

DocuIntellect Technologies

EB-2 NIW Supporting Documentation

December 2024

Mr. Hani Daoud Hejazi

Chief Computer and Information Systems Manager

+971 55 964 0976

Hani.hejazi@gmail.com

Contents

1	Introduction	3
2	The Petitioner’s Expertise	4
3	Endeavor	5
4	Need for the Company’s Services	14
4.1	Industry and Market Demand for Mr. Hejazi’s Services	14
4.2	Challenges Faced by U.S. SMEs	20
4.3	Existing Digital Literacy Gap in the U.S.	25
4.4	Digital Transformation and AI in the U.S.	26
5	Key Management and Personnel	29
5.1	Chief Computer and Information Systems Manager: Mr. Hani Daoud Hejazi	29
5.1.1	<i>Educational Background</i>	29
5.1.2	<i>Professional Experience</i>	30
5.1.3	<i>Technical Skills</i>	32
5.1.4	<i>Publications</i>	33
5.1.5	<i>Memberships and Certifications</i>	35
5.1.6	<i>Awards and Recognitions</i>	35
5.1.7	<i>Duties at the U.S. Company</i>	36
5.2	Data Scientists	37
5.3	Software Developers	37
5.4	IT Consultants	37
5.5	Sales and Marketing Executives	38
5.6	Administrative Assistant	38
5.7	Machine Learning Engineer	38
5.8	Cloud Solutions Architect	39
5.9	Cybersecurity Specialist	39
5.10	Project Managers	39
5.11	Customer Support Specialists	39
5.12	Educational Content Creator	40
5.13	Personnel Plan	40
5.14	The Company’s Internal Organizational Chart – Year 5	42
6	Financial Forecasts	42
6.1	Investment Summary	42
6.2	Sales Forecast	43
6.3	Profit and Loss	44
6.4	Balance Sheet	45
7	The Petitioner’s National-Level Impact	45
7.1	Aligning with U.S. Government Initiatives	45
7.2	Mr. Hejazi’s Endeavor Benefitting Various Stakeholders	47
7.2.1	<i>Legal Sector</i>	47
7.2.2	<i>Finance Sector</i>	48
7.2.3	<i>Healthcare Sector</i>	50
7.2.4	<i>Government Sector</i>	51
7.3	Supporting the Efficiency and Resiliency of U.S. Businesses	51
7.4	Supporting the U.S. Economy Through Advancements in the Technology Sector	56
7.5	Digital Transformation as an Economic Driver	58
7.6	Addressing the Digital Literacy Gap Among Employees	61
7.7	Stimulating Local Area Development	62
7.8	Financial Benefits	65
7.9	Broader Job Creation Benefits	66
8	Final Remarks	69

1 Introduction

This document has been created to support the EB-2 visa application of Mr. Hani Daoud Hejazi (hereafter also referred to as Mr. Hejazi or the Petitioner), a Jordanian national and a seasoned Software Specialist with two decades of professional experience in software development, database management, and artificial intelligence. Mr. Hejazi seeks to contribute to the technological and socioeconomic advancement of the United States by providing innovative document digitization and management services, leveraging advanced AI-driven tools, cloud integration, and workflow automation. To achieve this, he will establish DocuIntellect Technologies (hereafter also referred to as the Company) as its sole owner. Upon the approval of his visa application, the Petitioner will assume the role of the Chief Computer and Information Systems Manager and will invest a total of \$176,000 in the Company's operations. Headquartered in Orem, Utah, the Company will initially focus on serving small and medium-sized enterprises (SMEs), government agencies, healthcare providers, financial institutions, and legal firms nationwide through online channels and in the local area. In Year 3, DocuIntellect Technologies will open a new office in Chicago, Illinois, and an additional office in Houston, Texas in Year 5.

This document outlines the critical role that DocuIntellect Technologies will play in addressing the pressing need for efficient, secure, and intelligent document processing solutions across multiple sectors in the U.S. economy. It highlights the challenges businesses face in transitioning to digital workflows, including inefficiencies, regulatory compliance, and data security concerns, as well as the barriers posed by the digital literacy gap in the workforce. The document further elaborates on Mr. Hejazi's proven expertise in leading nationally significant projects, such as the Safe City and Unified Traffic System in the UAE, and his ability to deliver tailored solutions that streamline operations, improve decision-making, and drive competitiveness.

