

BUSINESS PLAN
BY
BetriebSystem Company Ltd.
FOR
CERTIFICATE OF INCENTIVES IN WEB-DEVELOPMENT AND HOSTING PORTALS
TO BE SUBMITTED TO
TANZANIA INVESTMENT CENTER

Prepared by:

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1.0 EXECUTIVE SUMMARY

1.1 Project Concept

The project aims to establish a company engaged in community-building in the fields of renewable energy services, e-mobility services and logistic services as well. The project will support people in Tanzania (first in Dar es Salaam, prototype, early/friendly user concept) on the one hand by helping to organise events and by supporting those events with web-services (for data gathering, data sovereignty for the people, supporting the nation-wide e-mobility ecosystem and helping by decision-making within and between initiatives and groups to foster the DIRA 2050 strategy. To develop the web-services we will work with several IT-developer groups and will facilitate to form an IT-cooperative to get the jobs done. Our IT groups will be formed by students, alumnis, IT-companies from Tanzania and some international help from the scientific network. To support this initiative, the company seeks certification of incentives from the Tanzania Investment Center (TIC).

The Project shall be carried out by BetriebSystem Company Ltd., a locally registered company with Certificate of Registration No. 190337367 dated 21th October 2025. I am confident of mobilizing financial resources through shareholders contribution.

1.2 Location

The project will be located in Dar es Salaam region, Tanzania, then nation-wide.

1.3 The Sponsors

BetriebSystem Company Ltd will be sponsoring this project. The Company is currently jointly owned by two shareholders.

Shareholders	% of Share	Nationality
Marc-André Fischer	99.93%	German
Abubakari Kombo Mruma	0,07%	Tanzanian

1.4 Objects of the Company

The company main business objectives include but not limited to the following.

- **Computer Programming Activities** developing, testing and deploying of new microservices and embedding/ integrating several well-known/ accepted software services. Cutting costs for people/ user groups and helping them by adopting their own services in addition.
- **Computer consultancy and computer facilities management activities** Giving advice for fast and reliable deployment in CI/CD-cycles, Github repositories and testing environments (also helping to find early user groups and new customer by setting up/ ramping up new markets on the collaboration platform).
- **Data processing, hosting and related activities** Hosting the collaboration platform on distributed IT-infrastructure. Facilitating easy authentication, secure data hosting and data accessibility/ data sovereignty. Fostering reducing data storage costs and data climate impact.
- **Web portals** The collaboration platform and the Github repositories will be able to access by everyone after the first prototype phase and this will be an opportunity for several tanzanian companies, people in all regions and also will be also accessible all over East-Africa (all webServices will be available in Kiswahili and english). The science network will contribute to this project internationally. We are using the SDG`s and also international standards (e.g. the ISO9001) to make this alignment easier.
- **Activities of head office** First giving focus in the project Miundombinu/ infrastructure and then promote the activities of the ecosystem by helping them with additional projects (Clean cooking, Dar Com Grid, Drones GIS, Cargo Air Vessels, Circular economy, Industrialization, e-health applications).

1.5 Formation and Legal Status

The Company was registered on 21th October 2025 under Tanzanian Laws and issued with the Certificate of Incorporation. No. 190337367

1.6 Objective of Project

The purpose of this project is to work out the technical and commercial details and proof financial viability of a IT-Development/ integration project.

1.7 Overview of the IT-Development and Deployment

People can use the low costs of renewable energies and e-mobility services to cut their costs, to reduce their climate impact, to produce carbon free fuels and to make new business-models available. They can also use the opportunities to get self-sufficient and to mitigate business risks like prices of fossil fuels. They can also use several concepts to make financing easier and purchasing affordable. The projects will also help to get capabilities that are needed and well payed to increase the GDP and the income of young people all over Tanzania.

Using easy and agreed standards for programming we use open-source software to develop and deploy our web-services, we integrate proprietary software products by using API`s to get easy access to new functions and to facilitate the integration of a lot of business suites/ well known/ new software products.

Using a user-groups approach User groups and support services help/ make it possible to get acceptance all over all the functions (people/ companies say what they need and we build it together in small microservices [easy to develop/ test/ deploy).

Business models We support the business models of the user-groups by giving advice, support with scientific simulations/ scenarios/ standards and assistance in real-life labs/ company-builder.

Sustainability and ecological growth We help people also to get the CO2 certificats to earn money on their individual contribution (increasing the NDC`s of Tanzania) and we facilitate the direct trade with european and asian countries (with PPA and with purchasing and selling in bulk, also getting discounts in the purchasing orders by aggregating individual needs).

1.8 Project Management and Manpower

The Company will be under the Management with vast experience in managing various organisational, supply-chain, Quality management and IT projects. The whole organisation of this project is possible because of the integrational approach of different forms of organisations (individuals, initiatives, groups, companies and cooperatives). The Services are made to get easy access to support and will enable help to self-help services as well.

