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# ABSTRACT



The e-commerce market in Poland and the world is growing at a dizzying pace. Very quickly, it is absorbing new technologies to make life easier for everyone using e-commerce platforms. However, these few companies, which are the leaders in the global market, introduce the required improvements too slowly, or not at all. At Aligato, we think that it can be done better.

The foundation of the Aligato 2.0 platform on top of the blockchain will ensure safety, stability and transparency at a level unattainable by the solutions available so far. The Pay via Eye payment system, operating through ordinary cameras in smartphones or computers, will additionally strengthen the security of buyers. Artificial intelligence will facilitate shopping, searching for items and any interaction with the platform. Autonomous delivery drones automate the final stage of product delivery to the customer, and the entire system will be based on the existing infrastructure. Its introduction will therefore not be long-term.

The vision set here is not a distant future. The Aligato team is in the process of developing appropriate technological, logistical and legislative solutions. Some parts are already patented.

# E-COMMERCE MARKET

It is estimated that the global e-commerce market will exceed 4 000 000 000 000 \$ ( $4 \cdot 10^{12}$ ) in 2021<sup>1</sup>. China is leading the way with 15.9% share of total worldwide e-commerce sales, which is equivalent to 672 000 000 000 \$ a year in sales<sup>2</sup>. **In Poland, the online shopping market has reached 45 000 000 000 PLN - 50 000 000 000 PLN in 2018.**

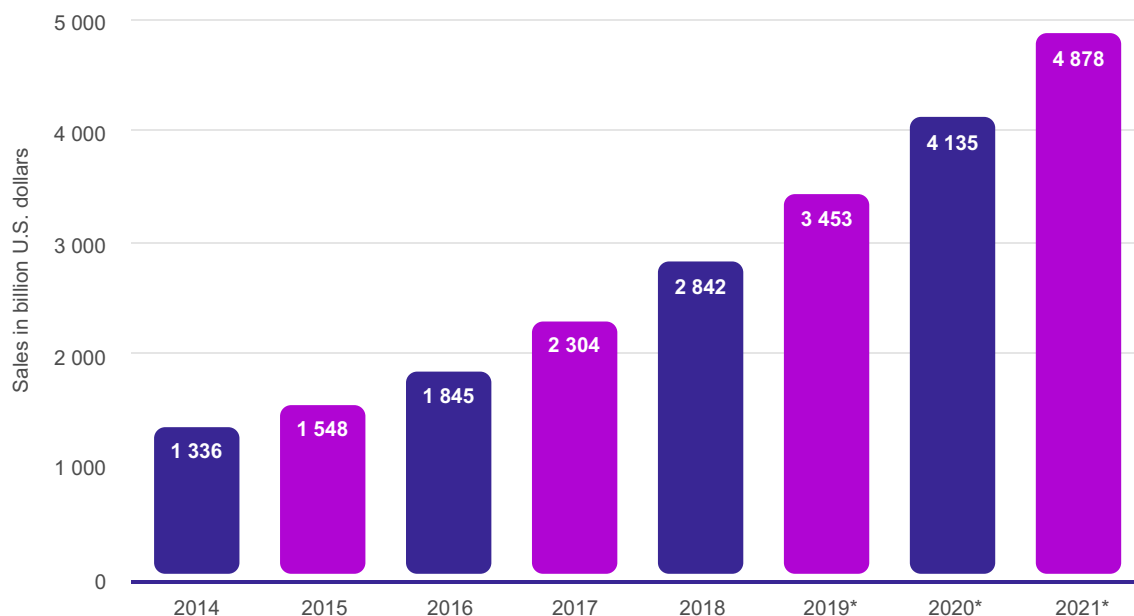


Chart 1. Global sales via e-commerce platforms in 2014-2021 <sup>1</sup>

**In the case of the European market, financial turnover through e-commerce reached \$ 620 billion in 2017, about 14% more than in 2016. Western European countries have the largest percentage, the United Kingdom alone accounts for 33% of European sales in e-commerce.**

<sup>1</sup> <https://www.statista.com/statistics/409046/worldwide-retail-e-commerce-sales/>  
<sup>2</sup> <https://www.business.com/articles/10-of-the-largest-e-commerce-markets-in-the-world-b/>



# E-COMMERCE MARKET

It also leads in the ranking of countries where the largest number of people who have access to the Internet have made online shopping, it is as much as 87%. Denmark, with a small difference, was ranked second, where 84% of people who have access to the Internet have made online purchases over the last year.

**Along with the increase in the number of purchases made via online stores, the number of shipments increases evenly. In 2016 alone, the most frequent reason for customer dissatisfaction turned out to be the time of shipment, as much as 17 of complaints<sup>3</sup>.**

In order to maintain the efficiency of the mailing system, whose current usage often excludes the possibility of delivering shipments in the short term, new technologies have been taken into consideration, which are coming closer to opening another chapter in this field. The most anticipated improvement is the introduction of drones, which can shorten the shipment time even up to several hours.

**In the next year, it will not be possible to implement such a system for international shipments, but nothing prevents the last few kilometers, such as from the sorting plant to the customer, from being traveled by air.**

Through increasing globalization, easier access to goods from around the world and convenience, this way of shopping is gaining more and more popularity. Despite the existence of many e-commerce platforms, the use of them is much faster than with traditional stores, the choice of goods is incomparably greater, and shopping cheaper. All this thanks to a more effective and automated cooperation between the various links of online purchasing platforms, which consists of the following elements:

- **Internet shops**
- **trading platforms**
- **providers**
- **sources**
- **distributors**
- **customers**
- **payment systems**

<sup>3</sup> <https://www.ecommerce-europe.eu/press-item/european-ecommerce-report-2017-released-ecommerce-continues-prosper-europe-markets-grow-different-speeds/>



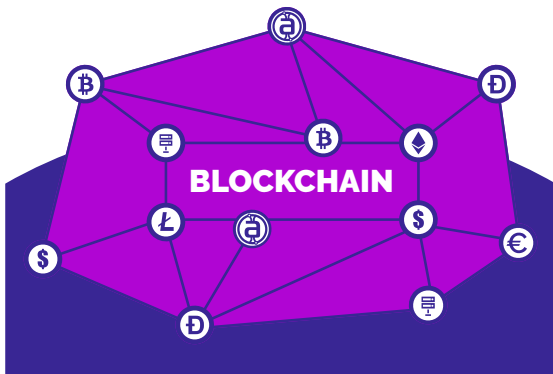
# E-COMMERCE MARKET

Increasing integration and cooperation between the above components allow easy access to easy-to-use tools for running online stores (Shopify), proven payment systems, flexibility of producers and suppliers (dropshipping) or increasingly sophisticated forms of marketing (social networks, influencers).

**The e-commerce market very easily and quickly adapts new technologies. And the last years have given rise to many promising technologies. Some of them could significantly improve the e-commerce market. Platforms that quickly adapt them to the needs of themselves and their users develop faster, providing user experience at a much better level than the competition.**



# BLOCKCHAIN TECHNOLOGY



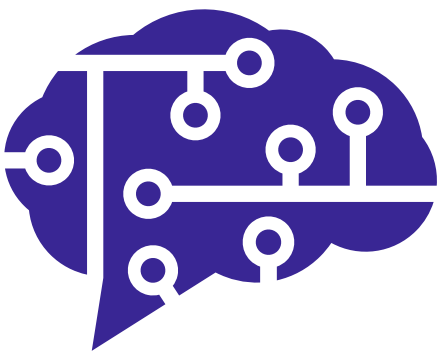
Blockchain technology has a chance to change the entire economy of the e-commerce market, but work on the implementation of technology in this industry is just beginning. The register of blocks together with intelligent contracts enables the level of security, transparency and efficiency unattainable using the solutions offered so far. In addition, it allows only one

universally accepted truth to exist. This means that the transactional data stored is decentralized and validated only after confirmation by the involved network nodes. The support of the whole database of the trading platform will ensure its security and transparency, as well as the simplicity of verification of selected information by all users of a given platform - from buyers, sellers and suppliers, to persons supervising the proper functioning of the entire sales system.

Cryptocurrencies also enable fast and secure payments with minimum fees. This means savings for both buyers and sellers. The latter group will benefit particularly from this because it is the sellers who bear the cost of the fee for the payment systems available in the given website. Of course, payments with the help of cryptocurrencies, without their conversion to fiat currencies, are still fraught with disadvantages - the prices of most of them are variable to a much greater extent than the fiat currencies, however, with the stabilization of the cryptocurrency market, this situation will certainly improve.