Additionally, this document explores the broader impact of Mr. Hejazi's endeavor on a national scale through benefits for multiple stakeholders, such as enhancing the operational efficiency and resiliency of SMEs, supporting the development of critical sectors, supporting innovation, and contributing to economic revitalization in underserved areas through the establishment of offices in qualified HUBZones. By equipping businesses with cutting-edge digital tools and

promoting workforce development through educational workshops and webinars, DocuIntellect Technologies will not only enable organizations to optimize their operations but also support the creation of a skilled and adaptive workforce capable of meeting the demands of a rapidly evolving digital economy.

Lastly, this document demonstrates how Mr. Hejazi's endeavor satisfies the criteria for the National Interest Waiver by emphasizing the substantial merit and national importance of his proposed services, his exceptional qualifications to advance the endeavor, and the benefits of waiving the job offer and labor certification requirements. Through his work, Mr. Hejazi will address critical challenges faced by U.S. businesses, create high-quality jobs, and drive digital transformation across key sectors, thereby strengthening the economic competitiveness and technological leadership of the United States.

2 The Petitioner's Expertise

Mr. Hani Daoud Hejazi is a seasoned Software Specialist with two decades of professional experience in software development, database design, and artificial intelligence (AI). His career is marked by significant contributions to large-scale national projects, demonstrating his ability to design, implement, and manage complex systems with far-reaching impact. His expertise positions him to contribute substantially to the U.S. economy and technological advancement through his proposed endeavor.

Mr. Hejazi's career includes pivotal roles at prominent organizations where he delivered innovative technological solutions with national and international impact. During his tenure as a **Software Specialist at Abu Dhabi Police**, he contributed to the development of advanced systems such as the **Safe City Project** and the **Unified Traffic System**, both of which transformed public safety and government services in the UAE. His efforts were instrumental in Abu Dhabi Police receiving a **six-star rating from the European Foundation for Quality Management (EFQM) in 2021**, making it the first police organization globally to achieve this distinction under the new EFQM model. These accomplishments played a key role in establishing Abu Dhabi as the **safest city in the world for five consecutive years**, highlighting his ability to create impactful, technology-driven solutions.

Mr. Hejazi's earlier roles at **Omnix International** and **Dynamic Smart Solutions** further reflect his capacity to lead large-scale digital transformation projects, including the **modernization of over 300 government services into digital and mobile platforms**. These initiatives improved government efficiency and accessibility, directly benefiting millions of citizens and businesses.

Mr. Hejazi's expertise also extends to advanced AI systems and data solutions. His work on the **Arabic Poetry Analyzer**, showcased at **Dubai GITEX 2023**, exemplifies his ability to integrate machine learning with cultural and technological applications. This project, sold to the **Department of Culture and Tourism in Abu Dhabi**, highlights his skill in developing innovative solutions adopted at a national level.

These achievements, combined with his deep technical knowledge and experience in leading impactful projects for major organizations, position Mr. Hejazi to make significant contributions in the United States. Through DocuIntellect Technologies, the Petitioner will leverage his proven expertise to deliver advanced document digitization and data solutions, supporting innovation and driving national economic growth.

3 Endeavor

Mr. Hejazi endeavors to benefit the United States by addressing critical technological challenges businesses face across various sectors, thus benefitting multiple stakeholders by establishing DocuIntellect Technologies. His endeavor will support small and medium-sized enterprises (SMEs), legal firms, healthcare providers, financial institutions, and government agencies by offering specialized services in document digitization, intelligent document processing, cloud integration, workflow automation, and professional development. By helping businesses streamline operations, reduce costs, and enhance regulatory compliance, Mr. Hejazi will enable these organizations to improve their productivity, competitiveness, and long-term sustainability.

DocuIntellect Technologies will address broader national priorities by supporting digital transformation across vital sectors of the U.S. economy, advancing innovation, and closing the digital literacy gap through educational workshops and webinars. These initiatives will empower businesses to leverage advanced technologies, adapt to rapidly evolving market demands, and achieve sustainable growth. The Company's geographic expansion and focus on underserved

areas will further amplify its impact, generating high-quality jobs, encouraging workforce development, and driving economic revitalization in underutilized regions. Mr. Hejazi's endeavor will ensure measurable and lasting contributions to the U.S. economy, reinforcing its resilience, inclusivity, and global competitiveness.

