Help/Support:**

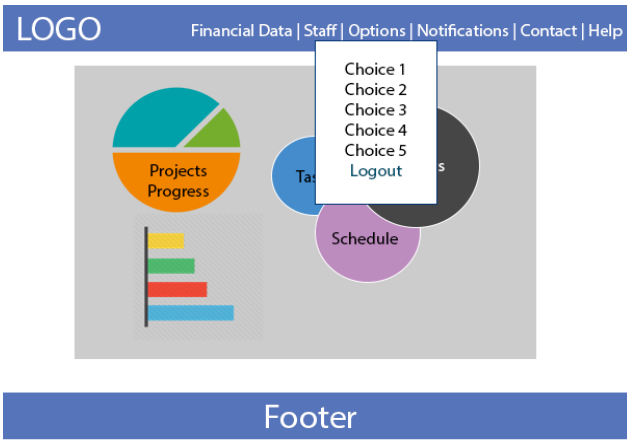
  When a SENIOR OFFICIAL is logged-in and redirected to the main Dashboard, the user is able to **communicate with the Local Admin**, whose role is to help the user with technical issues (i.e. random warning messages). Useful tutorial files and videos for FAQs will be available. The option will be held on the top menu and by clicking on it, a pop up window with specific text areas will be shown in order the user to fill it.



Wireframe 50 – Help Support

- **SENIOR OFFICIAL Logout:**

  When a SENIOR OFFICIAL is logged-in and active being in one of the web-pages, which are mentioned above, and wants **to logout from the system**, the user is able to do it from the Logout button on the top menu on the top right side. After this action, the user is redirected to the Login page.



Wireframe 51 – Logout

2.4.4. Entrepreneur

BUSINESS PLAN & PROJECT MANAGEMENT are the two responsibilities of this user role. Mainly overviews and assesses EMPLOYEEs projects, in order to deliver the desired goals of the business. Create his business(es), import Financial Data and produce Business Plan.

So the main **actions** of an Entrepreneur will be:

1) **Register to the platform**
2) **Import / Export / Create / Edit EMPLOYEE accounts**, for better user account management.
3) **Invite Individual Users**
4) **Provide support** to EMPLOYEEs, in case of any procedural matter.
5) **Organize/Assign Roles to the team** (creates Senior Officials)
6) **Create / Edit projects/tasks**
7) **Create/Edit schedule tasks**
8) Overview Insights for EMPLOYEEs (i.e. time spent/Project)
9) **Export reports** according to Insights, in order to be provided meetings
10) **Create business profile(s)**
11) **Import/Edit/Delete Financial Data** of Company
12) **Create business plan(s)**
13) Overview their Business Results
14) Export, share and compare their reports with other industries of their country

Additionally, ENTREPRENEUR’s **Dashboard** will show notifications, EMPLOYEEs’ insight data, suspend actions as well as with communication ways.

ENTREPRENEUR’s DASHBOARD							
LOGO	***Business***	Project Management	**Reports**	**Options**	**Notifications**	**Contact**	**Help**
Projects/Tasks +SETUP/EDIT	**Insight Panel (customized*)***						
EMPLOYEEs +import/register/edit							
							Online Users

Wireframe 52 – Enterpreneur Panel

Entrepreneur’s analytical procedures

- **Entrepreneur Register:**

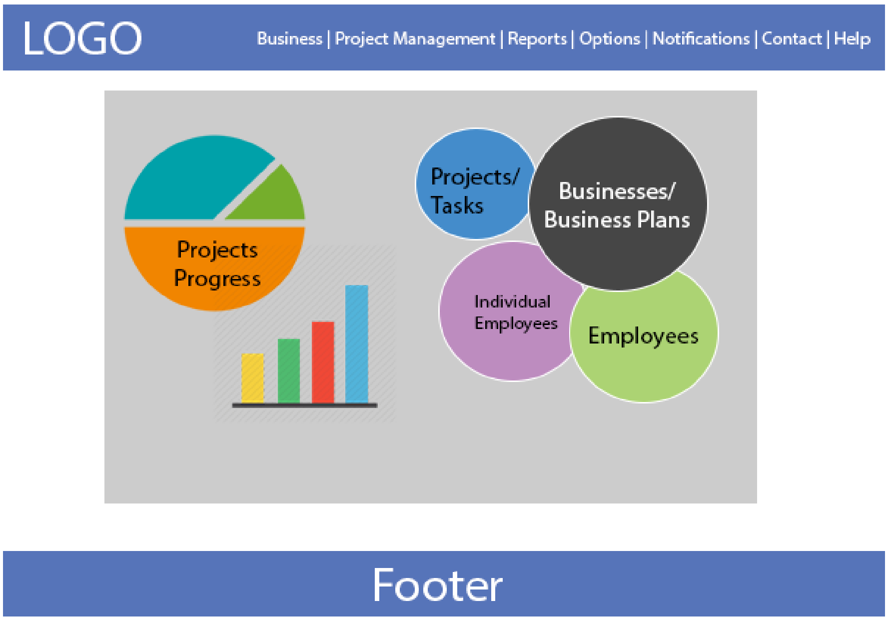
  When the user access the project management & business plan web-page, is able to Register, by filling the form in, and clicking the “Sign Up” button at the bottom of the web-page. After that, receives a confirmation email to the registered email which typed and be redirected to the Login-Page.

- **Entrepreneur Login:**

  The user **enters the login page** of the system. After **filling** the *Username* & *Password* fields, the user hits the Login button. If the credentials are correctly filled, the user **enters the Dashboard Panel**. Otherwise, the user receives an error message. Additional actions are Social Media login, where guests are able to login with a social media account, and Forgot Password option, where guests are able to recover their access via an email re-authentication procedure.

- **Enter/Overview the Dashboard Panel:**

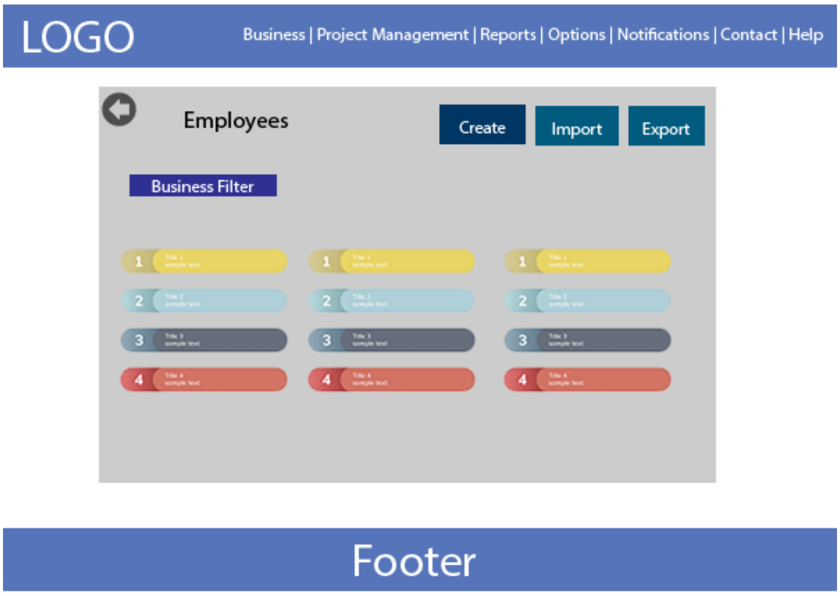
  After Login, the Admin redirects to the **main Dashboard web-page**. In this page there are **several options** and **interactions**. For example, the user is able to check several insights over the ENTREPRENEUR and the EMPLOYEE accounts, import/export/register ENTREPRENEUR and EMPLOYEE accounts, import/export/edit Projects and Tasks as well as to download reporting documents.