# INTRODUCTION OF ARTIFICIAL INTELLIGENCE



Along with the emergence of the field of e-commerce, a new era of purchasing goods commenced. The convenience, speed of delivery and the huge selection options associated with online shopping were a great breakthrough. The growing technological progress has allowed us to go a step further - to create and integrate artificial intelligence (AI) with trading platforms. This

integration took place on many levels, ranging from bots responsible for customer support, ending with the planning of advertising campaigns to precisely defined groups of recipients. In addition, artificial intelligence in e-commerce enables companies to collect and analyze data in real time allowing for more efficient work and personalization of customer experience based on information about it. Sellers can also count on AI's help for inventory management or cataloging of products. Information collected by self-learning AI systems will significantly increase the accuracy of information on the demand for specific products and services. In addition, the longer a self-learning AI will function on a given platform, the more precise the data processed by it will be.

Artificial intelligence allows the user to minimize the time devoted to finding the searched item by adjusting search algorithms, streamlining complaint processes or technical support. However, the owners of e-commerce portals can determine with greater precision which customers are more likely to buy and how to interest them.



# COMMERCIAL DRONES PROVIDERS

In recent years, as a result of the development of e-commerce, companies and postal companies began to have problems with the processing of shipments. The long waiting time for the delivery of products is the most frequently mentioned problem encountered during online shopping in 2018. A real need has arisen to improve the existing business model. **One of the ideas for the existing situation was the implementation of drone technology for the delivery of smaller-size shipments at smaller distances.**

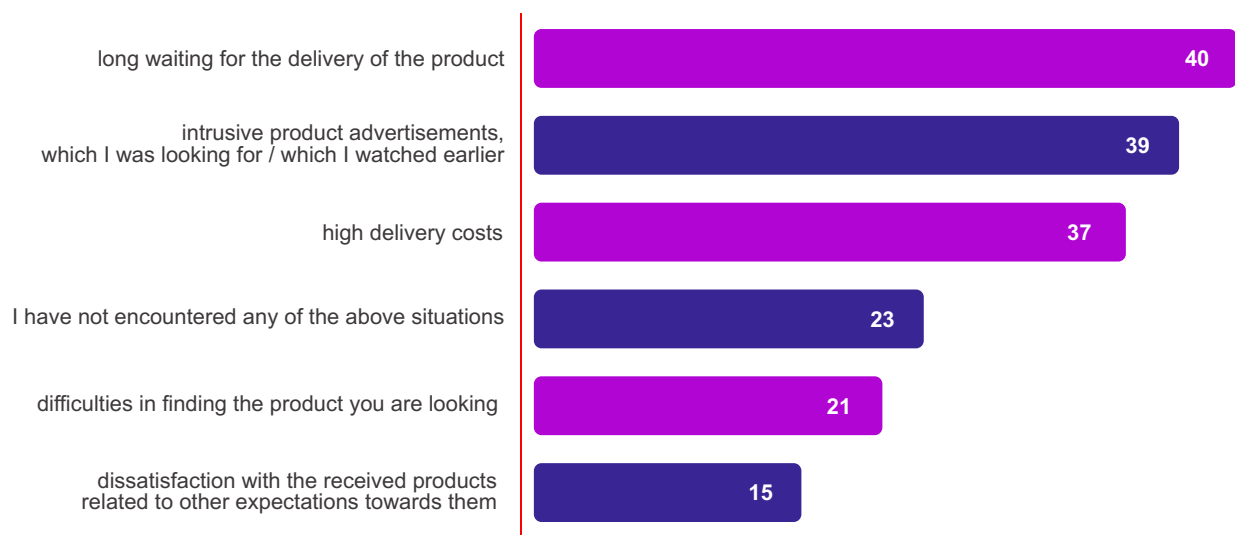


Chart 2. The most frequently encountered problems among people doing online shopping in Poland in 2018 (Data in%)

Works on such systems have been going on for several years, and as time has passed, they have become more and more advanced. The first official tests of systems and services using drones to deliver parcels were started in 2014 by DHL - medical supplies were transported to a German island in the North Sea<sup>4</sup>. **Only two years later, in 2016 in New Zealand, drones were tested in order to deliver pizza through one of the most well-known brands - Domino's.**

4 <https://www.gemius.pl/e-commerce-aktualnosci/internauci-zaufali-e-sklepom-raport-e-commerce-w-polsce-2018-juz-dostepny.html>  
5 [http://www.dhl.com/en/press/releases/releases\\_2014/group/dhl\\_parcelcopter\\_launches\\_initial\\_operations\\_for\\_research\\_purposes.html](http://www.dhl.com/en/press/releases/releases_2014/group/dhl_parcelcopter_launches_initial_operations_for_research_purposes.html)

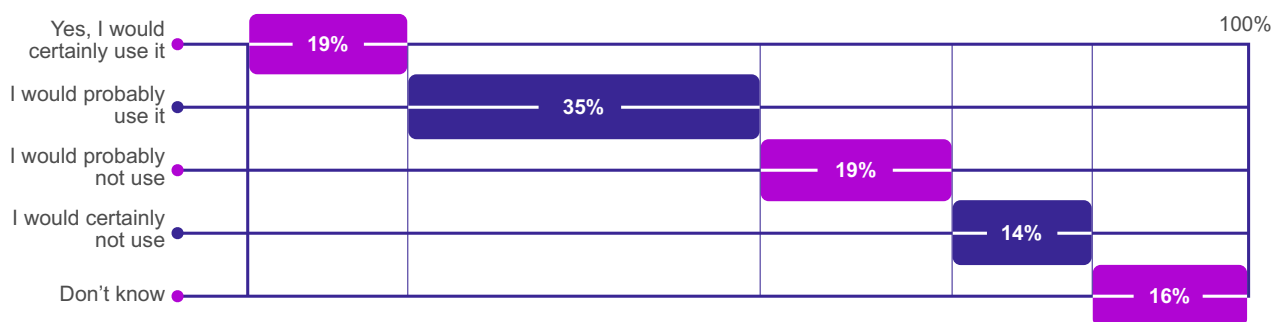
# COMMERCIAL DRONES PROVIDERS

That time, the drones took off the roof of the delivery van. The next and most important breakthrough in the introduction of commercial use of drones, in order to deliver various types of parcels, took place a month later thanks to the Amazon corporation, which in England delivered a bag of popcorn to one of the customers.<sup>7</sup> **In addition to the mere usability and reliability of the system, parallel work was carried out on increasing the dimensions of the transported objects - in January 2018, Boeing presented a prototype of a cargo drone with a lifting capacity of 227 kg.<sup>8</sup>**

As in the case of improvements and technological innovations in other areas, in order to be able to apply them, you need to ensure the safety of users and third parties, as well as compliance with existing regulations. Currently, on the way to the full implementation of such an advanced model, there are above all new technological, legal and logistic challenges. **So far no collision detection systems have been created that you can trust fully. The problem of the lack of universal regulation of air rights existing in different countries has not been solved either. Success is on the horizon, but requires the cooperation of technology developers and comprehensive legislative changes.**

## Public opinions are still divided about the logistics drones

Would you use the option to have your order delivered by drone?