1.9 The summary of employees is as following

Employment	Foreign Skilled	Local Skilled	Local Unskilled	Total
Women	0	0	0	0
Men	1	1	0	2
TOTAL	1	1	0	2

1.10 Proposed Organization Chart



The strength of the organisation lies in the processes, tools and interfaces, manpower isn't needed. We are able to connect/ integrate a lot of different people/ organisations. This will cut our organisation costs dramatically and will allow to talk to others really fast (no organisational burdens) and is easy to ramp up (because our words are spoken and heard by everyone without the need of several organisational layers in between). Processes and quality can improve really fast and are not hindered by organisational growth requirements.

1.11 Project Description

The first technological approach will be developed and enriched by the friendly user prototype in Dar es Salaam using our project Miundombinu/ infrastructure. With the universities Ardhi University Tanzania and University of Dar es salaam (UDSM) and the german university that have already been connected to this project (HNU, university of applied sciences Neu-Ulm) and the Swarm-e approach (funded by the european union and in collaboration with NGO's, universities in several countries in alignment with the SDG's) we will ramp up fast our friendly user concept (and starting real-life labs). Our ecosystem "renewable energies and e-mobility services" and some additional projects will help to get a lot of peoples awareness for this project Miundombinu/ infrastructure. The events will kick in and the Organisation of Mamalishe will help us to get the events done (and we will support the clean cooking as well).

1.12 Targeted Markets

Our goal is to support the DIRA 2050 strategy and the growth of the domestic GDP in alignment with increasing income of the tanzanian people (also significant cutting costs of the tanzanian people). IT-Development/ IT-services (IT-cooperatives), logistic services, commercial services and renewable energies (within energy cooperatives) will enhance a lot of business models all over Tanzania and will foster Quality Management and Taxation, too.

1.13 Supply and Competition

IT-Development with standards and open-source is easy to accomplish. We will have many partners and will be able to increase the number of microservices being developed really fast (ramp up) when people are able to tell their needs and we are able use the ticket system and the CI/CD pipeline for an easy way to do so. Competition will be effectively excluded by using a patent for core functionality (that patent is not yet in place, needs yet to be applied...).

1.14 Market Strategy

To get a fast ramp up done, there are several strategies that needs to be pursued. **Finance strategy:** first I will bootstrap the first MVP and several functions of the prototype (that will help us to increase speed to ramp up). **Competition strategy:** I will get my patent to make this as my only income source (over time) possible [a small license fee by each user, a few percentage of the monthly fee]. **Sales strategy:** the income source of the whole project will be a small fee for each customer per month [planned are like TZS 5.000 per month, it must be affordable for everyone, this will be a B2C and a B2B platform]. We “sell a funktion/ a microservice” and then build it really fast, this will lead to small costs and high acceptance by the user groups. **Marketing strategy:** And I plan to use incentives for the first 100.000 Users on the platform [I will give half of my license fee back every month to the first 100.000 Users on the platform]. **Production strategy:** all developers will be remunerated by the aggregated fees of all customers. **Growth strategy:** Region by region will be added with the help of the IT-developers in each region that support the user groups in their region. That will help to gain the network effects on the platform, to create all the markets and cooperatives and will make the projects work. **Quality and service strategy:** each user is able to get support by using our ticket system and each user-group will support the users and will be supported also by us. The developers are

working together with the user groups... the whole approach can be classified as a “domain-driven”, “test-driven” and “event-driven” design. **IT-strategy:** data sovereignty, high IT-security, less organisation costs, less operational costs [less fees per user], no downtimes/ high IT-usability rates (24/7), easy developing routines... all this will help to get users not only interested but getting onboarded.

1.15 Pricing

The pricing details of the Web-Services are very easy to “deliver/ explain”:

Each user has to pay a small fee per month [named user concept]. This means that each user can use his/ her account to use it on every end-device [Smartphone, Tablet, PC, Kiosk-PC], even on several devices at the same time. The exact fee is dependant on the expectations of the IT-cooperative, because they (this group of people) will decide upon the amount of the fee in each region. There will be more than one IT-Cooperative in Tanzania to get all the users supported. My advice will be a small fee and a lot of users right from the start... the revenues will jump-start and the momentum will help us to get the awareness for the projects in Dar es Salaam (Miundombinu/ infrastructure).

1.16 Monitoring and Evaluation

Each microservice will be surveilled by our Kubernetes Cluster and each operation in use will be documented by our Kafka and MongoDB Clusters. The Kubernetes service-mesh will get the load-balancing and the authentication services (incl. third party authorization) done. The Docker installations of each microservice will be monitored in each state of deployment [development/ QA/ stable, deployed]. We will gather numbers [Users, Microservices, Initiatives/ Groups/ Companies, Topics] and will create reports to show evolution over time and to show engagement of the people [PoC]. All financing services on the platform will support the government to get taxation also done.