Wireframe 53 – Overview Dashboard Panel

- **<u>Import/Export EMPLOYEEs from/to file:</u>**

  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able **to import or export EMPLOYEE accounts from/to a structured format file (CSV, XML etc.)** from/to a local file from/to the local computer machine. Importing new EMPLOYEE accounts includes that the user selects a local structured format file from the local computer, uploads and stores the file to the system's database. Exporting EMPLOYEE accounts includes that the user selects all the preferred accounts and downloads them from the system's database to a structured format file to the local machine.



Wireframe 54 – Import /Export Employees

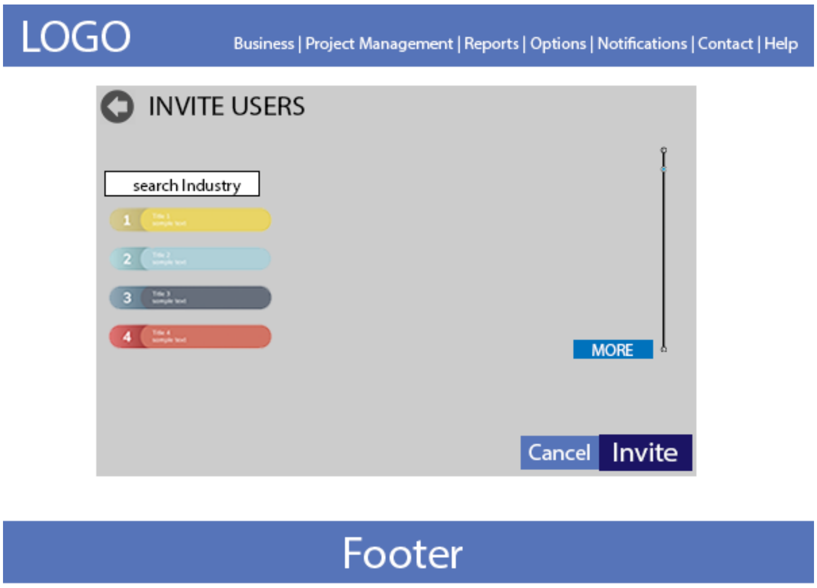
- **Add New EMPLOYEE account:**

  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **add new EMPLOYEE accounts** by clicking the '+add' button on the EMPLOYEES area of the Dashboard. After this, the user is redirected to the Add New EMPLOYEEs webpage, where the user fills the personal and the organizational details of the new account. In order to finish and store the new EMPLOYEE into the database, the user clicks the 'Add' button. The user is also able to return back to the Dashboard by clicking the button on the top left.

Wireframe 55 – Add New Employee Account

- **Invite Users:**

  When the user comes into to this page, can search and find via filters, employees to **RECRUIT** them in their business. After finding the employee they want, they select him and click “INVITE” button. When this action happens, a notification will be sent to the Individual User.



Wireframe 56 – Invite Users

- **Enter/Overview the EMPLOYEEs’ Insight Panel:**

  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **overview insights about all EMPLOYEE accounts** (i.e. project deadline) by clicking the ‘All EMPLOYEEs’ link on the EMPLOYEEs’ insights area. After this the user is redirected to the EMPLOYEEs’ Insight web page. In this page the user is able to overview several of information about each EMPLOYEE, such as the number of projects, the average number of tasks per project, the average completion time etc.

- **Add a New Project:**

  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **add new Projects** by clicking the ‘Add’ button on the Projects are. After this the user is redirected to the Add New Project web-page, where the user is able to fill some Project information, such as the Title, and Description, the Action Plan and the references. In order to store the new Project into the database, the user must click the 'Set up new Project' button. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Delete an existing Project:</u>**
  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **delete Projects** by clicking the 'Projects' button. From the Projects that are resulted the user is able to delete one or more by clicking the 'Delete' button in each of the preferred Projects. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Edit an existing Project:</u>**
  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **edit existing Projects** by clicking the 'Projects' button. After this the user is redirected to the Edit Projects web page, where the user is able to find and edit database existing Projects. The user is able to search the Project from the search area. The matching results are shown on the Results area, below of the search area. In the next step the user selects the preferred Project and the editable information are shown below, in continue. After editing, the user clicks 'Save' and the edited information are stored in the database. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Add a New Task:</u>**
  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **add new Tasks** by clicking the 'Add' button on the Tasks are. After this the user is redirected to the Add New Task web-page, where the user is able to fill some Task information, such as the Title, the Description as well as the Project that it is referenced to. In order to store the new Task into the database, the user must click the 'Create new Task'. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Delete an existing Task:</u>**

When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **delete Tasks** by clicking the 'Tasks". After this the user is redirected to the Tasks web page, where the user is able to find all existing projects. From the Tasks that are resulted the user is able to delete one or more by clicking the 'Delete' button in each of the preferred Task. The user is also able to return back to the Dashboard by clicking the button "back".

- **<u>Edit an existing Task:</u>**

  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **edit existing Tasks** by clicking the 'Tasks' button on the Tasks' area. After this the user is redirected to the Task web page, where the user is able to find and edit database existing Tasks. The user is able to search the Task from the search area. The matching results are shown on the Results area, below of the search area. In the next step the user selects the preferred Task and the editable information are shown below, in continue. After editing, the user clicks 'Save' and the edited information are stored in the database. The user is also able to return back to the Dashboard by clicking the button "back".

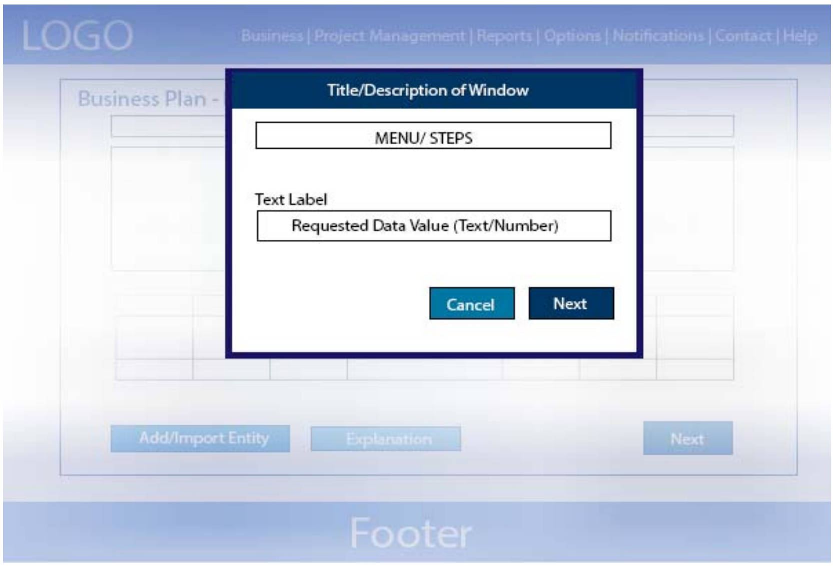
- **<u>Review an EMPLOYEE's Task:</u>**

  When an Entrepreneur is logged-in and redirected to the EMPLOYEE's Profile Panel web-page, the user is able also to **review EMPLOYEE's Tasks** in each selected project. Depending on the status of each task (Ready to review, Pending, Reviewed), the user is able to review 'ready-to-go' Tasks by clicking on the 'Ready to review' button. After this, the SENIOR OFFICIAL is redirected to the Marking web-page, where the user is able to **review uploaded business files** as well as to mark this Task. The user is also able to return back from the Task page to the EMPLOYEEs' web-page by clicking the button "back".

