SOLVIS

Keep Construction Clean

Start-Up Business Plan

Moravian Academy
4313 Green Pond Rd, Bethlehem, PA 18020
April 8th, 2025

Aveer Chadha, Qayn Jaffer, Nikhil Skandan

Table of Contents

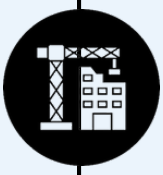
I. Executive Summary

What is Solvis?

Solvis is a company at the forefront of applying AI and machine learning to construction. Through our mobile app and Solvis Pure camera, construction companies and contractors can monitor their environmental impact 24/7. We aim to help corporations and consumers go from environmental degraders to saviors, while avoiding fines instituted by the Environmental Protection Agency (EPA).

Problems	Solutions
Fines Faced by Construction Companies: Total fines equated to $3.8B in 2023 for noncompliance with EPA regulations, with an average fine of $186,000	**Proprietary Runoff Detection Technology:** The Solvis Pure contains a computer with AI and ML technology to detect runoff from construction sites
Increasing Environmental Degradation: Bad construction waste management leads to 50% of climate change and landfill waste, 40% of water pollution	**Data Analysis and Reporting:** Mobile app provides subscribers with real-time environmental runoff and EPA compliance reports
Unfavorable Change Orders: Made by companies after receiving EPA fines, increasing project cost and length by ~5%: dissatisfying customers	**EPA Fine and Environment Protection:** App sends notifications when users near EPA limits, preventing fines and harmful change orders

Customer Segments



Primary Market : Construction Companies
Small to large-sized construction companies are under immense pressure to comply with strict EPA regulations to meet business goals and stay in operation.

Secondary Market : Individual Contractors
Often are not familiar with local environmental regulations. In addition, with limited financial resources, they are most affected by EPA fine institution.

Key Metrics

Customer Retention

Sales Revenue

Monthly Subscriptions

Market Share

Channels

Distribution

Direct Sales, E-commerce, Strategic Partnerships, Retail Distribution

Marketing

PPC Advertising, Social Media, SEO, App Ecosystem, Referrals

Cost Structure

Expense	Year 1	Year 2	Year 3
Customer Aquisition	$53,000	$53,000	$55,500
Distribution	$281,931	$571,706	$1,441,106
Human Resource	$350,000	$490,000	$590,000
Additional Costs	$25,000	$14,000	$14,000
Total Start-Up Costs	**$709,931**	**$1,128,706**	**$2,100,606**

Revenue Streams

Projected Revenue	Year 1	Year 2	Year 3
Solvis Premier Subscription	$259,056	$647,640	$1,813,392
Solvis Pure Sales	$478,800	$1,197,000	$3,351,600
Ad Campaigning	$115,200	$288,000	$806,400
Total Revenue	**$853,056**	**$2,132,640**	**$5,971,392**

Unique Value Proposition

Solvis is the **first solution** that allows construction companies to precisely **manage water and waste runoff through AI and machine learning** integrated technology, mitigating the problems that construction companies, consumers, and the environment face from increased environmental runoff.

Invesment

Solvis is requesting **$525,000 for 10% equity** in the company at a **$5.25M post-money valuation**. This financial capital will be used for software advancement, marketing, manufacturing, and patent costs. By year 3, Solvis expects will produce $8,957,088 in cumulative revenue, with a gross profit margin of circa 65%. Accordingly, your investment will be recovered **by the end of year 2, with an ROI of 31.37%**.

II. Problems

Problem 1: Fines Faced by Construction Companies Due to Improper Waste Management

In the current construction landscape, the methods used to monitor waste and water runoff include passive filtration and manual waste recording, both **reactive solutions**. Thus, many construction companies cannot monitor their waste material, subjecting them to fines instituted by the Environmental Protection Agency in response to waste runoff exceeding the amount allowed as part of the Clean Water Act and other EPA protection Acts. In fact, it is found that firms can be **fined up to $24M each year** for violating these regulations, which led to a total national penalty of **$3.8B** in 2023. In addition, it is shown that the **average EPA fine is $186,000**. This poses a significant financial burden on construction companies, limiting their ability to acquire resources. Further, being environmentally negligent tarnishes their reputation and consumer trust. In fact, in a self-conducted survey of 35 construction companies, Solvis found that **94.3% of companies** reported that they would significantly benefit from a proactive, real-time EPA compliance framework.