The Company's Business Description

Mr. Hani Daoud Hejazi will establish DocuIntellect Technologies as a U.S.-based IT service provider specializing in document digitization and management services, AI-driven document processing, cloud integration, customizable workflow automation, and professional development. The Company will cater primarily to SMEs, legal firms, healthcare providers, government agencies, and financial institutions. The Petitioner's services will optimize operations, enhance regulatory compliance, and improve decision-making processes for businesses across various sectors.

Document processing, particularly AI-driven and intelligent document processing (IDP), will be the cornerstone of DocuIntellect Technologies. This involves extracting, classifying, and organizing unstructured data from documents using artificial intelligence technologies like optical character recognition (OCR), natural language processing (NLP), and machine learning. IDP goes beyond traditional digitization by enabling businesses to automate workflows, reduce manual errors, and ensure accurate data extraction, improving overall operational efficiency. Through **Cloud integration**, the Company will connect business systems and documents to cloud-based platforms, allowing seamless access, secure storage, and scalable operations. This way, businesses can manage their data securely while enabling flexibility in accessing critical information. **Workflow automation** will involve the use of software tools to automate repetitive tasks and create efficient, interconnected processes. It will allow organizations to streamline their operations, reduce costs, and enhance productivity by minimizing human intervention in routine tasks.

To provide these services, Mr. Hejazi will adopt a hybrid delivery model, combining in-person consultations with virtual interactions to meet client needs effectively. The process will begin with an in-depth assessment of the client's existing workflows, systems, and challenges, conducted either on-site or via secure virtual meetings. Based on this analysis, the Petitioner and

his team will develop tailored solutions, leveraging advanced AI-driven tools, cloud platforms, and customized software to address specific business requirements.

In-person service delivery will include direct consultations, system installations, and hands-on training sessions at the client's premises to ensure seamless integration and adoption of the solutions. Online services will complement this approach, offering virtual workshops, troubleshooting sessions, and remote monitoring through secure platforms. Mr. Hejazi's workshops will contribute to creating a skilled workforce equipped to meet the demands of digital transformation. Participants will have access to a combination of live instruction, real-world use cases, and post-session resources to reinforce learning. By empowering participants with essential skills in document digitization, workflow automation, and compliance, these workshops will generate a ripple effect across industries. Businesses that adopt these practices will not only optimize their own operations but also inspire further adoption of advanced technologies, fostering innovation and creating economic opportunities on a broader scale. Through this emphasis on workforce development and knowledge transfer, Mr. Hejazi will contribute to building a stronger, more technologically adept U.S. workforce.

By utilizing cloud-based tools, DocuIntellect Technologies will provide clients with round-the-clock support and updates, regardless of their geographic location. This dual approach will ensure flexibility, accessibility, and high-quality service for businesses across various sectors. Mr. Hejazi will maintain close collaboration with his clients throughout the implementation process, regularly reviewing and refining solutions to optimize performance. This hands-on yet flexible delivery method will allow the Company to adapt quickly to changing client needs while ensuring that all services are delivered efficiently and effectively.

Mr. Hejazi will leverage strategic partnerships and source advanced technologies from reputable suppliers. These partnerships will include collaborations with cloud service providers, AI technology firms, and software vendors to ensure access to the most effective tools in the industry. Suppliers such as Microsoft, Oracle, and other leading providers will play a critical role in equipping the Company with the necessary platforms and software.

DocuIntellect Technologies

IT Consulting in the US Supply Chain

Direct and indirect supplier and buyer industries related to this industry



DocuIntellect Technologies will operate as a vital intermediary within the IT consulting supply chain, bridging advanced technology suppliers and industries requiring cutting-edge solutions. By sourcing tools and platforms from established software publishers, hardware manufacturers, and AI providers, the Company will deliver customized services to key sectors such as healthcare, finance, and government. This approach will create demand upstream for suppliers by utilizing their technologies while driving downstream impact through improved efficiency, compliance, and competitiveness for client industries. Through the Company's operations, Mr. Hejazi will stimulate economic activity at multiple levels of the supply chain, contributing to technological adoption, job creation, and enhanced productivity across its target markets.