- **<u>Import Financial Data:</u>**

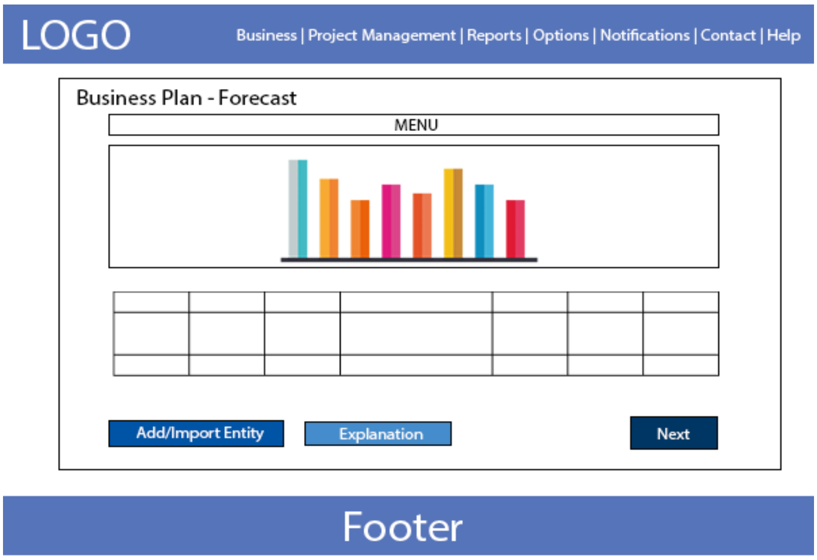
When an Entrepreneur is logged-in and redirected to the Business Panel web-page, the user is able to create successful Business Plans which can be succeed via filling the financial data of the company.

FORECAST FINANCIAL ENTITY PANEL, a menu with the financial entities will be placed at the top of main window, under the title. Below that there will be a chart where at y row will show the amount and at x row, labels of months will be placed under each column. Next Element is the data table which imported data of entity will be written in the cells. Last row, contains three buttons “Import Entity” which if it is clicked a popup wizard opens for the user to fill all the requested data values. At the Wizard, the input data will be divided in category steps. Another button is “Explanation” where a description of entity will be available to the user so understand what the entity window is it about, and finally a “Continue” button where will direct the user to the next menu tab. At the Wizard, the input data will be divided in category steps.



Wireframe 57 – Import Financial Data

After the user having imported and saved these data, a graphic chart and a table with the assigned values will be shown to the panel of corresponding entity page.

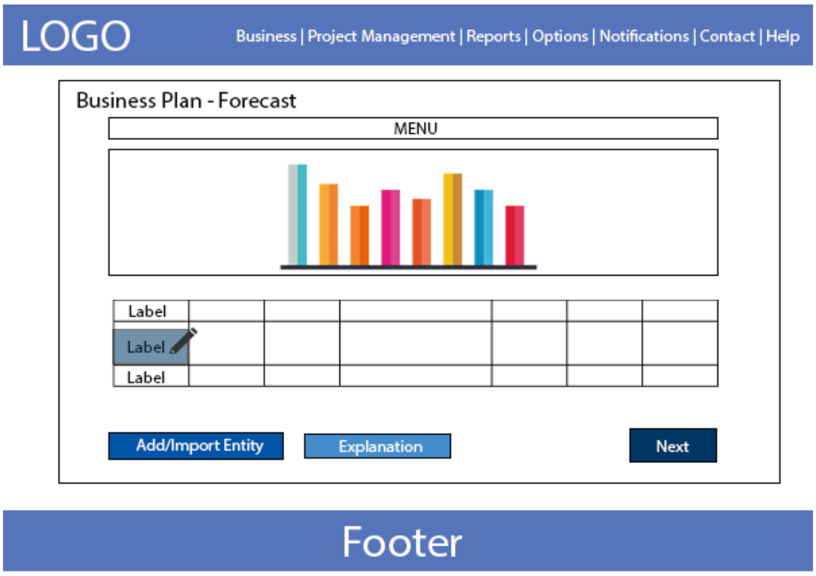


Wireframe 58 – Business Plan - Forecast

The graphic chart will probably be in line or bar charts and in some situations there will be a pie chart.

- **Edit Financial Data:**

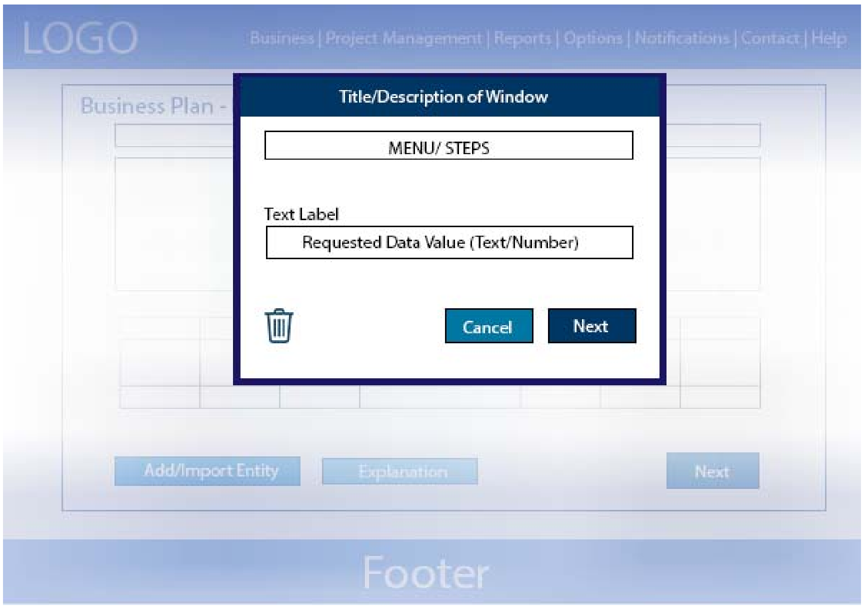
When the user is located in each Entity Page, a pencil will be available to edit the imported values by hovering them. If it is triggered, then the wizard comes front and the user will be able to change each value.



Wireframe 59 – Edit Financial data

- **Delete Financial Data:**

When the user is located in Entity Page and an entity value is opened in popup screen, then a basket will be available at the bottom left of this window. If it is clicked, then a text “if are you sure for delete” will be asked to the user. He will able to choose “YES” or “NO”.