Problem 2: Increasing Environmental Degradation

As a result of the implementation of improper waste monitoring methods at construction sites, the magnitude of environmental runoff increases significantly. This leads to land degradation adjacent to construction sites and pollutes the nearby bodies of water. Specifically, the construction sector's poorly managed projects contribute to **50% of climate change, 40% of drinking water pollution, and 50% of landfill waste in the US**. In addition, laborious construction requires prodigious amounts of energy, further releasing harmful greenhouse gases into waste discharged from a construction site and the atmosphere. Findings show that this contaminated runoff exhausts natural resources. When these detriments are coupled, it has been revealed that animal ecosystems are depleted, and human health deteriorates from exposure to polluted waste and water. A more proactive monitoring system is essential in protecting the atmosphere and individuals at risk of environmental pollution.

Problem 3: Implementation of Unfavorable Change Orders

Change orders are proposed changes to a construction project due to unforeseen financial and resource conditions that cause construction firms to change the scope of a project. As construction companies fall subject to EPA fines and regulations, the number of change orders implemented increases significantly due to the need for these entities to allocate funding to pay off fines. Grzymala Law shows that this leads many customers to experience dissatisfaction, given that change orders significantly **impact a construction project's timeline and budget** while **increasing the construction price by an average of 5%**. In addition, Clearstory Construction demonstrates that unfavorable change orders cause contractors' relationships with customers to strain, often leading contractors to call off work and walk off of the project. To this end, it is pivotal that active monitoring solutions are utilized in construction to reduce the likelihood of the institution of change orders and to safeguard customers from experiencing misconduct from contracting companies.

III. Customer Segments

The United States construction market was worth **$2.1T in 2024**. The environmental construction and compliance sector is a critical part of this market worth **$38.3B** and is growing faster than ever due to the increasing amount of EPA penalties. However, the implementation of a robust system is long overdue. Construction entities and individual contractors can no longer afford to fall into legal trouble that costs them a substantial part of their yearly revenue.

Primary Market

Business Size

Small to large-sized construction companies

Psychographics

Concerned about environmental impact, in search of cost-effective compliance tools

Geographic

Throughout the United States

According to IBIS World, the U.S. has **3,776,498 construction companies,** most of which struggle with environmental compliance. In addition, these companies are resource-constrained and face pressure to make services faster and cheaper while meeting environmental standards. According to the AOTC, companies often lack the tools to monitor runoff, resulting in expensive penalties. For instance, Swinerton, a California-based construction company, was fined **$2.3M for a single violation** of the Clean Water Act. In 2023, there were **13,073 companies fined** for non-compliance. Solvis will target these companies, along with other vulnerable construction companies, as the primary customer segment to support them in their struggle with these environmental issues by offering them tools to reach sustainability and budget goals.

Secondary Market

Business Size

Individual builders and contractors with small-scale operations

Psychographics

Less familiar with environmental regulations, financially constrained, and need user-friendly, navigable tools

Geographic

States with high individual construction activity: California and New York

A profuse amount of individual builders are severely affected by issues related to excess runoff at building sites. Most of them have **no clue how to deal** with local environmental regulations and **can't feasibly invest time** to learn how to use complicated mitigation tools. In addition, issues caused by waste runoff can **lead contractors to postpone critical revenue-generating projects**. An environmental inspector noted, "If there was an environmental problem, I'd issue a stop-work order, delaying projects for weeks or even months until compliance was met." Financing is another hurdle, as many of these contractors operate with tight budgets and cannot afford expensive tools requiring extensive training. Solvis addresses these challenges with accessible, easy-to-use solutions that help builders stay compliant with EPA regulations without overwhelming their limited resources.

Market Research

Solvis has completed preliminary market research to validate the scope of its target area. In doing so, the company has established its Total Addressable Market, Serviceable Addressable Market, and Serviceable Obtainable Market which each possess heavy financial opportunity.