Mr. Hejazi will leverage his extensive experience in software development, AI implementation, and database management to design and deliver tailored solutions for clients. His leadership and technical expertise will ensure the Company's ability to meet the unique needs of its target sectors while maintaining a commitment to innovation, quality, and efficiency. Mr. Hejazi will expand DocuIntellect Technologies' operations by establishing new offices in qualified HUBZones to support economic revitalization in underserved areas. In Year 3, the Company will open a second office in Chicago, Illinois, targeting local businesses and government agencies. By Year 5, another office will be established in Houston, Texas, to cater to the growing demand for digital transformation services in the region. These offices will create job opportunities for local residents, provide accessible services to regional clients, and strengthen the Company's presence in key metropolitan areas. This expansion will enhance the Company's national reach and

reinforce its commitment to supporting both economic development and digital transformation across the United States.

The Company's Services

DocuIntellect Technologies will offer a comprehensive suite of services designed to promote digital transformation and operational efficiency across multiple sectors. Each service will be tailored to address the specific needs of businesses, focusing on enhancing productivity, ensuring data security, informing decision-making through data insights, and driving competitiveness.

Document Digitization and Management

Mr. Hejazi will convert physical documents into structured, searchable digital formats. The Petitioner will use advanced scanning, optical character recognition (OCR), and data indexing technologies to ensure accurate and efficient digitization. By centralizing documents into digital repositories, businesses will improve accessibility and reduce physical storage needs. His service will also support compliance with regulatory standards by providing clear audit trails and secure document storage. Effective document management will reduce administrative burdens and enable organizations to focus on strategic initiatives. Furthermore, integrating AI into this service will enable the Company to assist clients with hard-to-read documents or documents with faulty text. Namely, deep learning models can be used to sharpen or denoise scanned images, automatically detect and correct any skewed or rotated text, or adjust the contrast to make the text stand out more against the background, among other benefits.

AI-Driven Document Processing

Furthermore, through AI, Mr. Hejazi will automate data extraction, categorization, and indexing processes for unstructured and semi-structured documents. Machine learning models and natural language processing (NLP) tools will streamline workflows by processing high volumes of data with speed and precision. Businesses will benefit from reduced manual errors, improved data accuracy, and faster decision-making capabilities. The Petitioner's service will be particularly effective for companies in sectors requiring meticulous document handling, such as healthcare, legal, and finance.

Cloud Integration

DocuIntellect Technologies

DocuIntellect Technologies will provide secure cloud storage solutions, enabling businesses to store, access, and manage their documents from any location. The Petitioner and his team will integrate clients' digitized documents into cloud-based systems, ensuring seamless connectivity and scalability. These solutions will enhance data security through encryption and backup features while offering flexibility for remote work environments. Clients will benefit from increased operational agility, reduced IT infrastructure costs, and improved disaster recovery capabilities.

Customizable Workflow Automation

Mr. Hejazi will design and implement tailored workflow automation solutions to streamline repetitive tasks and integrate digitized documents into existing systems. Automation tools will enable businesses to reduce dependency on manual intervention, thereby saving time and cutting costs. Through DocuIntellect Technologies, the Petitioner will ensure that the automation solutions align with each client's specific operational processes, providing a seamless and efficient workflow. This service will empower organizations to reallocate resources to higher-value tasks and improve overall productivity.

Educational Workshops and Webinars

Mr. Hejazi will conduct training programs to equip clients and their employees with the skills needed to adopt and use document management technologies effectively. The workshops and webinars will focus on improving digital literacy, teaching best practices in document handling, and demonstrating the use of AI and cloud-based tools. These sessions will be offered both in-person and online to ensure accessibility for businesses across various regions. By enhancing workforce capabilities, these educational initiatives will support the Company's mission of promoting long-term operational efficiency for its clients.

The Company's Targets

DocuIntellect Technologies will focus its operations on key geographic and demographic targets to maximize its impact and align with its growth strategy. The Company will target the entire country via online channels. For in-person services in Year 1, Mr. Hejazi will serve clients in Orem, Utah, expanding to Chicago, Illinois, in Year 3 and Houston, Texas, in Year 5. Across these regions,

DocuIntellect Technologies

DocuIntellect Technologies will cater to SMEs, government agencies, healthcare providers, financial institutions, and legal firms. The Petitioner will target businesses and institutions that require document digitization, AI-driven processing, cloud integration, and workflow automation, focusing on sectors that handle large volumes of sensitive and regulated data. This targeted approach will enable the Company to deliver tailored solutions while supporting economic development in key areas.