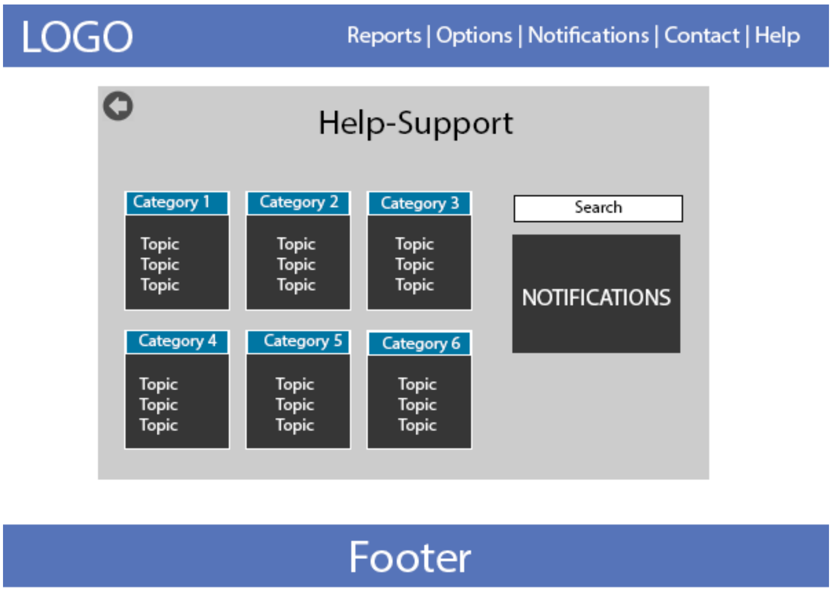


Wireframe 60 – Delete Financial data

Wireframe 61 – Delete Financial data

- **<u>Enter Help/Support:</u>**

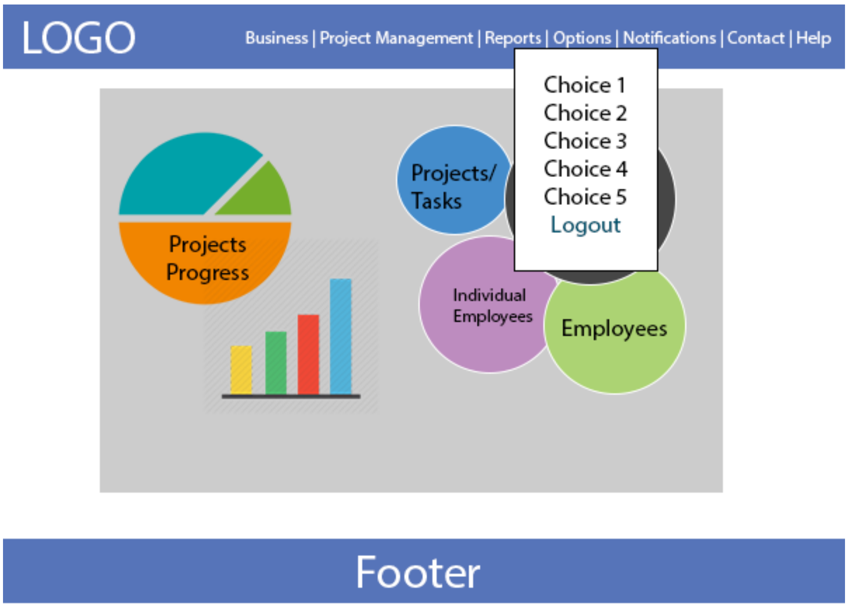
  When an Entrepreneur is logged-in and redirected to the main Dashboard, the user is able to **communicate with the EMPLOYEEs and ADMINs**, in order to provide or be provided help services. The Help/Support requests will be received as a notification to the Entrepreneur and he is able to instantly reply to each Help/Support request. Useful tutorial files and videos for FAQs will be available. The option will be held on the top menu and by clicking on it.



Wireframe 62 – Help-Support functionality

- **<u>Entrepreneur Logout:</u>**

When an Entrepreneur is logged-in and active being in one of the web-pages, which are mentioned above, and wants **to logout from the system**, the user is able to do it from the Logout button on the top menu on the top right side. After this action, the user is redirected to the Login page.



Wireframe 63– Logout

2.4.5. Admin (Local & Super)

This/These user role(s) are the main experts and administrators of either the business plan & project management procedures or the system's platform. They aim both to support EMPLOYEEs and ENTREPRENEURs, insight the business plan & project management actions and maintain the functionality of the platform.

So the main **actions** of a **LOCAL ADMIN** will be:

1) **Import / Export / Set up / Edit EMPLOYEE accounts**, for better user account management.
2) **Provide technical help & support to EMPLOYEEs/ ENTREPRENEURs**, in case of any procedural or technical matter.
3) **Set up / Edit projects/tasks.**
4) **Overview Insights both for EMPLOYEEs** (time spent/Project) and **ENTREPRENEURs** (response time)
5) * **Export reports** according to Insights, in order to be provided (i.e. for ENTREPRENEUR) meetings

Extra **actions** of a **SUPER ADMIN** will be:

1) **Setup/ Edit/ Delete LOCAL USERs** accounts, for better user account management.
2) Provide **technical help & support to LOCAL ADMINs**, in case of any procedural or technical matter.
3) **Maintain - Extend the platform functionality**, such as pop-up system errors/warnings, systems updates/upgrades, prevention of hacker attacks etc.
4) **Maintain - Update the core platform**

Additionally, ADMIN's **Dashboard** will show notifications, EMPLOYEEs' and ENTREPRENEURs' insight data, suspend actions as well as with communication ways.

<table>
<tr><th colspan="5">ADMIN's DASHBOARD</th></tr>
<tr><td>LOGO</td><td>Add Local Admin (SA)</td><td>Help-Support (LA/SA)</td><td>Notifications (LA/SA)</td><td>Profile (LA/SA)</td></tr>
<tr><td rowspan="4">Left Menu (LA/SA)</td><td colspan="3" rowspan="2">Insight Panel (customized) (LA/SA)</td><td>Groups(LA/SA)</td></tr>
<tr><td>Replies(LA/SA)</td></tr>
<tr><td rowspan="2">Projects/Tasks +SETUP/EDIT (LA/SA)</td><td rowspan="2">EMPLOYEEs +import/register/edit (LA/SA)</td><td rowspan="2"></td><td>Online Users(LA/SA)</td></tr>
<tr><td></td></tr>
</table>

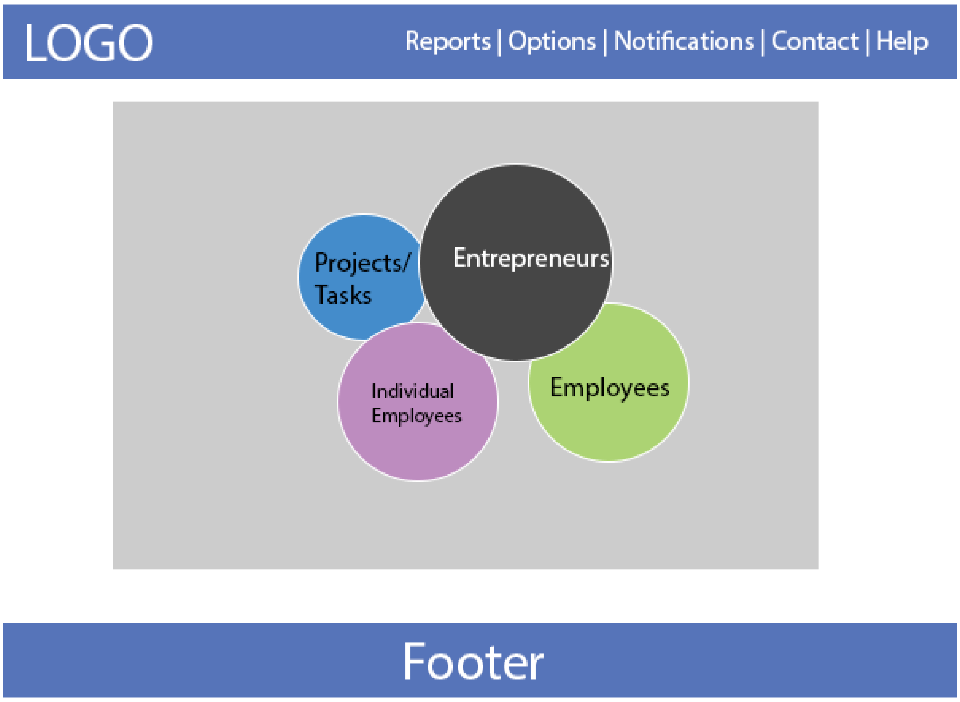
Wireframe 64– Admin's Dashboard

Admin's analytical procedures

- **Admin Login:**
  The user **enters the login page** of the system. After **filling** the *Username* & *Password* fields, the user hits the Login button. If the credentials are correctly filled, the user **enters the Dashboard Panel**. Otherwise, the user receives an error message.