Graphic. Consumer interest in the use of drones for logistic purposes.<sup>9</sup>

<sup>6</sup> <https://www.dominos.com.au/inside-dominos/media/november-2016-pizza-by-drone-a-reality-with-world-first-customer-deliveries-in-new-zealand>

<sup>7</sup> <https://www.theguardian.com/technology/2016/dec/14/amazon-claims-first-successful-prime-air-drone-delivery>

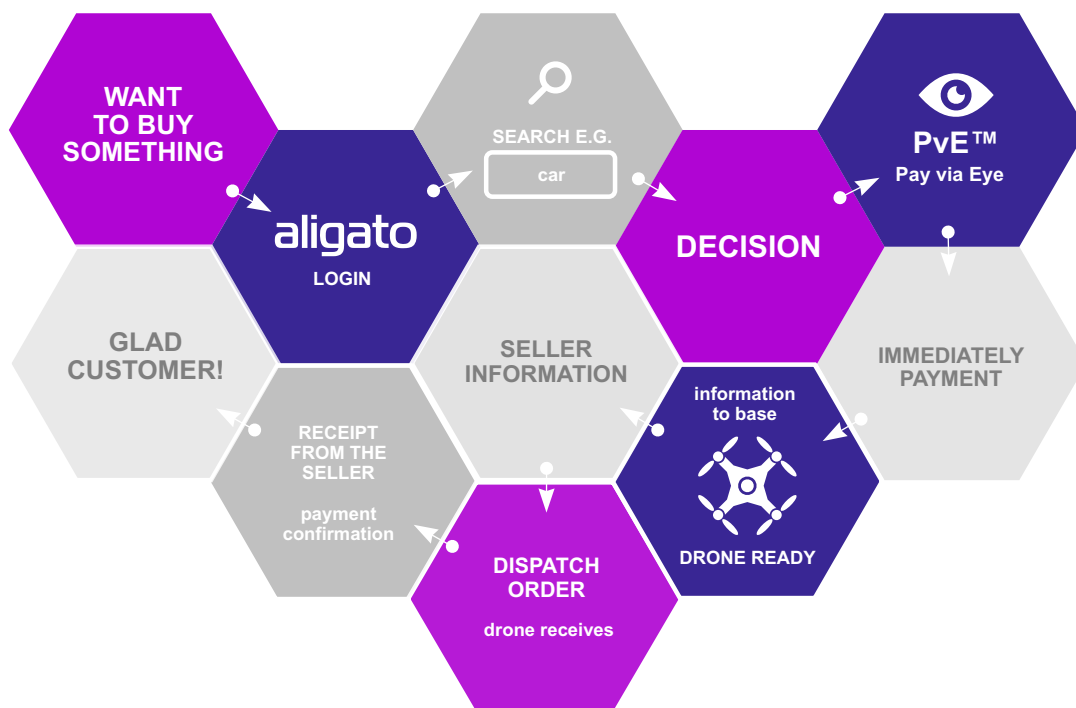
<sup>8</sup> <https://www.themanufacturer.com/articles/boeing-reveals-heavy-lift-drone-development/>

<sup>9</sup> <http://www.visualcapitalist.com/e-commerce-drone-deliveries/>

Having so many years of experience in the e-commerce industry, broad expertise of modern technologies, automation and finance, we have noticed the need and the possibility of introducing solutions that will revolutionize the existing e-commerce dimension and have not yet been introduced by leading e-commerce brand companies.

# A NEW DIMENSION OF E-COMMERCE

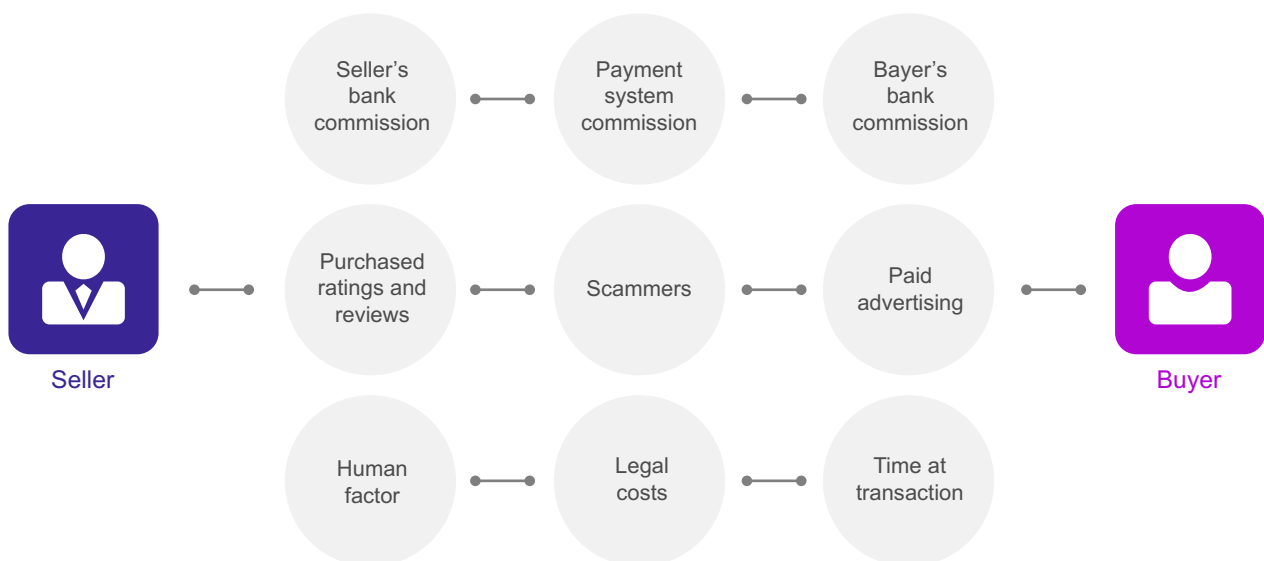
Our vision is to make life easier by providing unique, pioneering solutions that the latest technological achievements allow, while maintaining universal and proven methods where they function without any problems. This vision includes the creation of a new-generation auction and commercial platform based on the blockchain technology, in which data decentralization significantly improves the security of stored data, and multi-node verification guarantees only one version of the truth.



Graphics 1. The scheme of the Aligato platform.

# BLOCKCHAIN IN THE ALIGATO PLATFORM

Blockchain technology has the potential to solve many problems that not only the e-commerce industry is struggling with on several levels of its functioning. It has often been proved that the currently functioning e-commerce business model is insufficient, and the lack of its evolution may have negative consequences for all participants of this market all over the world - for example, last year's data theft from the Equifax website took over 143 million Americans. Existing companies have more and more difficulties with explaining details of supply sources or hidden costs of a product or service.



Grafika 2. E-commerce przed implementacją Blockchain'a <sup>11</sup>

This state of affairs led to a loss of trust in the buyer - seller, seller - supplier relations.

10 <http://fortune.com/2018/02/11/equifax-hack-exposed-extra-data/>  
 11 <https://www.openxcell.com/blockchain-set-to-redefine-ecommerce>

# BLOCKCHAIN IN THE ALIGATO PLATFORM

Buyers are wondering if the product they have ordered will comply with a specification and whether its payment and personal data will be safe. On the other hand, sellers are not sure about the origin of the product, they are afraid of its quality and authenticity, the lack of which is associated with the loss of credibility, and hence financial losses. The main task of e-commerce is to make a purchase faster, simpler and cheaper, while the whole process should also be safer. The existing solutions are insufficient to fully achieve these goals. Platform Aligato 2.0 based on the blockchain technology, will adapt the following associated facilities:



*Placing all data about products and their origin on the blockchain will allow potential buyers to verify the authenticity of the goods sold. It will also allow you to find products more accurately meeting the requirements of recipients, as well as finding the same item with another supplier at a lower price. Suppliers will be able to verify whether the specification of the goods they produce is correctly presented by the sellers. It will also enable tracking the supply chain to check whether up-to-date and real information about inventory levels of suppliers and sellers will allow buyers to obtain reliable information or if the seller actually owns the product and will enable consumers to buy and collect the parcel in the shortest possible time.*



*The number of users of e-commerce platforms and the amount of data exchanged among them is huge. The data record based on the blockchain will significantly reduce the number of processes and prevent the necessity of repeating them repeatedly. It will also reduce data duplication and eliminate the risk of data loss.*



*Aligato users sensitive data security will be much upgraded. Better mutual verification of buyers and sellers will reduce the risks associated with transactions, and the safeguards provided by blockchain technology will reduce the risk of theft of personal and financial data of Aligato users.*

# BLOCKCHAIN IN THE ALIGATO PLATFORM



*in addition to transactions using all the payment systems and methods available today,*