Utah was home to 333,661 *small businesses* in 2023, accounting for 99.3% of all companies in Utah.¹ Between March 2021 and March 2022, 18,207 Utah establishments opened and 11,398 closed, for a net increase of 6,809. 84,910 of Utah's SMEs engage in services, out of which 21,578 are in healthcare and 12,775 in finance and insurance.

Illinois houses 1.3 million *small businesses*, or 99.6% of all companies in Illinois.² Between March 2021 and March 2022, 40,933 Illinois establishments opened and 31,592 closed, for a net increase of 9,341. The services sector boasts 296,995 establishments, with 102,844 businesses operating in healthcare and 39,809 in the financial sector.

Texas has a staggering 3.2 million *small businesses*, constituting 99.8% of Texas companies.³ Between March 2021 and March 2022, 95,495 Texas establishments opened and 68,032 closed, for a net increase of 27,463. The state's services sector has 738,550 establishments: the healthcare sector has 227,760 businesses and finance 105,955.

These statistics show that Mr. Hejazi will establish and expand DocuIntellect Technologies in thriving markets with robust small business ecosystems and significant demand for digital transformation services. These states collectively represent millions of SMEs across diverse industries, including healthcare, finance, and professional services (including legal and government)—sectors that stand to benefit greatly from the Petitioner's expertise. By leveraging Mr. Hejazi's innovative solutions through which he has already benefitted various MENA countries and focusing on areas with high concentrations of target businesses, the Petitioner will

¹ Source; <https://advocacy.sba.gov/wp-content/uploads/2023/11/2023-Small-Business-Economic-Profile-UT.pdf>

² Source; <https://advocacy.sba.gov/wp-content/uploads/2023/11/2023-Small-Business-Economic-Profile-IL.pdf>

³ Source; <https://advocacy.sba.gov/wp-content/uploads/2023/11/2023-Small-Business-Economic-Profile-TX.pdf>

deliver impactful services that address critical operational needs while contributing to the economic growth of these regions.

The Company's Strengths

Mr. Hejazi's two decades of experience in software development, database management, and artificial intelligence will provide DocuIntellect Technologies with a solid foundation for delivering cutting-edge digital transformation solutions. His leadership on nationally significant projects demonstrates his capacity to design and implement systems that address complex challenges and achieve measurable results. These projects include **Safe City**, which enabled near real-time vehicle monitoring and smart city governance; the **Unified Traffic System**, serving over five million customers across the UAE with integration to 200+ entities; and the **RTA UTS Integration**, enhancing customer experience through seamless data sharing between Dubai and the Unified Traffic System. Additionally, Mr. Hejazi has overseen projects such as **Plate Recognition**, which uses deep learning for precise automated actions, and **Oracle Forms to Apex Migration**, modernizing legacy systems with his team. His expertise in large-scale projects like **Government Digital Transformation**, which converted 300+ services into digital platforms, further highlights his ability to innovate and deliver impactful solutions.

DocuIntellect Technologies will generate revenue from diverse services, including document digitization, AI-driven document processing, workflow automation, and educational workshops. **Multiple revenue streams** will reduce dependency on any single service, ensuring financial stability and resilience against market fluctuations. By offering solutions across multiple sectors, the Company will maximize its opportunities for growth and sustainability. The Petitioner's **tailored solutions for niche sectors** will ensure its services meet the specific needs of each industry. This sector-specific specialization will position DocuIntellect Technologies as a leader in addressing unique operational challenges, helping it build a strong reputation in its target markets. Through DocuIntellect Technologies, Mr. Hejazi will offer **affordable services** designed to optimize operations and reduce inefficiencies, enabling clients to achieve measurable cost savings. By delivering scalable, automation-driven solutions, the Petitioner will help businesses enhance productivity while minimizing operational expenses, making its offerings particularly appealing to resource-conscious SMEs.

The Company's Marketing Strategy

Mr. Hejazi's marketing strategy for DocuIntellect Technologies will focus on leveraging both online and traditional marketing channels to build a strong client base and establish the Company's reputation in the industry. The Petitioner will utilize his extensive sector network within the U.S. Middle-Eastern community and among U.S. entrepreneurs to generate business leads and encourage customer referrals. A budget allocation of 8% of total revenue will be dedicated to marketing activities, including the development of a professional website, Google Ads campaigns, and strategic social media insertions across platforms like LinkedIn, Facebook, Twitter, Instagram, and YouTube. These efforts will maximize visibility, attract potential clients, and capitalize on word-of-mouth referrals. In addition to digital marketing, Mr. Hejazi will implement traditional strategies, including publishing in small business sector magazines with a circulation of 50,000 units per month and hosting seminars and webinars tailored to the needs of SMEs. This comprehensive approach will ensure that DocuIntellect Technologies reaches a wide audience, effectively communicates the quality of its services, and secures a steady pipeline of clients.