Serviceable Obtainable Market (SOM) : Companies that have already been fined by the EPA

Serviceable Addressable Market (SAM): Construction companies with environmental runoff issues

Total Addressable Market (TAM): U.S environmental construction services market

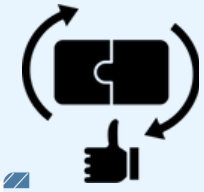
IV. Unique Value Proposition

"Where Precision Meets Progress"

At Solvis, our mission is to empower construction companies to manage water runoff and waste precisely through AI and machine learning technology. The Solvis Pure Camera, implemented at a construction site, provides accurate, automated EPA standard compliance reports of water runoff and waste materials, mitigating the problems construction companies and the environment face. Additionally, Solvis reduces the time and money lost from EPA-administered fines, streamlining the building process and ultimately driving the company forward. Solvis' unique value is best encapsulated in an SSS tri-faceted manner.

State-of-the-art

Unlike current methods for managing EPA regulations that rely on manual oversight-such as pre-planning or manually tracking of environmental regulation, which all contain human errors, Solvis uses cutting-edge AI and machine learning technologies to obviate human intervention, **monitoring the construction site 24/7**. With advanced object detection and data processing, Solvis is the **first company to integrate innovative AI and machine learning** solutions to provide real-time, automated compliance reports. In addition, its novelty and uniqueness allow it to enter an untouched blue ocean market, meaning its business potential is immense.



Seamless

Solvis offers an **easy-to-use mobile app** that makes **monitoring effortless** for construction companies. Paired with Solvis' smart camera, the app allows users to download and utilize it from the App and Google Play Stores. Moreover, the Solvis Pure's seamless functionality is exemplified by its versatility, as it can be applied to various construction sites, from small projects to large developments. Whether monitoring a single worksite or a complex multi-phase project, the Solvis Pure's simple design ensures that **all sites** can be **managed from one central application** and that all data from a particular site is differentiated from other sites and by material type.

Sustainable

The Solvis Pure Camera proactively **reduces harmful water runoff and waste**, bringing our **mission of mitigating climate change and water pollution to fruition**. The camera enables construction companies to adhere to EPA regulations while minimizing construction sites' environmental ramifications, ultimately promoting long-term environmental health directly and indirectly. In doing so, it serves as a solution that is more beneficial to the environment and its consumers than any existing alternative.

V. Solutions

Our flagship product, the Solvis Pure, is a revolutionary object detection-based camera that offers a unique way for construction companies to avoid EPA fines. The device can detect environmental runoff from construction sites at any time of the day, allowing it to provide real-time reporting of runoff metrics to construction companies. It does this through a proprietary Artificial Intelligence (AI) and Machine Learning (ML) algorithm translated by a microcontroller computer chip placed inside the Solvis Pure. This processor can pick up the exact amount of runoff by material at each construction site. By purchasing the Solvis Premier subscription on our app, companies have unlimited access to this invaluable data.

Solvis Pure Camera

Solution 1: AI and ML-backed Object Detection and Data Segmentation

As mentioned, the **Solvis Pure camera** has an integrated Raspberry Pi microcomputer interface that utilizes an AI and ML algorithm to identify and monitor the amount of runoff at each construction site. The ML system uses a deep learning **object detection model** that has been suited to a large dataset of 17,698 images in a Convolutional Neural Network pathway; this dataset includes images of water and environmental runoff from construction sites. The model can identify runoff substances with a **91.2% accuracy rate**, the highest of any solution in the industry. Utilizing this information, the model can adapt to and recognize the amount of each substance that is discharged from a construction site through computer vision analysis. This information, coupled with the AI-based integration, which stores the runoff data from the computer vision analysis into comprehensive and divided data sets by material (water, soil, hazardous waste, etc.), permits the transposition of these statistics into automated data and EPA fine compliance reporting.