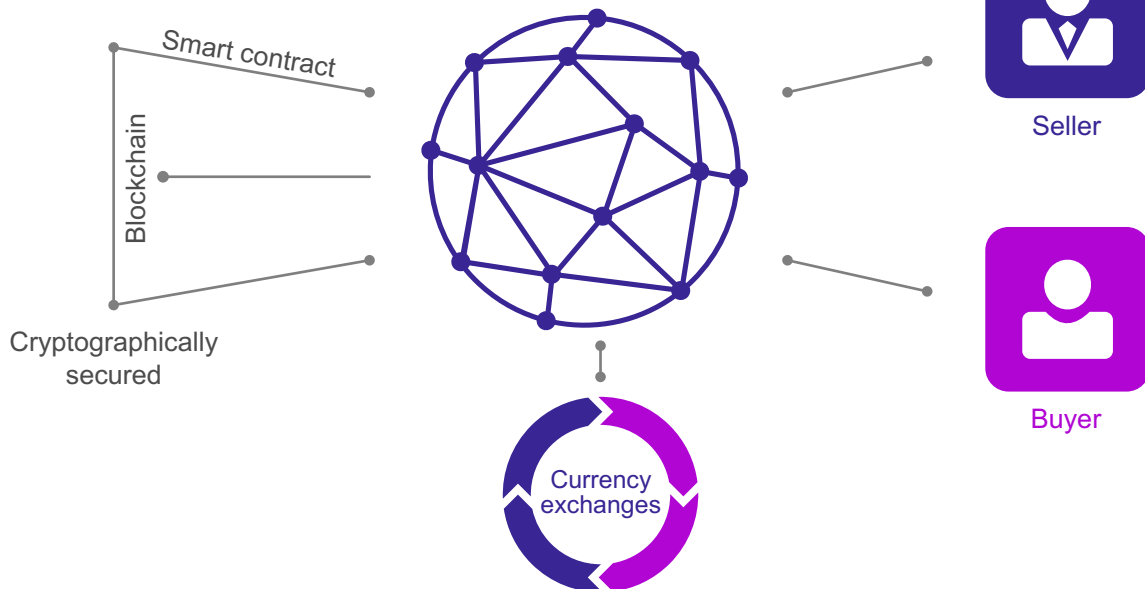
*Aligato will offer you the opportunity to purchase goods and pay fees and commissions using the most popular cryptocurrencies and AligatoCoin, the Aligato internal token.*



*Using AligatoCoin within the platform will guarantee the user much lower costs of using and servicing the website, especially sales fees, at the same time allowing them to be exchanged directly for other cryptocurrencies or fiat currencies.*

## With Blockchain

No third party fees,  
restrictive polices

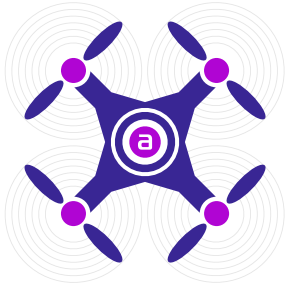


Graphics 3. The e-commerce market using Blockchain <sup>12</sup>

<sup>12</sup> <https://www.openxcell.com/blockchain-set-to-redefine-e-commerce>



# ALIGATO DELIVERY DRONES



**One of the main assumptions of the fully functioning Aligato 2.0 platform is creation of delivery system using autonomous drones.** The system is to operate on the B2C (business-to-consumer) and C2C (consumer-to-consumer) lines, delivering shipments up to one hundred kilograms to the customer's door.

**The created system will be autonomous and collision-free.**

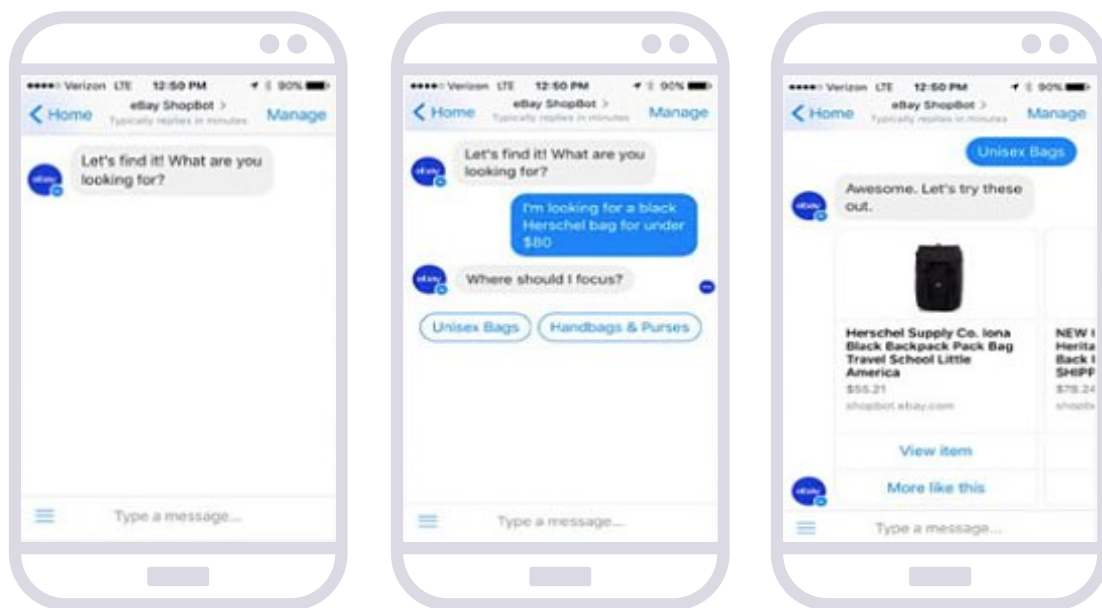
In order to ensure optimal conditions for the possibility of flying drones, the existing real estate infrastructure will be used. Each of the selected relocation locations/points will have its own 'transmission station', which will be integrated with the coinomat.

In addition, the "Drone Link" system will allow you to physically take over the shipment in case of technical problems or drone failure.

A big challenge is to create a system for sending and picking up parcels - at the moment, one does not exist. Our team is working on acquiring appropriate patents.

# ALIGATO ARTIFICIAL INTELLIGENCE

The simplicity of service, especially from the technical standpoint, is important to us, therefore, we plan Aligato to become a very intuitive platform. The user, starting to work with our platform, will be guided by an automated management system. At the same time, this system will observe the user's behavior and learn to work with them. The AI system will also be responsible for automating the sales system through suggestions generated based on previous user interactions with it. Depending on your preferences, the process can be performed manually or with the help of AI.



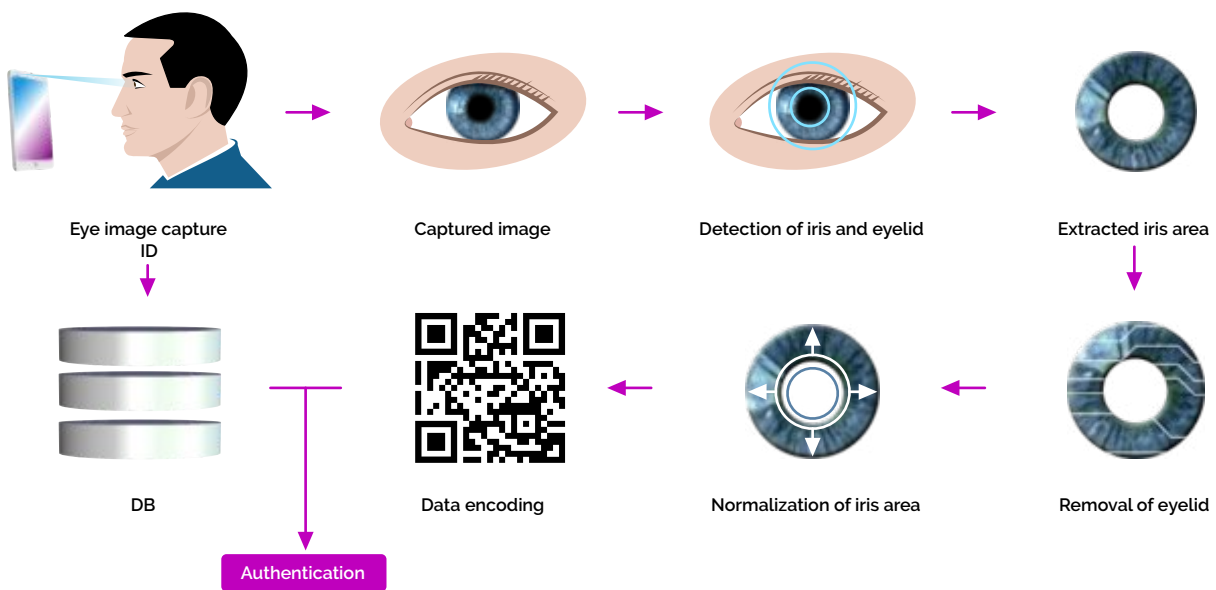
Graphics 4. eBay shopbot - an example chatbot acting as an AI assistant. <sup>13</sup>

<sup>13</sup> <https://www.techemergence.com/artificial-intelligence-in-ecommerce-amazon-alibaba-jd-com/>



# SYSTEM PAY VIA EYE

One of the most innovative technological aspects of the project is the implementation of the Pay via Eye payment system for its needs, i.e., approval of transactions by means of iris scan.