4 Need for the Company’s Services

Section	Problem Outlined	Mr. Hejazi’s Proposed Solution	U.S. Government Initiative Alignment
4.1 Industry and Market Demand	SMEs in key sectors, as well as the government sector, face challenges with document digitization and workflow automation, limiting efficiency, accessibility, and compliance with regulations.	Offering tailored services such as AI-driven document processing, workflow automation, and cloud integration to streamline operations and reduce costs.	Digital Government Strategy, Executive Order on Improving the Nation’s Cybersecurity, Federal Cloud Computing Strategy.
4.2 Challenges Faced by U.S. SMEs	SMEs lack the technical expertise, financial resources, and internal capacity to effectively adopt digital tools, risking inefficiencies, non-compliance, and data security issues.	Providing cost-effective, scalable IT solutions such as secure document management systems and educational workshops to equip businesses with essential skills.	Small Business Act, Executive Order on Strengthening Medicaid and the Affordable Care Act, Health Insurance Portability and Accountability Act (HIPAA).
4.3 Existing Digital Literacy Gap	A significant portion of the U.S. workforce lacks digital skills, which hinders the adoption of digital technologies and reduces organizational productivity.	Delivering educational workshops and webinars to improve digital literacy, teaching employees and supervisors to use digital tools effectively.	Workforce Innovation and Opportunity Act (WIOA), Executive Order on Strengthening America’s Workforce, E-Government Act of 2002.
4.4 Digital Transformation and AI	Many U.S. businesses are behind in adopting AI and cloud solutions, which hinders efficiency, innovation, and competitiveness in the global market.	Providing AI-driven solutions, data analytics, and workflow automation services to drive digital transformation and enhance operational efficiency.	Executive Order on the Safe, Secure, and Trustworthy Development and Use of Artificial Intelligence, Federal Cloud Computing Strategy ("Cloud Smart").

4.1 Industry and Market Demand for Mr. Hejazi’s Services

Mr. Hejazi will operate within the ***IT Consulting Industry, focusing on document digitization and Intelligent Document Processing (IDP)*** in the United States through DocuIntellect Technologies. This sector focuses on transforming physical documents into digital formats and utilizing advanced technologies like artificial intelligence (AI) and machine learning (ML) to automate and enhance document-related workflows.

With technological advancement underpinning the need for ***IT consultants***, industry revenue expanded at a compound annual growth rate (CAGR) of 2.9% to \$712.3 billion over the five years

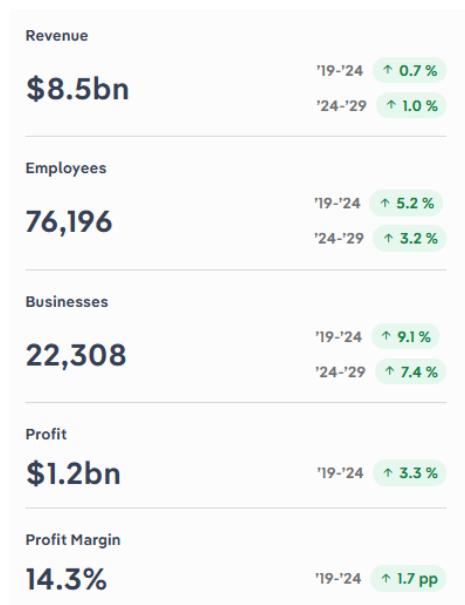
to 2024.⁴ The industry is expected to continue expanding in the coming years, with revenue forecast to climb at a CAGR of 3.7% to \$854.0 billion in 2029. The continued shift to cloud computing and the rising use of data analytics will increase security concerns for businesses, boosting the need for IT consulting services. These needs will be especially prevalent for financial and insurance companies, which manage highly sensitive data. To the benefit of IT consultants, the Finance and Insurance sector is expected to grow steadily in the near term.