Figure 1: Image of Construction Site

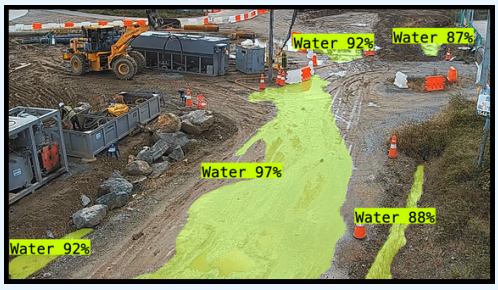
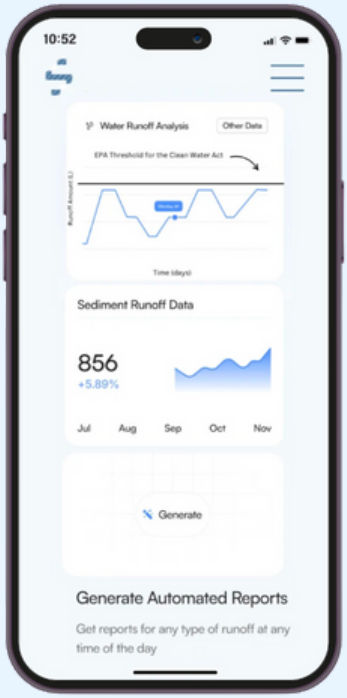


Figure 2: Image with Integrated Object Detection Model

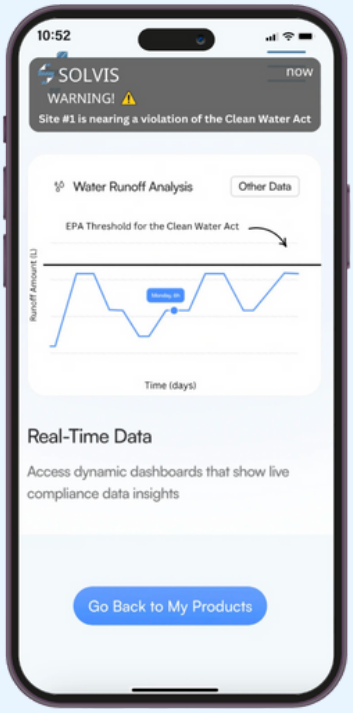
Solution 2: Real-time automated data and EPA compliance analysis



The EPA compliance reports that are generated by the AI algorithm are available in our mobile app and accessed through the **Solvis Premier subscription**. The process of utilizing these invaluable reports is seamless and simple. First, the Solvis Pure user logs into the app, where they can **connect their device using Bluetooth**. Then, they can access all compliance reporting under the "My products" section, which has a built-in tracking page. Here, all the data captured through the Solvis Pure's object detection capabilities is displayed in separate line graphs: there is a different graph for each type of runoff discharged by the construction site. In addition, the graphs display a horizontal line on the y-axis, representing the EPA's acceptable threshold. This ensures contractors can best utilize the unique, real-time data that Solvis provides to avoid immense Environmental Protection Agency fines and reduce their impact on the climate to promote sustainability. Solvis also allows users to **generate automated reports** for a **specific material's detection** at the touch of a button. This ensures they can track the data they most critically need to access at any time and with ease. In addition, it allows field managers to devote their full attention to runoff-reducing measures instead of runoff-quantifying methods, obviating the need to worry about secretion magnitude as a whole.

Solution 3: Alerts and Notifications to Meet Thresholds

The Solvis app continuously updates business owners with **notifications** containing daily **environmental runoff reports**, which is critical in ensuring construction companies continuously know of their environmental impact. In addition, the mobile app includes the specific thresholds for appropriate discharge associated with each EPA protection act. Accordingly, when construction companies near these limitations, the app will send out a set of burst notifications that will **warn the user** about complying with the EPA's standards and **provide ways to reduce runoff** every 30 minutes until the Solvis Pure detects a significant decrease in runoff. This ensures that companies cannot fall subject to EPA fines while decreasing environmental harm. As such, the number of unfavorable change orders that arise when companies incur EPA fines will also decrease, as fewer companies will need to impose them due to financial instability.



VI. Channels

Solvis employs a multidimensional strategy to reach its clients and deliver solutions effectively. We guarantee access to our products/services and their purchase by independent contractors and construction companies through digital, direct, retail, and strategic channels.

Distribution Channels

Direct Sales (B2B Focus): Solvis will conduct outreach activities such as attending face-to-face meetings, trade shows, and industry conferences to actively reach various construction firms. There, the company will present the benefits of Solvis Pure, demonstrate it on-site, and sell it directly to the consumer. Further, focused outreach techniques, including cold calling and customized email marketing, will drive prospective customers to contact our sales team or visit our online platform to finalize purchases.