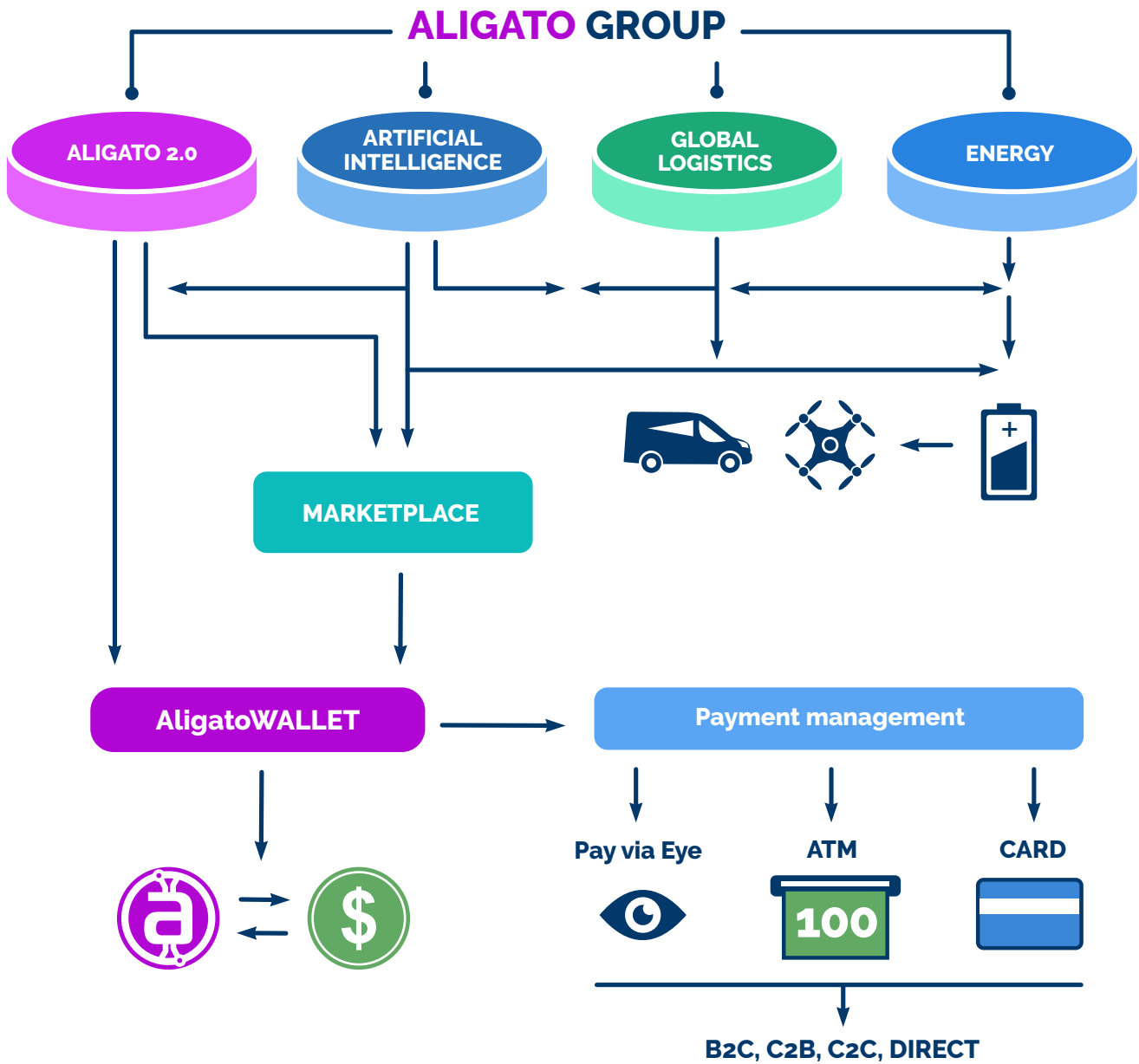


Graphics 5. Scheme of authentication using iris scan.<sup>14</sup>

When you look closely into the human iris, you can see a unique arrangement of lines and folds. Even for the same person, this system will be different for each eye. The most important feature of the iris with regard to the methods of verification or payment is its immutability over time. Thanks to this, iris can act as biometric security.

Our team plans to implement PvE technology using the right algorithms from existing devices, creating its own scanner to run PvE as one of the available payment methods on the Aligato platform. What's more, in order to increase the security of transactions, payment with PvE will require additional authorization (2FA) - it can be an SMS with a code, Google Authenticator or pre-determined PIN.

<sup>14</sup> [https://img.global.news.samsung.com/global/wp-content/uploads/2016/08/GalaxyNote7\\_Feature\\_Iris\\_Main\\_Final\\_4.jpg](https://img.global.news.samsung.com/global/wp-content/uploads/2016/08/GalaxyNote7_Feature_Iris_Main_Final_4.jpg)



Graphics 6. The structure of Aligato.



# FIRST PHASE (Q2 2018)

**COMPLETED**

- Preparation of the AligatoCoin technical support
- Pre-ICO start and preparation for ICO
- Update of Aligato's purchase portfolio

## DESCRIPTION

The first and at the same time one of the most important steps of our project is the preparation of the initial steps necessary for the implementation of technical facilities and the implementation of an efficient Pre-ICO and ICO process. Depending on the success of this stage, we will be able to work on the development of the platform without any financial hindrance, and hence develop the project successfully. In addition, we will also focus on adding new payment methods in the existing version of the purchasing portfolio.

## ADDED VALUE

- creating technical facilities thanks to raising funds;
- adding new payment options in the purchasing portfolio;
- launch of reference links.

## COMMUNITY ACTIVITIES

- participation in pre-ico;
- participation in organized webinars and conversations with Aligato.pl users on the implementation of digital currency options to the portal as a means of payment.

## COSTS

- The cost of the above stage was ~42 000,00 \$



## SECOND PHASE (Q3 2018)

*implementation time: 2-3 months*

- AligatoWallet application work starts
- Beginning of AligatoCoin exchange listing process

### DESCRIPTION

In this phase, work will begin on the AligatoWallet application, which will be built inside Aligato 2.0 and connected to the entire customer management panel. Its main functionalities will include, among others handling internal payments, settling funds from sales, as well as the ability to buy, sell or exchange AligatoCoin for other cryptocurrencies and FIAT currencies.

### ADDED VALUE

- introduction of AligatoCoin on crypto exchanges;
- platform development with AligatoWallet test versions.

### COMMUNITY ACTIVITIES

- discussion and feedback;
- participation in the proposed bounty programs;
- further testing of the platform.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~ 60 000,00 \$
- In addition, we will allocate \$ 500,000.00 to enter the stock market



# THIRD PHASE

## (Q4 2018 - Q1 2019)

*implementation time: 6 months*

- Aligato 2.0 development starts - preparation of full functionality and a new platform layout
- The e-learning platform development begins

### DESCRIPTION

In the third phase of the project, we will start comprehensive programming and graphic work on Aligato 2.0. Expansion and preparation of full functionality will include support for digital currencies, implementation of payment and bonus systems based on ALC, work on API REST for Aligato 2.0, initial work on AI for the system, platform security tests, and the first programming sketches of the AligatoWallet alpha version, which will be made available to selected users. Our tasks for the given period also include the commencement of work on our free-of-charge e-learning platform. It will contain all information for beginner and advanced sellers. On the other hand, buyers will have access to materials that will tell them how to use the platform, what a digital currency is and how to use it, or what benefits the blockchain technology brings to the table. The platform, created in the game image, will consist of training stages, levels and tests - their positive implementation will raise the ranking, and thus the perception of the seller in the eyes of potential customers. Additionally, at any time, the buyer who undergoes a series of courses will have the knowledge necessary to become a seller.

### ADDED VALUE

- increasing the number of business partners thanks to the API;
- increasing the range of the page;
- simplified service;
- AligatoWallet alpha version.

### COMMUNITY ACTIVITIES

- testing the AligatoWallet alfa version by selected users;
- consultancy on the construction and design of the website;
- organic promotion of Aligato 2.0.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~470 000,00 \$



## FOURTH PHASE (Q3.2019)

*implementation time: 6-9 months*

- Work on the installation and launch of the AligatoWallet beta version in the Aligato 2.0 framework begins;
- Work on creating our own Blockchain starts;
- AligatoCoin on selected Polish and foreign crypto exchanges.