- **<u>Enter/Overview the Dashboard Panel:</u>**

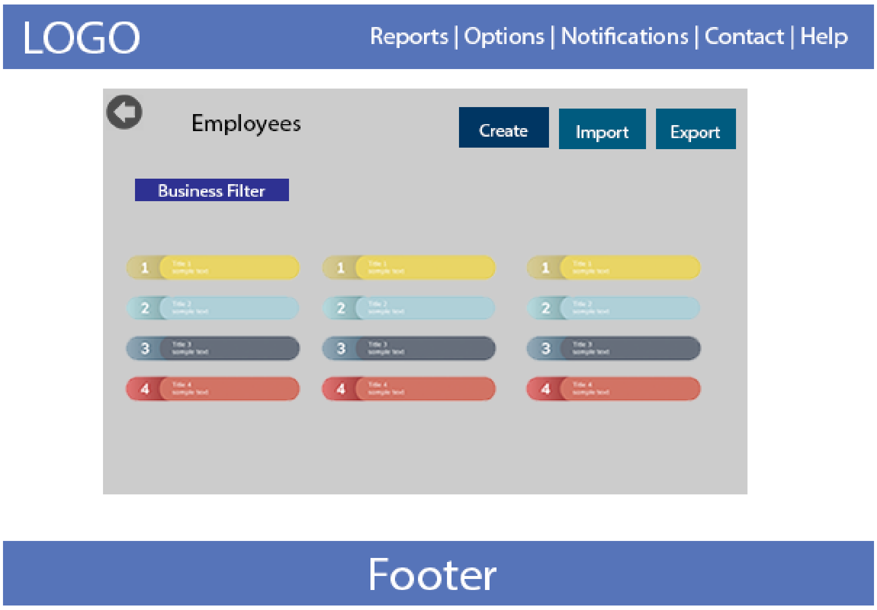
  After Login, the Admin redirects to the **main Dashboard web-page**. In this page there are **several options** and **interactions**. For example, the user is able to check several insights over the ENTREPRENEUR and the EMPLOYEE accounts, import/export/register ENTREPRENEUR and EMPLOYEE accounts, import/export/edit Projects and Tasks as well as to download reporting documents.



Wireframe 65 – Admin's Dashboard

- **<u>Import/Export EMPLOYEEs from/to file:</u>**

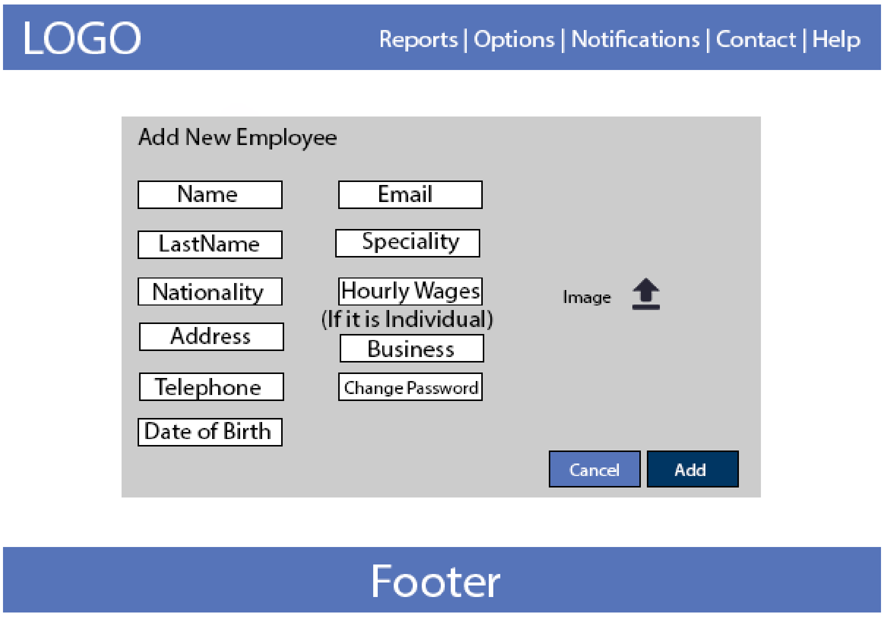
  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able **to import or export EMPLOYEE accounts from/to a structured format file** (CSV, XML etc.) from/to a local file from/to the local computer machine. Importing new EMPLOYEE accounts includes that the user selects a local structured format file from the local computer, uploads and stores the file to the system's database. Exporting EMPLOYEE accounts includes that the user selects all the preferred accounts and downloads them from the system's database to a structured format file to the local machine.



Wireframe 66 – Import/Export Employees

- **<u>Add New EMPLOYEE account:</u>**

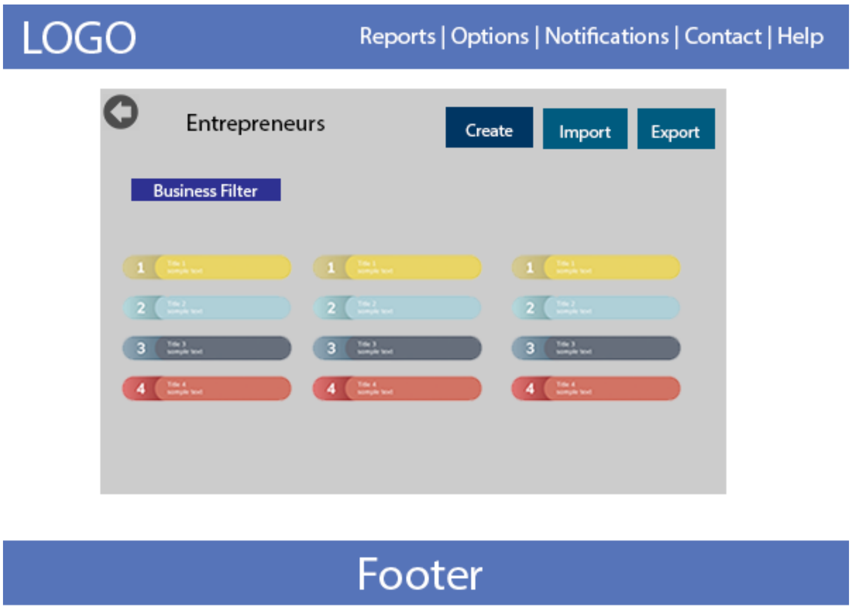
  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **add new EMPLOYEE accounts** by clicking the '+add' button on the EMPLOYEES area of the Dashboard. After this, the user is redirected to the Add New EMPLOYEEs webpage, where the user fills the personal and the organizational details of the new account. In order to finish and store the new EMPLOYEE into the database, the user clicks the 'Add' button. The user is also able to return back to the Dashboard by clicking the button on the top left.