E-commerce (B2C & B2B Focus): Establishing an internet presence to sell our products will be critical. Customers can easily purchase Solvis Pure devices and subscribe to Solvis Premier services on our already-developed website (see appendix), which has an integrated e-commerce section. The platform will provide pricing and subscription options.

Strategic Partnerships: Our market penetration will be expanded by forming alliances with environmental and construction groups. Engaging with software vendors, consulting firms, and construction supply companies will enable us to weave our solutions into their value chains. Customers will be steered to purchase Solvis Pure devices and service subscriptions on co-branded platforms or via preferred vendor agreements.

Retail Distribution: Solvis will collaborate with retailers (construction supply stores and hardware equipment distributors) to give consumers physical access to purchase Solvis pure devices. Point-of-purchase displays will include demonstrations, QR codes linking to the Solvis Premier app, and subscription service information. This will be a critical opportunity to reach individual contractors who want to test our easily accessible services.

Marketing Channels

Pay-Per-Click Advertising: Solvis will use ad services, including LinkedIn and Google Ads, to reach construction professionals with links directing viewers to purchase pages.

Social Media Marketing: Through social media such as Facebook, Twitter, and LinkedIn, Solvis can share product tests and customer testimonials with the construction community. Further, these platforms will augment interest and traffic amongst Solvis' services and website. These apps will be used to connect with construction companies directly.

Search Engine Optimization: Solvis will purchase strategic keywords to ensure that it ranks highly in search results for queries relating to "AI construction solutions" and "construction runoff management" to increase website traffic.

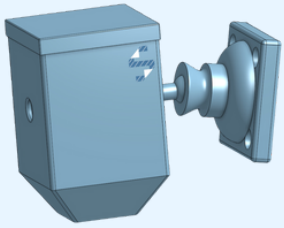
The App Ecosystem: The Solvis Mobile App will serve as both an engagement platform and a purchase channel. Customers will subscribe to Solvis Premier, set devices, and navigate EPA compliance reports through the app. The app will feature an integrated store for ordering additional devices and purchasing accessories.

Marketing Through Word-of-mouth and Referrals: Our goal at Solvis is to create lasting relationships with each of our clients by offering high-value and user-friendly products to motivate them to recommend our service to their friends. Such initiatives include a referral program in which current members are rewarded for recommending new members. Referral codes will route new customers to our e-commerce store, retailers, and app store, allowing for a complete purchase process.

VII. Revenue Streams

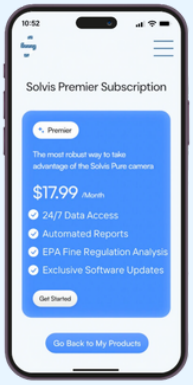
Trilateral Revenue Model

Solvis Pure Sales



The **Solvis Pure** runoff monitoring device will comprise a significant portion of our revenue flow. Through employing deep learning and object detection technology, our product fits the needs of our customer base flawlessly, helping them avoid EPA fines. In addition, due to its affordable price point of $399 and potential to save companies millions, the Solvis Pure will be of immediate attraction to construction companies.

Solvis Premier Monthly Subscription



To allow construction companies to best utilize the software coupled with our product, Solvis offers an AI-based subscription that is accessible through the Solvis mobile app. This subscription, which utilizes AI to provide real-time waste and runoff reports, will be imperative for companies who are looking to monitor their environmental impacts at all times. Thus, the initial purchase of the Solvis Pure device will enable users to access a free one-week-long subscription. Thereafter, companies will be able to access our management model through the **Solvis Premier subscription** which is priced at **$17.99/month.**

Ad Revenue

By implementing a cost-per-mille (CPM) methodology, Solvis will be able to take advantage of its mobile app as a revenue stream through allowing other companies to campaign on its mobile app. The **CPM strategy** enables ad publishers to earn revenue simply by increasing the number of impressions on their application. Accordingly, Solvis will produce automated income every time someone uses the app. ***CPM in $ = (adspend/impressions) x 1000**

