
Digital Operations for SMEs

Expertise in Process Scaling, Automation & Software
Development

VECTOR DEVELOPERS

Your Long-term Implementation Partner for Digital Operations

www.vectordevelopers.com



The Reality of SMEs

Common challenges in today's operational landscape



Excel, WhatsApp, and email used for critical workflows



Limited visibility into projects, costs, and timelines



Manual reporting and duplicated work across teams



Processes are hard to track and even harder to scale

"If you recognize these challenges, this presentation is for you."

SME Digital Maturity

Recent studies show heightened digitalization awareness, tempered by data security concerns.

Competitiveness

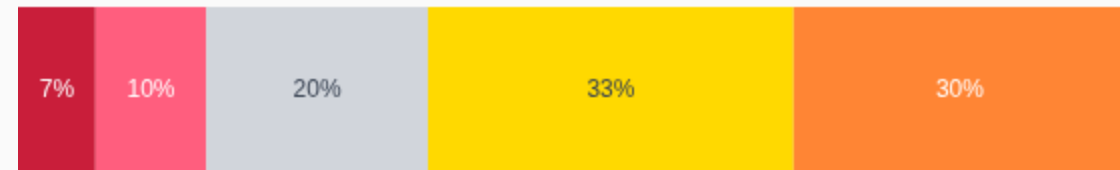
Over **8 in 10** SMEs consider digitalization important or critical for staying competitive, especially in traditional industries like agriculture and construction.

Security

Nearly **two-thirds** report that privacy and security concerns strongly influence digital investment decisions.

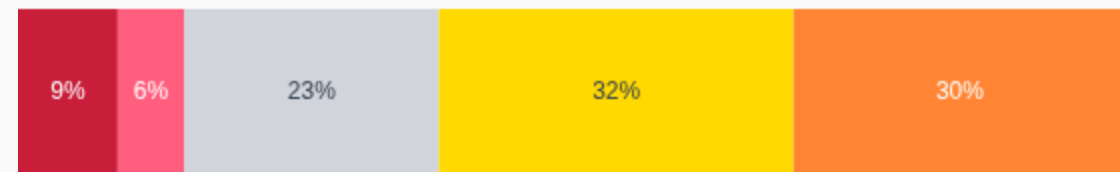
SMEs view digitalization as a competitive advantage

Importance level attributed to digitalization for competitiveness



Security concerns influence digital strategies

Impact of security concerns on decision making



■ Not ■ Somewhat ■ Moderate ■ Highly ■ Critical

Companies See Real Value in Digitalization



plan digital investments in the next 12
months



Increased Productivity

Same team delivers more through elimination of repetitive tasks and streamlined workflows.



Control & Visibility

Precise monitoring of project status in real time, eliminating uncertainty and reducing delays.



Rapid Implementation

Technology and AI evolution in last 3 years drastically reduced time needed for development and integration.



KEY MESSAGE

"Focus on operational efficiency, not innovation for innovation's sake."

AI: When It's Useful and When It's Not

AI isn't magic and it's not suitable for everything. In many cases, AI is overkill.

When AI is the right fit

- ✓ **Creative processes:** content writing, reports, presentations, and message review
- ✓ **Complex analysis:** analyzing large datasets and identifying hidden patterns
- ✓ **Processing documents:** handling variable formats and extracting unstructured data

When we DON'T use AI

- ✗ When classic automation is cheaper, faster, and more predictable
- ✗ When identical, deterministic results are required every single time
- ✗ Generating standard contracts, invoices, and repetitive administrative documents



Key Message: AI is a tool, not a goal. It should only be used where it adds real value over traditional methods.

Custom Solutions. Implementation Partnership.

PRINCIPLES

- ✓ We don't sell generic tools
- ✓ We don't force clients to adapt to software

OBJECTIVE

**Process optimization,
not product sales.**

OUR APPROACH



Map Processes

Map current business processes first to ensure a solid foundation.



Fit to Process

Choose solutions that fit your processes, not the other way around.



Mature Solutions

Use mature market solutions that offer easy, reliable integration.






Build Custom

Build from scratch only when truly necessary for unique needs.