1.17 Project Investment Cost

PARTICULAR	USD
Residence and Working permits	Several thousands...
MVP	Round about 8.000
Prototype	Round about 60.000

Starting the first Projects (will be financed by me and the first monthly fees)...	Round about 30.000
TOTAL	Round about 105.000

1.18 Project Operating Costs

In order to realize its intended objective, the project will have to meet operating costs which will be fully financed by the monthly fees (of the users). The costs for the first managed servers and IT-Tools will be low in comparison to our revenue streams [if we are able to use the strategies, described above]. The only “thing” are the investment costs for IT tools that needs to be bought in addition (scanners, RFID, smartphones, tablets...). But I think we help with some loans/ microcredits, pay as you use finance models, collaborative investment models [cooperatives], PPP (private public partnerships), crowd-funding finance models or donations (diaspora, distinctive projects in some regions).

1.19 Aspect of Project Sustainability

The project will get not only sustainable but will live over time forever if we are able to form a citizen foundation and get peoples ideas sponsersed with this foundation. This will create a closed loop:

1. people engage in their ideas in their region and will sponsor some projects to get the ideas tested (by contributing to the citizen foundation): Harambee
2. the citizen foundation will organise the project and from teams of user-groups, developers and early-customers/ friendly users/ stakeholders: Ujamaa
3. The new services will lead to new business models, new products, new innovations and more and better living conditions. It will also give people the opportunity to engage in learning new skills and developing the peoples capabilities: Prosumers
4. This will create more and more activities and people will have more knowledge and better ideas.... The loop will get closed back under point 1: BetriebSystem

1.20 Financial Analysis (Considerations and Assumptions)

My assumptions are very easy to handle... I will invest a part of my money and we will see if people are willing to contribute to their own future and the future of their children. IT-Development costs are really low because there is no need of having a lot

of real estates, no need of having physical products in stock, I do not have any staff costs, usage of API's are producing low operational costs (no license fees of software products), my internal intranet is already filled with a lot of ideas and contacts [from three continents over 4 years since 2021]. I will love to have fun with the people in the events!

1.21 Financial Statements

I will not discuss my costs for you in this paper because I already done it here before. The cost structure is really easy to handle (because I am lacking a lot of cost categories in my business model that other companies had to handle). Revenue will be high (a lot of customers [community-building] multiplied with small amounts of payments each month equals a big sum). Quite easy to calculate: a lot of revenue minus minimal costs equals a lot of profit. So financing will be never a big issue, if this project has started properly.

1.22 Projected Profit and Loss Statement

I have done some small calculations to "see" effects that will occur. And then I have reflected what the money that is earned should be used for.

My personal decision was this: I will support people with this income streams [patent license and my income stream with a small fee for the license] right from the start [Incentives for the first 100.000 Users of the platform]. Later I will use more of this earned money and give it back by investing in projects of the people also by myself. With this activities I will support the people even more by financing a lot of good ideas made by them (most of them by helping circular economy grow).

1.23 Projected Cash Flows

I do not write the figures down, but it will be a lot (with increasing numbers of users in all regions of the world). Clearly the focus is to make this services available on international scale. In rich countries the people will use this also but because of cutting IT- costs and because of getting new IT-services with minimal efforts. And there are the license fees will be much higher than in Tanzania.

1.24 Projected Balance Sheet

My expectation is that there are numbers that show exponential growth. What that means should be clear after looking at small this example: a man got a grain of rice for

each field on a chess board and the grains of rice were doubled with each new added field... in the end, after 64 fields the amount of rice grains one cannot count at all.

1.25 Projected Payback Period

Within months... when the project starts and the events kick in.

1.26 Projected loan repayments

I do not need any loans, but I try to make shares available for the people (but this is a very big issue, because people will do a lot to get those shares). I already had a good idea, but I need to discuss that idea with the people of Tanzania on the platform. This will help us to give money back right for the people.

1.27 Projected Risks

My biggest risk is doing too much in the beginning and loosing focus. To avoid this risk I will start by prototyping and building the first user-groups (and using the friendly user approach). The granted patent is also a very important part of the whole project.

1.28 Implementation in 2026

I said I will get my permits until 11.01.2026, then I can invest in this project. This will align with all the efforts made by the individual people who have discussed all the projects (I told you before in this document) and with the international science community (starting in Tanzania and Germany, including the Swarm-e participating universities and countries). The project timeline is as follows:

S/N	ACTIVITY	PERIOD
1	Getting my Permits in Tanzania	January 2026 (11.01.2026)
2	Doing the technical approach MVP	until February 2026
3	Prototyping with Friendly users	until April 2026
4	Prototyping community-building/ User-groups	May 2026 ongoing.....

1.29 Conclusion and recommendations

The project is technically feasible, financially viable, and economically sound, provided the sponsors will manage it efficiently. We therefore recommend that the project be approved by Tanzania Investment and Special Economic Zones Authority (TISEZA) and be granted the TIC Certificate of Incentives with its associated privileges and benefits as provided for under the Tanzania Investment Act, 2022.

I won't publish any figures in tables... that's absurd and only breeds greed. I've told everyone that this is my goal: I will make money and help people reduce costs and make their lives more affordable, offer them better IT options, and support them in their self-help projects. In doing so, I will help implement the SDGs and the common good economy. Some large companies will make losses, but that's perfectly normal in a competitive market economy. In the end it will be competition that can evolve, it does already today but we can foster cooperation more than today is in use.