Gross Lifetime Values

1. Solvis Pure

$399/purchase
Average Product Life: 5 years
Projected CLV: $798

2. Solvis Premier Subscription

$17.99/month/user
Average Subscription Length: 5 years
Projected CLV: $1079

3. Ad Revenue

$8/month/active user
Customer App Lifetime: 3 years
Customer App Usage: 4 times/day
Projected CLV: $288

Projected Revenue

Projected Revenue	Year 1	Year 2	Year 3
Solvis Premier Subscription	$259,056	$647,640	$1,813,392
Solvis Pure Sales	$478,800	$1,197,000	$3,351,600
Ad Campaigning	$115,200	$288,000	$806,400
Total Revenue	**$853,056**	**$2,132,640**	**$5,971,392**

*Calculations are predicated on an estimate of 1,200 first-year consumers, an industry standard for AI-based devices. Further, these numbers account for the market standard customer retention rate of 72% and a growth rate of 10% each month, with an additional 30% compounded annually due to partnerships and development.

Gross Margin

Profits	Year 1	Year 2	Year 3
Revenue	$853,056	$2,132,640	$5,971,392
Cost of Goods Sold	$709,931	$1,128,706	$2,100,606
Profit Margin	**16.78%**	**47.07%**	**64.82%**
Gross Profit	**$143,125**	**$1,003,934**	**$3,870,786**

Additional Information about the four categories that comprise the total cost of goods sold will be found on page 8.

VIII. Cost Structure

Customer Acquisition Costs (CAC)

Customer acquisition costs will encapsulate our **marketing techniques:** social media marketing, PR campaigning, and search engine optimization. Our Individual Acquisition cost will **decrease significantly after year one** due to the establishment of a more robust target market as the company gains more attraction and improves efficiency in obtaining customers.

CAC Projected	Year 1	Year 2	Year 3
Social Media Marketing	$15,000	$10,000	$10,000
SEO	$27,000	$27,000	$27,000
PR Campaigning	$10,000	$15,000	$17,500
Misc. Promo Material	$1,000	$1,000	$1,000
New Customers	1200	2136	6240
Acquisition Per Customer	**$44**	**$25**	**$9**

Distribution Costs

Distribution Projected	Year 1	Year 2	Year 3
Manufacturing Cost ($149/product)	$178,800	$447,000	$1,251,600
Shipping Cost ($12/order)	$14,400	$36,000	$100,800
Website Holding	$360	$360	$360
Apple App Store Fee	$99	$99	$99
Google Play Store Fee	$25	$0	$0
Rent/Utility/Property Maintenance	$88,247	$88,247	$88,247
Total Cost	**$281,931**	**$571,706**	**$1,441,106**

Distributing our products and services is an essential expenditure that includes the Solvis Pure's manufacturing cost, **$149/unit**, and its shipping cost, **$12/unit**. The distribution also incorporates **website and app holding costs**, which help ensure that our EPA compliance service is readily available to the public. Finally, the distribution contains the **management and rent of our office** in Allentown, PA.

Human Resource Costs (HR)

Human resources will be a necessary part of our operations; this section comprises all **employee salaries.** Early-stage employees will receive a yearly income and 0.1% equity as additional compensation. Since the engineering process has already been developed, our HR costs are significantly lower than in conventional situations. Our team has many skills, including **manufacturing, programming, business operations, and marketing**.

HR Projected	Emps.	Year 1	Emps.	Year 2	Emps.	Year 3
Administration	3	$150,000	3	$150,000	3	$150,000
Product Engineer (H&S)	1	$100,000	2	$200,000	2	$200,000
Customer Support	1	$40,000	2	$80,000	3	$120,000
Logistical Manager	1	$60,000	1	$60,000	2	$120,000
Total Cost		**$350,000**		**$490,000**		**$590,000**

Additional Costs

Additional Projected Costs	Year 1	Year 2	Year 3
Legal & Defense	$10,000	$10,000	$10,000
Patent Costs	$15,000	$4,000	$4,000
Total Cost	**$25,000**	**$14,000**	**$14,000**

Solvis will ensure that its novel and innovative technology is not replicated by investing capital to obtain a **utility patent** for its software. Furthermore, the company will focus on remaining within legal bounds by purchasing **E&O insurance.**

	Year 1	Year 2	Year 3
Total Start-Up Costs	**$709,931**	**$1,128,706**	**$2,100,606**

IX. Key Metrics

Customer Retention: Tracking this metric is vital to understanding how Solvis maintains customer demand and ensures a **72% customer retention rate**. By noting the sales and subscription renewals, we can guarantee our solution is feasible and provides our customers with the intended benefits. Furthermore, by calculating customer lifetime value (CLV), we can monitor the revenue a customer produces to understand how recurring customers contribute to revenue goals and how many new customers we need to grow as intended.