### DESCRIPTION

With the development of Aligato 2.0 and AligatoWallet, the beta version of AligatoWallet will be programmed for functional testing. After positive tests, it will be implemented into the system and wide promotion. Considering the amount of data that we currently process that will be processed as the popularity grows, creating our own Blockchain is the most reasonable solution. Therefore, the fourth phase will focus on its creation to a large extent. The scope of work will include, among other things, the choice of the base blockchain, API construction and integration with Aligato 2.0, as a result of which a test version based on at least 10 nodes will be launched. After successful tests of stability, performance and safety, the first stable version of Blockchain Aligato 2.0 will be made available. Not only technical but also financial aspects speak for it. Speaking of financial aspects - before the end of the phase, cooperation will be established with selected Polish and foreign crypto exchanges.

AligatoCoin brings more value than the internal means of payment on the Aligato platform – along with the development of the platform, its value will also increase beyond the platform. In this project we want to meet the expectations of potential users. Therefore, our team will ensure that the token is present on the crypto exchanges to allow it to be traded outside of the Aligato platform.

### ADDED VALUE

- increase in the value of AligatoCoin by adding it to selected Polish and foreign crypto exchanges;
- the possibility of selling AligatoCoin for other cryptocurrencies;
- selling ALC the Aligato platform via AligatoWallet AligatoCoin management center.
- Staking Wallet ( Proof of Stake )

### COMMUNITY ACTIVITIES

- AligatoWallet beta testing;
- discussion and comments;
- active use of the Aligato platform.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~1 500 000,00 \$



## FIFTH PHASE (Q2-3 2019)

*implementation time: 6-10 months*

The fifth phase will focus entirely on the work aimed at further technical improvements and implementation of the optimization and solutions suggested by our community, as well as global marketing activities on the widest possible use of AligatoCoin as a payment instrument.

### DESCRIPTION

A well-functioning system is not enough for us. We want the target platform Aligato 2.0 to work without any problems, and its navigation to be intuitive and hassle-free. Therefore, the fifth phase will be fully devoted to the improvement of the existing version based on the suggestions of the community and our programmers and developers. An important part of the mentioned improvements will be further work on security - an audit of existing elements of the platform will be carried out for this purpose. For the design and its applications to continue to develop, we will also focus on developing adequate marketing activities on AligatoCoin to extend its use as a payment method.

### ADDED VALUE

- improving the platform's operation;
- increased interest of Aligato through marketing activities;
- expanding the scope of AligatoCoin use, also beyond Aligato 2.0.

### COMMUNITY ACTIVITIES

- gathering feedback on the use of the platform from the community.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~900 000,00 \$



# SIXTH PHASE

## (Q4 2019 - Q1 2020)

*implementation time: 6-12 months*

- Patent protection works on technological innovation of the project
- Launching a mirror version of Aligato 2.0 in national domains
- Preparation of the next 4 language versions

### DESCRIPTION

The key element of the emerging platform Aligato 2.0 is an autonomous delivery system with the use of drones. So far, no company, has been successful in this field. There were both technological and legal obstacles - our ambitious plan is to overcome them, as a result of which Aligato 2.0 will be a pioneer in this field. In the sixth phase, we will focus on technological and patent protection work including the drone system.

We will devote the remaining time to creating and running a mirror version of Aligato in the national domains.

### ADDED VALUE

- creation of a pioneer system of autonomous delivery drones;
- the technological patents received will strengthen the position of Aligato 2.0 on the international e-commerce market;
- increasing the number of users, especially foreign ones, thanks to the publication of foreign language versions.

### COMMUNITY ACTIVITIES

- discussion and feedback;
- functional tests of the platform on national domains.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~2 200 000,00 \$





# SEVENTH PHASE

## (Q4 2019 - Q1 2020)

**implementation time: 12-24 months**

Pay Pay (PvE) proprietary payment system, starting with conceptual work and reviewing ready-made technological solutions, ending with providing the beta version of PvE to the Aligato community, preceded by the test version of alpha.

### DESCRIPTION

The Aligato 2.0 project is innovative in many respects - not only in the field of the method of delivering the purchased goods, but also the security of transactions carried out inside the website. To this end, we want to create and implement a PvE payment system in the platform, which is based on the verification of payments by means of iris scan. To accomplish this goal, an algorithm for storing and acquiring data from the iris will be created. In conjunction with 2FA through Google's authentication codes or a unique PIN created on the site, the chance of breaking in by potential thieves will be virtually nil. In order to support such a payment system, we will create a proprietary scanner whose algorithms will ultimately operate on most image recording device.

### ADDED VALUE

- Improving the security of transactions performed on the Aligato 2.0 platform;
- Increased convenience of payments.

### COMMUNITY ACTIVITIES

- Suggestions on how to improve the platform;
- PvE alpha test.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~3 900 000,00 \$



# EIGHTH PHASE (Q1-2 2020)

*implementation time: 9-20 months*

- Advanced technological development of an autonomous delivery system using drones;
- Construction and testing of the alpha version of the Bumblebee autonomous drone

## DESCRIPTION

At this stage, the Aligato 2.0 team will devote themselves to the creation of the first proprietary drones. This is not a simple process, especially since there is no similar system at this time. In order to implement the idea, system creation will start from the scratch, starting from the drive, the sensor system, and ending with the automation of drone or the use of renewable energy sources. Automation tests will be preceded by manual tests of the first bumblebees created by Aligato 2.0. In the later period, after positive manual control tests, the team's activities will focus on automating all processes related to drones. High-tech works will include the preparation of the drone concept and the filing of patent applications for the solutions created. The next step will be 3D printing of the first bumblebee titles and construction of other, necessary components - drive, sensor system, automation, or power supply using renewable energy sources. Positive device tests will allow you to start work on the communication system between drones, automation of executive processes, as well as the flight control center and implementing AI systems in them.

## ADDED VALUE

- emergence of the first pioneer version of the Alpha delivery of Bumblebee TM drone;
- new patents regarding the construction and operation of drones.

## COMMUNITY ACTIVITIES

- drone tests in the C2C allowed area for a selected group of users;
- drone demonstrations and their possibilities at industry events;
- participation in tests for a selected community group;
- information on the operation of the system.

## ESTIMATED COSTS

- The estimated cost of the above stage is ~5 700 000,00 \$



## NINTH PHASE (Q2-3 2020)

*implementation time: up to 24 months*

- Further work on the drones delivery platform;
- Tests and presentation of a functional Bumblebee Beehive;
- Obtaining the necessary licenses and permits.

### DESCRIPTION

Time for the first delivery tests using drone! In the ninth phase, work on drone automation will be advanced enough to start work on the storage, reloading and distribution system for shipments - of course, the process will be automated. The launch of the drone base, of Bumblebee Beehive will be preceded by work on automation, a cheap and renewable source of power, and an effective transportation container for the task. We do not want the project to be hindered by legal issues, as a result of which obtaining patents and all permits and safety certificates will be a priority task, running parallel to technological advances.

### ADDED VALUE

- obtained licenses and permits will allow for further development of the project;
- new technologies in transport and logistics;
- increased interest in the project by external companies.

### COMMUNITY ACTIVITIES

- participation in voting on the most important issues of the project;
- participation in beehives tests for a selected community group.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~5 400 000,00 \$



## TENTH PHASE (Q2-3 2021)

*implementation time: up to 36 months*

- Completion of works on the new headquarters of Alligato
- Advanced work on creating your own renewable energy source to power drone

### DESCRIPTION

At this stage, most of the main project assumptions important for the full functionality of the platform will be implemented. This is not synonymous with ceasing the company's development activities. Assuming that the project will be positively received by the e-commerce environment around the world, the need for further development will remain. In order to meet all challenges, solid facilities will be needed - to this end, a new Alligato headquarters will be established, which will house a research and development center with a training center, a data center, and a campus able to accommodate some of the staff who are key to maintaining the proper functioning of the platform. Such conditions will also allow the recruitment of additional scientists and specialists in the fields related to the project. It is they who will start working on a more efficient power source for drones to increase their range.

### ADDED VALUE

- new and fuller technical facilities of the entire project;
- possibility of partial accommodation of staff;
- reduction of operating costs.

### COMMUNITY ACTIVITIES

- device tests on a selected target group.