Wireframe 67– Add New Employee

- <u>**Import/Export ENTREPRENEURs from/to file:**</u>

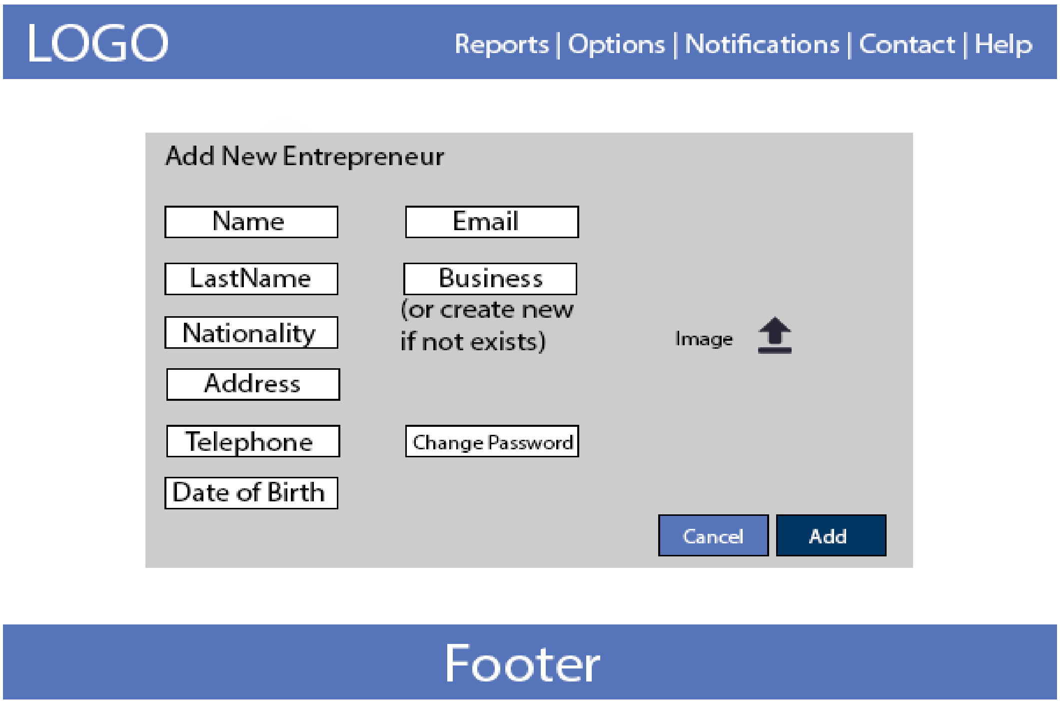
  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able **to import or export ENTREPRENEUR accounts from/to a structured format file** (CSV, XML etc.) from/to a local file from/to the local computer machine. Importing new ENTREPRENEUR accounts includes that the user selects a local structured format file from the local computer, uploads and stores the file to the system's database. Exporting ENTREPRENEUR accounts includes that the user selects all the preferred accounts and downloads them from the system's database to a structured format file to the local machine.



Wireframe 68– Import/Export Entrepreneur

- **<u>Add New ENTREPRENEUR account:</u>**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **add new ENTREPRENEUR accounts** by clicking the '+add' button on the ENTREPRENEUR area of the Dashboard. After this, the user is redirected to the Add New ENTREPRENEURs webpage, where the user fills the personal and the organizational details of the new account as well as the EMPLOYEEs accounts that the new ENTREPRENEUR should assess. In order to finish and store the new ENTREPRENEUR into the database, the user clicks the "Add" button.



Wireframe 69– Add New Entrepreneur Account

- **<u>Enter/Overview the EMPLOYEEs’ Insight Panel:</u>**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **overview insights about all EMPLOYEE accounts** (i.e. project deadline) by clicking the ‘All EMPLOYEEs’ link on the EMPLOYEEs’ insights area. After this the user is redirected to the EMPLOYEEs’ Insight web page. In this page the user is able to overview several of information about each EMPLOYEE, such as the number of projects, the average number of tasks per project, the average completion time etc.

- **<u>Enter/Overview the ENTREPRENEURs’ Insight Panel:</u>**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **overview some weekly or monthly insights about all ENTREPRENEUR accounts** (i.e. per EMPLOYEE) by clicking the ‘All ENTREPRENEURs’ link on the ENTREPRENEURs’ insights area. After this the user is redirected to the ENTREPRENEURs’ Insight web page. In this page the user is able to overview several of information about each ENTREPRENEUR, such as the number of assessing EMPLOYEEs, the number of business plans and the results of them.

- **Add a New Project:**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **add new Projects** by clicking the 'Add' button on the Projects are. After this the user is redirected to the Add New Project web-page, where the user is able to fill some Project information, such as the Title, and Description, the Action Plan and the references. In order to store the new Project into the database, the user must click the 'Set up new Project' button. The user is also able to return back to the Dashboard by clicking the button "back".

- **Delete an existing Project:**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **delete Projects** by clicking the 'Projects' button. From the Projects that are resulted the user is able to delete one or more by clicking the 'Delete' button in each of the preferred Projects. The user is also able to return back to the Dashboard by clicking the button "back".

- **Edit an existing Project:**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **edit existing Projects** by clicking the 'Projects' button. After this the user is redirected to the Edit Projects web page, where the user is able to find and edit database existing Projects. The user is able to search the Project from the search area. The matching results are shown on the Results area, below of the search area. In the next step the user selects the preferred Project and the editable information are shown below, in continue. After editing, the user clicks 'Save' and the edited information are stored in the database. The user is also able to return back to the Dashboard by clicking the button "back".

- **Add a New Task:**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **add new Tasks** by clicking the 'Add' button on the Tasks are. After this the user is redirected to the Add New Task web-page, where the user is able to fill some Task information, such as the Title, the Description as well as the Project that it is referenced to. In order to store the new Task into the database, the user must click the ‘Create new Task’. The user is also able to return back to the Dashboard by clicking the button “back”.

- **<u>Delete an existing Task:</u>**

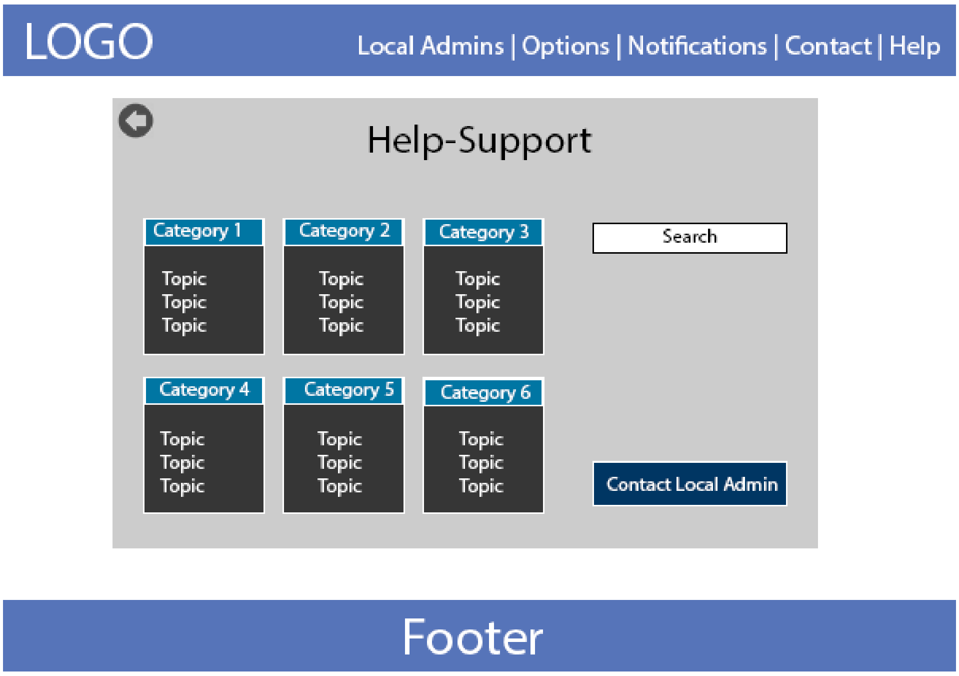
  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **delete Tasks** by clicking the ‘Tasks”. After this the user is redirected to the Tasks web page, where the user is able to find all existing projects. From the Tasks that are resulted the user is able to delete one or more by clicking the ‘Delete’ button in each of the preferred Task. The user is also able to return back to the Dashboard by clicking the button “back”.

- **<u>Edit an existing Task:</u>**

  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **edit existing Tasks** by clicking the ‘Tasks’ button on the Tasks’ area. After this the user is redirected to the Task web page, where the user is able to find and edit database existing Tasks. The user is able to search the Task from the search area. The matching results are shown on the Results area, below of the search area. In the next step the user selects the preferred Task and the editable information are shown below, in continue. After editing, the user clicks ‘Save’ and the edited information are stored in the database. The user is also able to return back to the Dashboard by clicking the button “back”.