Corporate Governance at SME Level



Adapting best practices for agility and efficiency

How Large Companies Operate

-  Clear, documented processes
-  Standardized workflows
-  Automation & full visibility

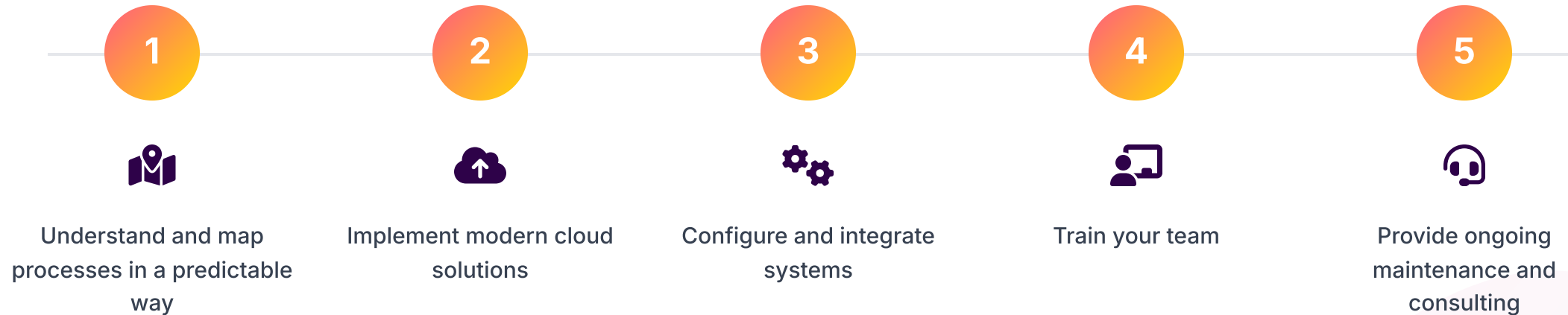


How We Adapt for SMEs

-  Same principles without unnecessary bureaucracy
-  Optimized costs for licenses and solutions
-  Management-level visibility
-  Reports similar to those used in corporations

How We Work With Clients

A predictable, five-step methodology designed for long-term success.



"We stay with you after go-live"

Our partnership doesn't end at launch; we ensure your systems evolve with your business.

Architecture Consortium

Digital transformation of proposal and project management processes for a major industry player.

Initial Challenges



Lack of project visibility

Management had no clear picture of project status in real time, relying on manual and outdated reports.



Planning difficulties

Inability to correctly estimate peak periods due to fragmented data scattered across different Excel files.



Heavy repetitive manual work

Team wasted hours copying data between systems and manually drafting standard documents, increasing error risk.

Vector Developers Approach



Business flow mapping

Detailed analysis of pre-contract stage, defining lead status and automatic estimation of busy periods.



Document Automation

Implementation of automatic quote and contract generation system, eliminating manual drafting entirely.



Supporting documentation

Templates and supporting documentation automatically populated from a centralized database.



Monitoring through Ticketing

Centralized communication and task tracking in a dedicated ticketing system, offering complete visibility.

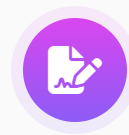
Architecture Consortium

Tangible results driven by process automation and digital visibility.



Complete Visibility

Real-time dashboard showing status of all ongoing proposals and contracts, accessible to entire management team.



Automated Contracts & Quotes

Contracts and commercial quotes generated automatically in under 2 minutes, using standardized validated templates.



Pre-filled Documents

Supporting documentation automatically pre-filled from centralized database, reducing manual work by 80%.



Clear, Easy-to-follow Processes

Clear standardized workflows that any team member can follow, reducing dependency on specific individuals.

Law Firm

Automating the workflow for processing high volumes of airline compensation claim files.

— Challenge



Repetitive Process

Manual generation of claim files for airline compensations involved identical actions, consuming valuable time and prone to errors.



High Time Consumption

Lawyers spent entire days filling out standard forms instead of focusing on legal expertise.



Error Risk

Large volume of data and repetitive nature of work frequently caused calculation or input errors in documents.

— Our Approach



Analyze Existing Processes

Detailed mapping of complete workflow from initial client data to final file generation.