Sales Revenue: This metric allows us to understand Solvis' growth. By calculating the revenue growth rate and analyzing quarterly sales revenue, we can determine if Solvis is meeting demand and maintaining a positive trajectory. Tracking revenue will allow Solvis to meet its projected **first-year revenue ($853,056)** while providing insight into profitability and viability.

Company Subscriptions Per Month: This shows how well Solvis can attract and retain clientele. New and recurring monthly subscriptions can determine whether Solvis is growing feasibly and obtaining new users. Additionally, this metric indicates how effective our marketing strategies are; increased monthly subscriptions indicate that we are attracting and retaining customers.

Market Share: Market share provides a strong indication of how Solvis compares to its competitors in the construction industry. By calculating market share (total company sales/total industry sales), Solvis will be able to track progression against competitors and guarantee that it stays as the leading solution in the niche environmental compliance industry.

X. Competitive Advantage

Unmatched Innovation

Using **novel AI and machine learning algorithms**, the Solvis Pure automates the entire EPA compliance process. This technology is the first of its kind, with complex programming and profuse testing. This will make Solvis' software components **extremely difficult to replicate**. Further, Solvis will obtain a utility patent for its services which provide full legal protection of the product range. Finally, its adaptive **ML model improves continuously** as more data is detected by the model. As an early proponent of this technology, Solvis ensures that its model is perpetually the most accurate on the market.

Budget Friendly

Solvis' services are priced extremely competitively: the Solvis Pure device is available for **$399**, while the Solvis Premier Subscription is **$17.99 per month**, making it the most affordable compliance reporting solution across all industries. This pricing strategy will ensure that the solution remains accessible to all construction companies and will have a significant financial benefit for businesses, as one avoided EPA fine **saves an average of $185,385**. By combining affordability with significant cost savings, Solvis has an unparalleled advantage over current environmental monitoring methods.

Streamlined Services

Another distinguishing quality is our **simple mobile app**. The app streamlines the environmental compliance process for construction companies through the **efficient Bluetooth connection between the Solvis Pure and the mobile software**, enabling project managers and field operators to readily access real-time data on waste runoff magnitude. Furthermore, unlike traditional compliance methods (manual calculation through cumbersome software), we make compliance coherent for all users, regardless of their technical expertise.

Market Differentiation

Solvis stands apart because of its **savvy approach towards innovation**. Its orders are compliance-driven, and they deliver a user experience like no other. It employs AI and machine learning customization of EPA compliance with a whole new procedure using real-time monitoring. With computerization, Solvis provides an insightful and proactive methodology. This unique solution concurrently enters **a blue ocean market**, positioning Solvis as a disrupter in the environmental compliance field.

XI. Conclusion

Solvis is seeking an initial investment of **$525,000 for 10% equity** in the company, leading to a **$5,250,000 post-money valuation**. The company's pre-money valuation is $4,725,000. This investment will be utilized to fund start-up costs such as software development, marketing, manufacturing, and patent costs. Within three years of operation, Solvis is projected to produce **$8,957,088** in cumulative revenue, with a **64.82%** associated gross profit margin. To this end, we expect investment recuperation within two years of operation, with an annual **ROI of 31.37%,** a testament to continuous growth and development**.** By investing in Solvis, you are not only **saving construction** but the **environment** as well. Together, let's ensure that we are able to…