- **<u>Enter Help/Support:</u>**

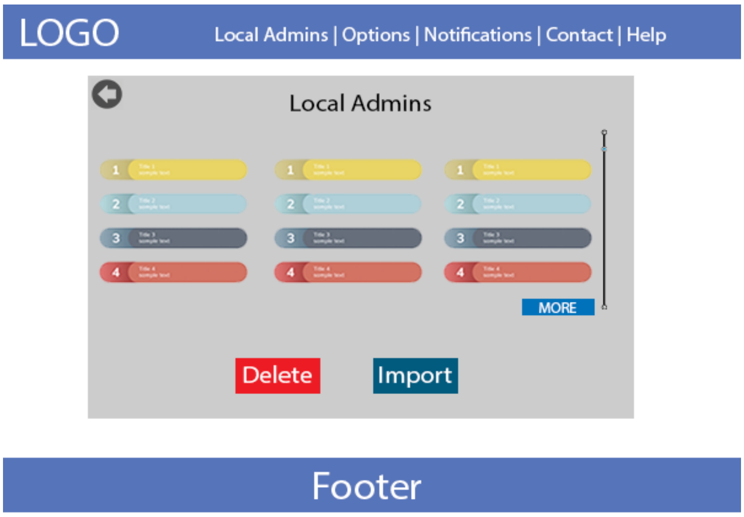
  When an Admin (Local or Super) is logged-in and redirected to the main Dashboard, the user is able to **communicate with the ENTREPRENEURs and EMPLOYEEs**, in order to provide help services. The Help/Support requests will be received as a notification to the Admin and the Admin user will be able to instantly reply to each Help/Support request. In addition there will exist useful tutorial files and videos for FAQs. The option will be held on the top menu and by clicking on it.



Wireframe 70 – Help-Support

- **<u>Add/Delete a Local Admin (only for Super Admin role):</u>**

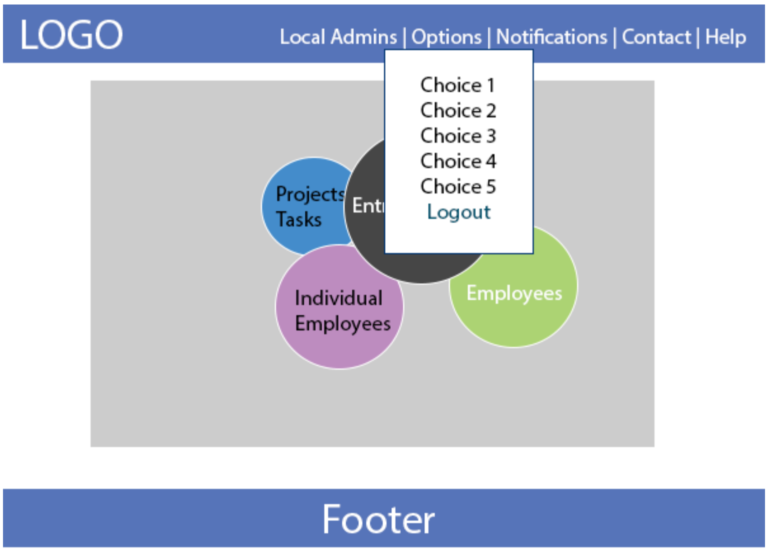
  When a Super Admin is logged-in and redirected to the main Dashboard, the user is able to **add a new Local Admin account** by clicking the 'Local Admins' on the top menu of the Dashboard. After this the Super Admin is re-directed to Add/Delete Local Admin account web page. The Super Admin is able on the one hand to fill personal and organizational details as well as to register a new username/password for the new Local Admin. By clicking the 'Add' button, the Super Admin is able to store the new Local admin to the database. On the other hand the Super Admin is able to select and delete one Local User by clicking the 'Delete' button on each of the preferred Local Admins. The user is also able to return back to the Dashboard by clicking the button "back".



Wireframe 72– Add / Delete Local Admin

- **<u>Admin Logout:</u>**

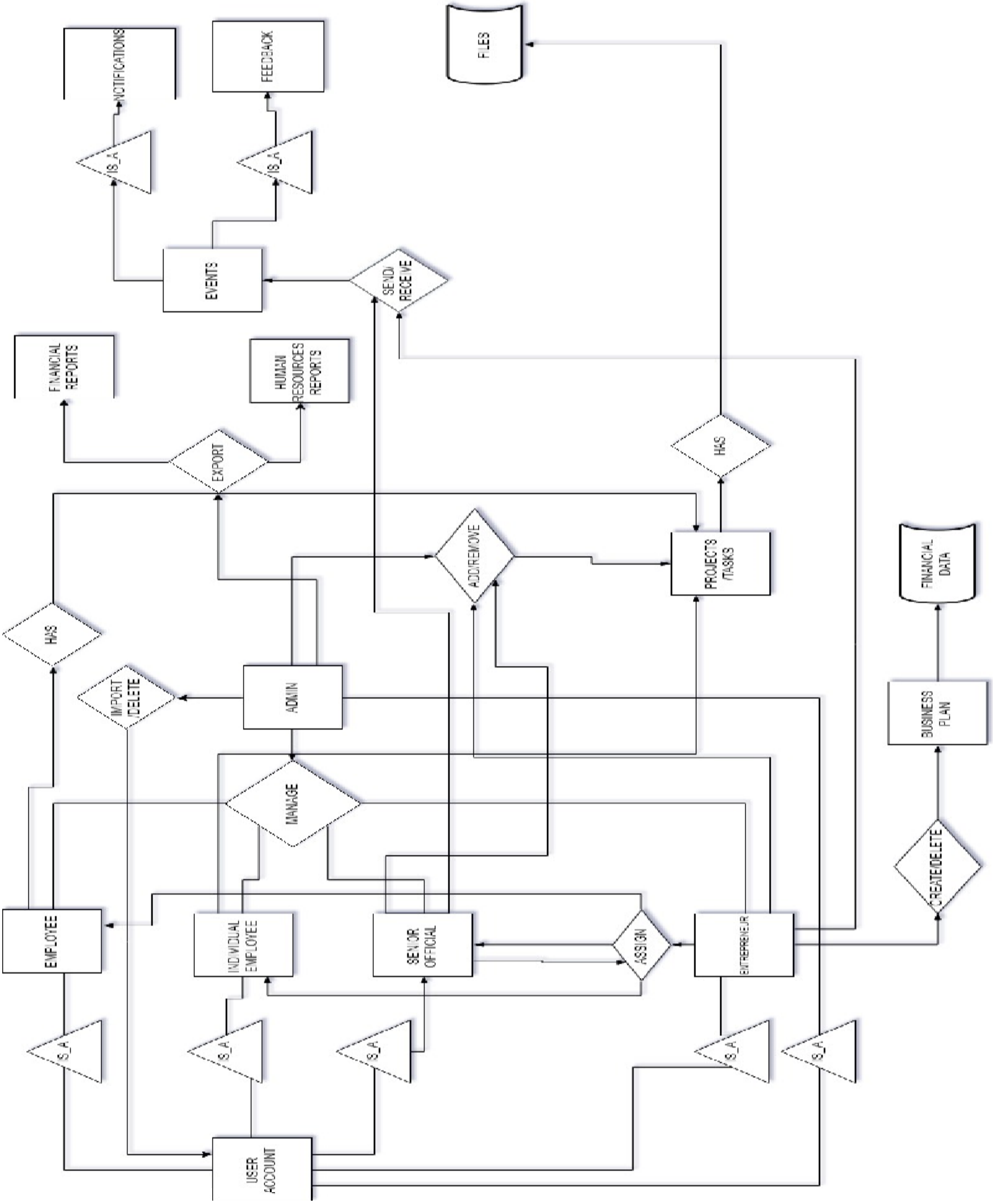
  When an Admin (Local or Super) is logged-in and active being in one of the web-pages, which are mentioned above, and wants **to logout from the system**, the user is able to do it from the Logout button on the top menu on the top right side. After this action, the user is redirected to the Login page.