Cloud Services & Data Intake

Implementation of cloud services for structured automatic data collection directly from clients, eliminating manual input.



Automatic File & Document Generation

Algorithms automatically generating files, completing all necessary annexes and calculating instant compensation values.



Intelligent Archiving

Automatic numbering, organizing and archiving system for all generated files, ensuring 100% traceability.

CASE STUDY

Law Firm

Tangible results driven by intelligent automation.



FILES AUTO-GENERATED

Complete airline compensation claim files automatically generated with zero manual intervention, including all annexes and calculations.



COMPLETION RATE

Every generated file was complete and accurate, requiring no manual corrections or additional input from the legal team.



TIME SAVED

Direct time savings equivalent to over 4 full work weeks, allowing lawyers to focus on high-value legal activities.







PRODUCTIVITY GAIN

The automation delivered productivity equivalent to adding one full-time staff member, without additional salary or benefits costs.






Textile Manufacturer

Challenges, Solution, and Results in Production Modernization





Challenges

-  **Non-uniform Client Info**
Data in various formats made centralization and analysis nearly impossible.
-  **Single-person Dependency**
Critical planning processes relied entirely on one key person.
-  **Difficult Planning**
Lack of real-time visibility prevented accurate forecasting of delivery timelines.
-  **Hard-to-centralize Data**
Scattered info across emails and physical docs caused reporting errors.

Solution

-  **Process Standardization**
Unified data collection workflows applicable to all clients.
-  **Centralized Docs**
Migration of all production documentation to a secure cloud system.
-  **Feedback Integration**
Real-time input from production floor directly to management.
-  **Task Automation**
Automated report generation, status updates, and notifications.
-  **Staff Training**
Comprehensive program ensuring effective system adoption.

Results

-  **Real-time Visibility**
Complete production dashboard accessible from any device instantly.
-  **Clear Metrics**
Objective performance tracking per employee and production line.
-  **Cloud Migration**
Complete transition from risky local storage to secure cloud infra.
-  **Digital Adoption**
Significant increase in team digital literacy and efficiency tool usage.

Why Vector Developers

Delivering enterprise-grade digital transformation tailored for SME agility.



Enterprise & SME Experience

We bring enterprise-grade processes and tools adapted specifically for SME budgets and organizational structures.



Modern Technology Access

Direct access to latest cloud platforms, automation tools, and AI capabilities without expensive in-house infrastructure.



Pragmatic AI Usage

We use AI strategically for speed and efficiency gains, not as a buzzword or unnecessary technical complication.



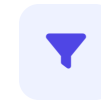
Long-term Partnership

We view clients as partners, staying engaged through ongoing maintenance, consulting, and continuous improvement.



Flexible Costs & Maintenance

Transparent pricing models and flexible maintenance agreements that scale appropriately with your business growth.



Selective Automation

We only automate what truly delivers ROI — no over-engineering, no complexity for complexity's sake.

Digitalization With Funding (Optional)

Leverage national and EU grants to accelerate your digital transformation with minimal capital investment.

GRANTS AVAILABLE UP TO

\$200,000

Funding programs offer grants ranging from \$50,000 to \$200,000 depending on project scope, company size, and innovation level.



National and EU Priority

Both European Union and national governments have made digital transformation a strategic priority, allocating significant funds to accelerate SME adoption.



Reduced Co-financing

Many programs require only 10-30% co-financing from the company, making substantial digitalization investments accessible even with limited capital.



Expert Support Access

We partner with specialized grant consulting firms who handle the complex application process, significantly increasing approval chances.



Interested in funding?

We can connect you with our consulting partners to check your eligibility.

[ASK US ABOUT GRANTS →](#)

Let's Talk About Your Business.

This isn't a sales pitch - it's a practical conversation about your current processes, challenges, and opportunities. We'll explore whether digitalization makes sense for your business, and if so, what the first step looks like.



Not a Sales Pitch

Understanding your actual business needs without pressure.



Process Deep Dive

Deep dive into your current workflows and pain points.



Predictable Roadmap

The first step toward digitalization with realistic timelines.

Contact: www.vectordevelopers.com →