### ESTIMATED COSTS

- The estimated cost of the above stage is ~7 400 000,00 \$
- We will finance the above stage with own funds (profits from current operations, subsidies and investments)

**The specific phases of the project will work especially dedicated team of specialist on specific phases of the project, therefore the dates of individual phases can overlap**



## Q2 2018

Preparation of the AligatoCoin technical support -  
Pre-ICO start and preparation for ICO -  
Update of Aligato's purchase portfolio -



## Q4 2018 - Q1 2019

Aligato 2.0 development starts - preparation -  
of full functionality and a new platform layout  
the e-learning platform development begins -



## Q2-3 2019

The fifth phase will focus entirely on the work aimed at  
further technical improvements and implementation of the  
optimization and solutions suggested by our community, as  
well as global marketing activities on the widest possible  
use of AligatoCoin as a payment instrument.



## Q4 2019 - Q1 2020

In the seventh phase of the project, the Aligato team  
will start working on the creation of the.



## Q2-3 2020

Further work on the drones delivery platform -  
Tests and presentation of a functional Bumblebee Beehive -  
Obtaining the necessary licenses and permits -



## Q3 2018

- AligatoWallet application work starts  
- beginning of AligatoCoin exchange listing  
process



## Q3 2019

- Work on the installation and launch of the AligatoWallet  
beta version in the Aligato 2.0 framework begins  
- Work on creating our own Blockchain starts  
- AligatoCoin on selected Polish and foreign crypto  
exchanges



## Q4 2019 - Q1 2020

- Patent protection works on technological innovation of  
the project  
- Launching a mirror version of Aligato 2.0 in national  
domains  
- Preparation of the next 4 language versions



## Q1-2 2020

- Advanced technological development of an autonomous  
delivery system using drones  
- Construction and testing of the alpha version of the  
Bumblebee autonomous drone



## Q2-3 2021

- Completion of works on the new headquarters of  
Aligato  
- Advanced work on creating your own renewable  
energy source to power drone

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# TOKEN ECONOMY - PROOF OF STAKE

## WHAT IS THIS PROOF OF STAKE?

Proof of Stake is the process used by the wallet to check transactions in distributed consensus by creating new blocks in the block chain.

This is an alternative method for the wider known process used by bitcoin - (Proof of Work).

## BENEFITS OF PROOF OF STAKE?

### Proof of Stake

Ecological, minimum requirements for blockchain security

True decentralization

Basic knowledge required  
Technical Install and forget

Install and forget

### Proof of Work

**Consuming large energy resources to blockchain protection**

**It encourages the centralization of mining farms**

**Advanced technical knowledge required**

**Requires constant monitoring**

## PROOF OF STAKE IN ALIGATO BLOCKCHAIN

PoS based on two types of nodes:

### confirmation node:

- number of tokens needed for node startup: 3000 ALC;
- annual return: ~ 4% + commission for transactions;
- Staking Wallet: Desktop ALC wallet on Windows / Mac / Linux / Raspberry Pi.

### full node:

- inumber of tokens needed for node startup: 25 000 ALC;
- annual return: ~ 7% + commission for transactions;
- Staking wallet: ALC linux wallet / ready disk image.



# TOKEN

The AligatoCoin token is created with the ERC20 standard in the Ethereum network

Name of Token	<b>AligatoCoin</b>
Symbol	<b>ALC</b>
Platform	<b>Ethereum (ERC20)</b>
The amount of all tokens	<b>100 000 000 ALC</b>
Soft Cap	<b>1 000 000 ALC</b>
Goal	<b>35 000 000 ALC</b>
Hard Cap	<b>70 000 000 ALC</b>
The distribution process	<b>Tokens will be sent to investors addresses after completing the ICO</b>

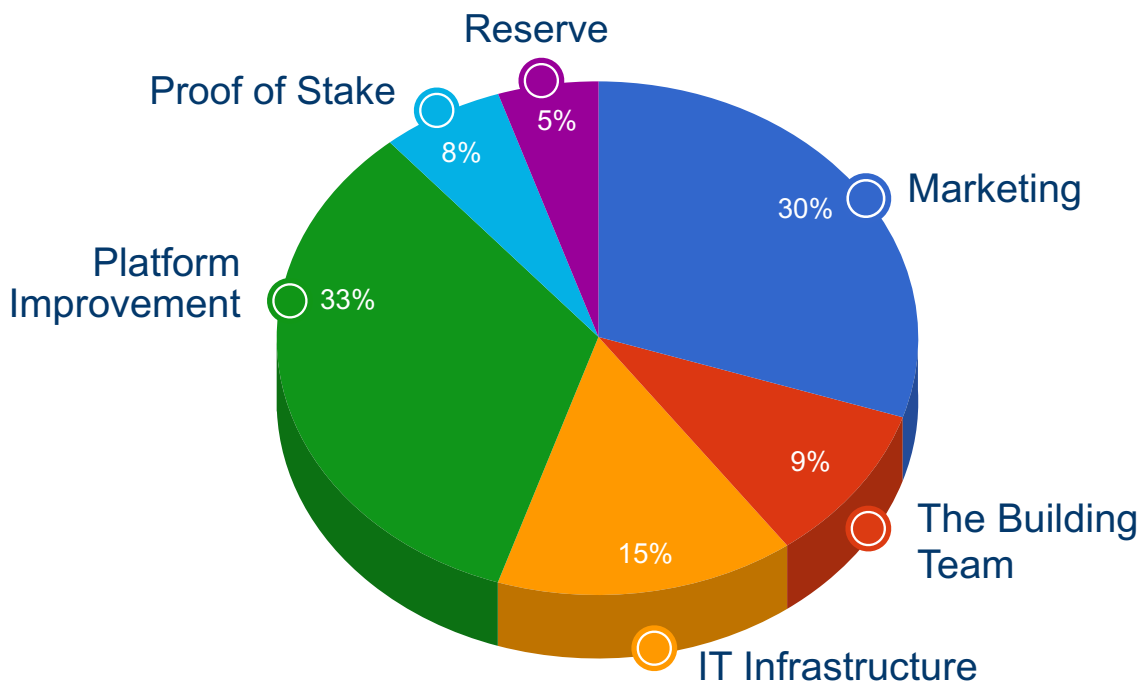
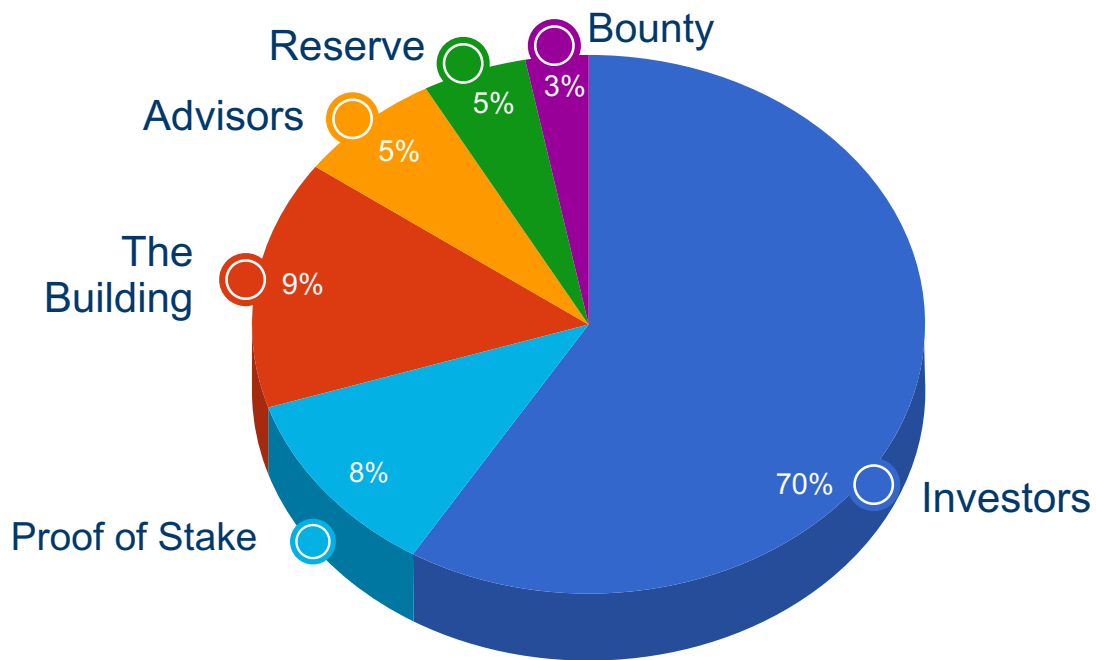


Chart 3. Distribution of AligatoCoin tokens.