Wireframe 73– Admin Logout

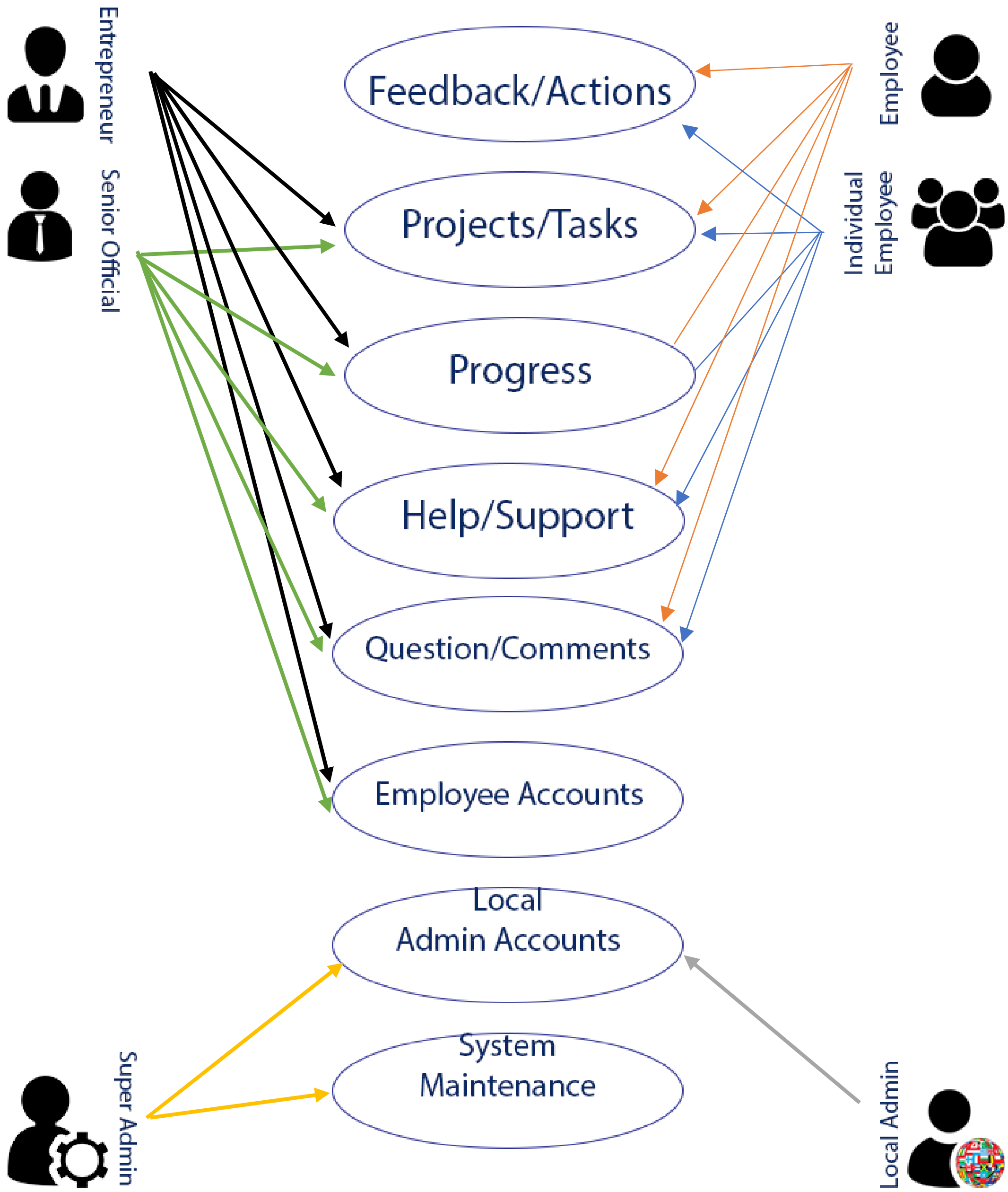
In the next graph it is shown the in distribution and the interoperability of YBS platform.

The basic ***ENTITY-RELATION DIAGRAM*** is presented below in order to understand the basic structure of the database of the YBS system, as it is described in the previous pages.



Wireframe 74– ENTITY RELATION DIAGRAM

Finally, the following diagram provides an overview of all user roles as well as with their actions and interaction, which will aim to make the business & project management platform procedure more understandable.



Wireframe 75– Overview of Users Roles

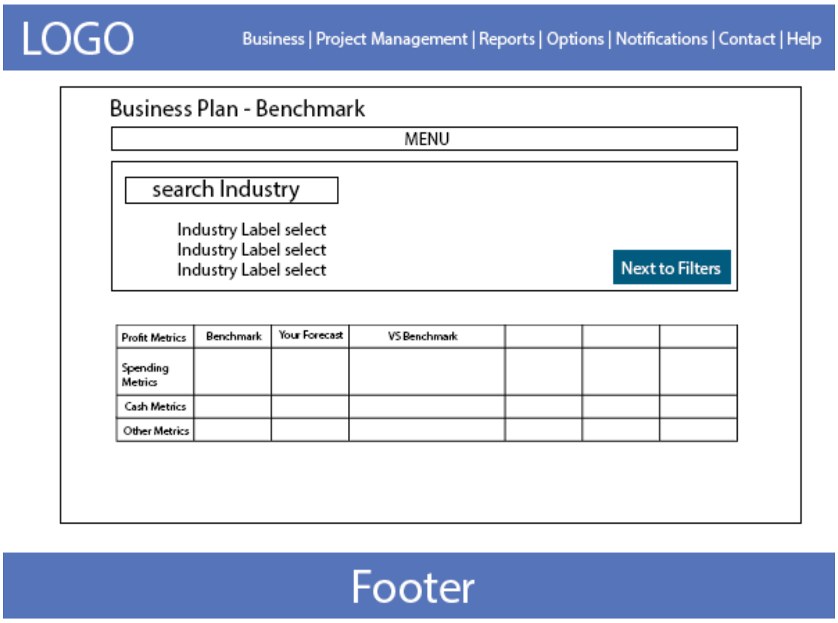
2.5. BENCHMARKS

This is another tool for business owners that takes the built financial Reports from the forecast plan and compare it to financial data averages from companies in the industry.

A menu item **"Benchmarks"** at the business menu bar will be located. The frame will work as a **WIZARD** and will have a **SEARCH BUTTON** where the user can type a keyword that describes what the business does. This will bring a list of industries that match to the business by country and can be selected as the competitor. The user will have to include some filters and in the end, will display the forecast data in a table against the competitor's side by side.

The basic entities that should be compered are the following:

Profit Metrics	Gross Margin Profit Margin Net Profit Margin
Cash Metrics	Inventory on Hand
Spending Metrics	Revenue spent on Rent Revenue spent on Marketing Revenue spent on PayRoll
Other Metrics	Quick Ratio Current Ratio



Wireframe 79– Benchmark Panel

2.5.1. Analytics By Country

Local Admins of each country collecting data information of all businesses that have been created in the platform and everyone of them can present analytic details about them only for their country.

The local admin will have on its availability an **ANALYTIC PANEL** where statistics, sorted by industry and country will be presented in tables or in graphical charts.

The Local Admin will be able to **publish or export to PDF/DOC** these reports via the buttons “Download” or “Export” which will be placed at the top bar of panel.

3. Conclusion

As a conclusion, modern available Business Plan & Project Management software solutions provide very good packages, which include both essential functionalities and cross-device support. After all, existing open-source and commercial solutions do not integrate visual insights, modern user experience as well as with custom functionality, completely. For those essential reasons, a new business proposal is introduced by BEST CYBERNETICS, in order to deliver a product that will be not only full functional and modern experience oriented but it will be fully customizable and expandable, as well.

***