keep construction clean

XII. Bibliography

1. "EPA Violations in Construction: 5 Most Common Causes and How to Avoid Them." ExakTime, https://exaktime.com/blog/epa-violations-construction/.
2. White, Daniel. "Profiting from Pollution." Yale Journal on Regulation Bulletin, https://www.yalejreg.com/bulletin/profiting-from-pollution/.
3. "Enforcement Annual Results for Fiscal Year 2023." U.S. Environmental Protection Agency, https://www.epa.gov/enforcement/enforcement-and-compliance-annual-results-fy-2023-data-and-trends
4. "Recent EPA Fines: What Can We Learn to Steer Clear of Penalties?" KPA, https://kpa.io/blog/recent-epa-fines-what-can-we-learn-to-steer-clear-of-penalties/.
5. "Stormwater Management Practices at EPA Facilities." U.S. Environmental Protection Agency, https://www.epa.gov/greeningepa/stormwater-management-practices-epa-facilities.
6. "Stormwater Runoff Management." TrueGrid Paver, https://www.truegridpaver.com/stormwater-runoff-management/.
7. "Urbanization and Stormwater Runoff." U.S. Environmental Protection Agency, https://www.epa.gov/sourcewaterprotection/urbanization-and-stormwater-runoff?
8. "Stormwater." National Association of Home Builders, https://www.nahb.org/Advocacy/Industry-Issues/Environment/Stormwater?utm_source
9. "How Does Construction Impact the Environment?" GoContractor, https://gocontractor.com/blog/how-does-construction-impact-the-environment/.
10. "About the U.S. Electricity System and Its Impact on the Environment." U.S. Environmental Protection Agency, https://www.epa.gov/energy/about-us-electricity-system-and-its-impact-environment.
11. "How to Make Money with In-App Mobile Apps." Pangle Global, https://www.pangleglobal.com/resource/make-money-with-in-app-mobile-apps.
12. "Construction App Usage Increases Despite Continued Lack of Integration." Construction Dive, https://www.constructiondive.com/news/construction-app-usage-increases-despite-continued-lack-of-integration/592922/.
13. "The Key to Customer Retention Metrics." Zendesk, https://www.zendesk.com/blog/customer-retention/.
14. "SwiftComply." SwiftComply, https://www.swiftcomply.com/.
15. "How to Value a Business for Sale." MassMutual, https://www.massmutual.com/business/business-owners/business-valuation.
16. "Stormwater Services." Compliance Resources Inc., https://complianceresourcesinc.com/stormwater-services/.
17. "Fines for Breaking US Pollution Laws Can Vary Widely Among States – That May Violate the Constitution." The Conversation, https://theconversation.com/fines-for-breaking-us-pollution-laws-can-vary-widely-among-states-that-may-violate-the-constitution-201457.
18. "Change Orders: What You Should Know." Grzymala Law Offices, P.C., https://grzymalalaw.com/change-orders-what-you-should-know/.
19. "Construction Change Order Requests." Clearstory Build, https://www.clearstory.build/construction-blog/construction-change-order-requests#:~:text=Contractors%20will%20proceed%20on%20work,Why%20do%20Change%20Orders%20Exist.
20. "Civil and Cleanup Enforcement Cases and Settlements." U.S. Environmental Protection Agency, https://www.epa.gov/enforcement/civil-and-cleanup-enforcement-cases-and-settlements.
21. "EPA Fines Companies for Alleged Violations of Section 112(r) of the Clean Air Act." U.S. Environmental Protection Agency, https://www.epa.gov/newsreleases/epa-fines-companies-alleged-violations-section-112r-clean-air-act-settlement-agreement.
22. "Change Orders 101." ConstructionOnline Blog, https://blog.constructiononline.com/change-orders-101.
23. "Mitigating the Risk of Unforeseen Site Conditions." Construction Dive, https://www.constructiondive.com/news/the-dotted-line-mitigating-the-risk-of-unforeseen-site-conditions/532519/.
24. "ENVIRONMENTAL CONSTRUCTION SERVICES MARKET REPORT OVERVIEW" https://www.businessresearchinsights.com/market-reports/environmental-construction-services-market-101273https://www.businessresearchinsights.com/market-reports/environmental-construction-services-market-101273
25. "10 Construction Safety Rules." SafetyCulture, https://safetyculture.com/topics/construction-safety/10-construction-safety-rules/
26. "Change Orders Impact on Project Cost" file:///Users/aveerchadha/Downloads/change-orders-impact-on-project-cost.pdf

XIII. Appendix

Introduction video

Solvis Website

Testimonial + Demand Survey