# ICO

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Wykres 4. Allocation of funds from Pre ICO and ICO.

The smart contract address for the main ICO will be announced on the following channels:

- The main page of the project: <https://aligatocoin.io/>
- Official Discord channel: <https://discord.gg/pzcES4S>
- The official Telegram channel: <https://t.me/aligatocoin>

Before sending ETH to the given smart address of the contract, make sure it is correct. We strongly suggest verifying the address on at least two channels.

# KYC

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Due to different KYC/AML regulations in specified countries, our unified verification process for users wishing to take part in ICO AligatoCoin will require basic user data along with the country of residence. This procedure is aimed at the safety of both investors and the AligatoCoin team.



# TEAM LEADERS

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## **Adrian Dymarczyk**

*CEO, Co-founder, Developer*

Creative and highly motivated Director, with respect for co-workers and customers.

Experience in building successful company strategy, IT systems, web developer.

Specialties: Director in building company (industrial automation, air conditioner and electric system), Director in technology company (Web developer, system and server management), high technology industrial products and solutions, sales of technical products and services B2B and B2C, business research.



## **Bartek Juraszek**

*CMO, Director, Co-founder*

Entrepreneur, strongly involved in building and developing new business entities and new business projects. In the years 1997-2001 he managed sales groups and dealt with sales training. In the years 2001 - 2013, he managed companies with foreign capital in manufacturing industries. From 2014, he was associated with the Aligato group as a co-founder of Aligato.pl. Enthusiast of new technologies and cryptocurrency. Welding and CNC technology specialist. Constructor, designer, contractor. In e-commerce it has been operating since 2011.

# OUR TEAM

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## Vasili Simanau

*Shareholder, Web developer, Graphic*

In the Aligato team for 1.5 years, a great graphic designer, web developer and designer in one. Possessing an extraordinary sense to visualize the design, creative, responsible, one of the most important characters in the team.



## Maciej Dutko

*Auditor, Advisor, Shareholder*

In e-commerce since 2005. From 2007, he cooperated with Allegro.pl as a certified lecturer of this website. Entrepreneur, trainer and lecturer at business universities (post-graduate and MBA studies). Auditor of sales offers and owner of the Audite.pl brand, and probably the largest editing company Korekto.pl in Poland. Author and originator of several bestselling books (including "Bargain, Zen Negotiations", "E-business Bible", "Tiger Effect"). Columnist, author of AkademiaInternetu.pl. Recognized as one of the 100 most inspiring people in the Polish interactive industry, called the "Doctor House of the Polish Internet".



## Marcin Szydłowski

*ICO Advisor*

A cryptocurrency enthusiast and blockchain technology. He runs a channel called Mike Satoshi and a community group called Krypto-Nation. A programmer and energetic educated, and a passionate propagator of free knowledge and education.

In the world of cryptocurrency, he is involved in researching and reviewing projects and consulting on technical matters.

# OUR TEAM

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## **Damian Ciszek**

### *ICO Advisor*

Experienced middle management executive with proven track of success in sales and projects development. Active ICO advisor and mid/long term investor. Highly experienced in cryptocurrencies/forex/binary options/finance industry with strengths in customer service, sales and negotiations. Proven skills in negotiations, marketing, advertising, product integration and promotions, project development and recruiting. Successful in developing strategies that have resulted in an ICOs campaigns. MA in English studies, as well as in finance and marketing. Versatile, flexible, bilingual professional able to oversee and manage individuals while ensuring timely completion of project deadlines all while remaining on or under budget. Constantly spreading crypto awareness and improving education within the community.



## **Paweł Sobotkowski**

### *Business Advisor*

Linking Dots, businessman, investor. He's highenergy enthusiastic of technologies and well-connected individual. He's been working with VC & Private Equity, CVC, Business Angel, big international financial institutions, consulting, telecom, logistic, HR, e-commerce, IT, education and SMEs. He's connected to the powerful startup & investor & corporate ecosystems in whole Europe and Asia. He is or has been the owner, founder, co-founder, CXO, advisor and investor for dozens of global projects in different industries. Location independent, digital nomad, lived in several countries and travelled almost whole Europe. He has participated in various roles & branches at plenty local & worldwide events. From 2018 advising Alligato in investor relations & expansion of the business.

# OUR TEAM

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## Alena Narinyani

*ICO Advisor*

Russian journalist, specialist in advertising, entrepreneur, specialist in the field of fintech and cryptocurrency, investor. Owns ANJ, a PR firm boasting more than a hundred successful cases, including fintech and cryptocurrency projects. Has over two years of experience on Interpax, BFM, Ridus, Radio-Moskva and others. In the runet, you can find over 100 comments on the actual news of fintech and cryptocurrency.



## Maksym Vysochanskiy

*ICO Advisor*

One of TOP30 Crypto Influencer at Youtube and blockchain enthusiast. Founder and CEO of Appsmoment with more than 60,000 clients and 700,000 published mobile apps in app stores. Founder and CEO of ICOexpert which reviewed hundreds of ICOs and helped to rise over 12mln USD for their customers. Also, he is one of top instructor at Udemy, where he got more than 100,000 students at Udemy for his products during the last 5 years. 100,000 Customers Can't Be Wrong! :-)



## Anthony Abunassar

*ICO Advisor*

Ex Goldman ICO advisor based in Malta. Investor and crypto currency expert and enthusiast. Offering protection against future regulation in the World #1 location for any ICO wishing to secure their long term success with regulatory protection.

# OUR TEAM

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## **Katarzyna Dymarczyk**

*Product Manager*

Creative manager, paying attention to quality. Highly organized and attentive to detail with strong administrative skills. She manages the office and staff at Aligato Polska.



## **Maciej Urbański**

*Analyst*

Creative analyst, paying attention to detail and quality. He worked for one of the largest betting e-sport company. Then he cooperated with the Abciroins cryptocurrency exchange and a market making company. He was responsible for statistics, analysis, optimization and new solutions.



## **Michell Hoduń**

*Developer*

Has been working in a development field for more than 10 years. his background also includes 4 years of experience in big systems architecture, and 2 years in Aligato developer team.

# OUR TEAM

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## Kacper Juraszek

*Junior Developer*

The youngest member of the team wants to become a programmer. Systematically extends his knowledge and supports us in social media. IT university student



## Rafał Kiełbus

*Blockchain Developer*

Into Bitcoin technology since 2012. Bitcoin Core contributor. P2Pool (decentralized mining pool software) supporter, long maintaining fork with number of altcoin support. Moderator on forum.bitcoin.pl since 2012. 2010-2011 script writer for fold.it (molecular biology puzzle game) Since 1997 into PC hardware and software (DOS, Windows 3 -10, Linux).



## Karol Stadnik

*Product Manager & Promotion Specialist*

Field of study: political science, specialization: journalism, advertisement and promotion. Experience in editing, writing and publishing texts. Another area of his activity is internet marketing. He is passionate about psychology and personal growth incl. business. In free time he likes reading books and playing sports. He is interested in cryptocurrencies and blockchain.

# OUR TEAM

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## Hubert Dolata

*Marketing & Social Media Manager*

For years Hubert has been involved in marketing, social media and managing smaller and bigger projects. In AligatoCoin his main responsibilities include social media as well as marketing and, a part from those he gains new business partners and changes the overlook of the platform. He is willing to take up new responsibilities and challenge himself.



## Dan Sierański

*Aligato UK Agent*

A beginner entrepreneur. I have been dealing in the electronics industry and distribution in the UK for a long time. Experience in the e-commerce industry, in personal consulting in the field of investing in new technologies. Interested in creative ICO projects. He has often succeeded in this kind of investments.



## Agnieszka Morfey

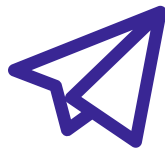
*Specialist for Customer Service*

Highly skilled, result driven dedicated person with strong desire to see things done properly. Possess excellent verbal and written communication skills in English. Highly organized and attentive to detail with strong administrative skills. Worked in many governments institutions in both Poland and Great Britain.

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# CONTACT

**Aligato Blockchain Ltd**  
**International House 24,**  
**Holborn Viaduct,**  
**EC1A 2BN London,**  
**Great Britain**  
**Company No. 11065686**  
[support@aligatocoin.io](mailto:support@aligatocoin.io)  
<https://aligatocoin.io>



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<https://t.me/aligatocoin>

<https://www.linkedin.com/company/aligato-blockchain-ltd/>

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