The Document Digitization Services Industry in the U.S. has experienced steady growth, with a market size of approximately \$8.5 billion in 2024.⁵ This reflects a 0.7% CAGR from 2019 to 2024.

This growth is driven by organizations' increasing need to streamline operations, reduce physical storage costs, and improve accessibility to information.

Looking ahead, providers will benefit from rising U.S. GDP, raising investment from households and businesses. Technological advancements such as enhanced Document Management Systems (DMS), AI, machine learning, OCR, and cloud storage are expected to streamline processes, making them more cost-effective and secure. Businesses will continue to seek these solutions to improve accessibility, operational efficiency, and compliance with

various regulations. On top of this, the growing need for secure data management across different sectors, from medical institutions to government agencies and nonprofits, will likely spur demand. Overall, industry revenue is forecast to expand at a CAGR of 1.0% during the outlook period, reaching \$8.9 billion in 2029.



⁴ Source: IBISWorld. IT Consulting in the U.S., 2024 Report

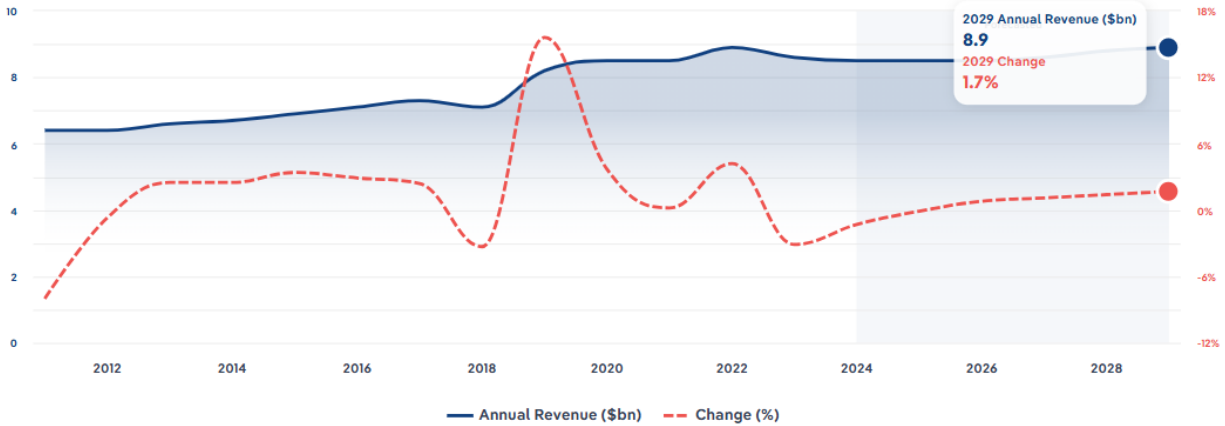
⁵ Source: IBISWorld. Document Digitization Services in the U.S., 2024 Report

DocuIntellect Technologies

Document Digitization Services in the US

Revenue

Total value (\$) and annual change from 2011 – 2029. Includes 5-year outlook.



In parallel, the **Intelligent Document Processing (IDP) market** is witnessing significant expansion. Globally, the IDP market size was valued at \$1.4 billion in 2022 and is projected to reach \$12.8 billion by 2032, exhibiting a CAGR of 24.7% during the forecast period. This surge is attributed to the growing adoption of AI and ML technologies that enable automated data extraction, classification, and processing, enhancing efficiency and accuracy in document management.

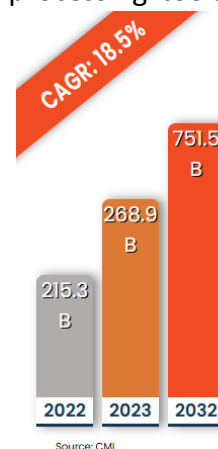


For instance, in 2023, global investments in digital transformation initiatives totaled \$1.85 trillion. With a projected CAGR of 16.3%, this spending is expected to double by 2027. The United States accounts for 35% of global DX expenditure and is forecasted to surpass \$1 trillion by 2025. **Industries such as Finance, Healthcare, Legal, and Logistics are adopting intelligent document processing to streamline workflows, accelerate decision-making, and optimize resource allocation.**

Small and medium-sized businesses (SMBs), generally those with one to 250 employees, have an approximately 65%- 70% adoption rate for the cloud, while big or enterprise businesses have around 50% adoption.⁶ Smaller businesses have been historically more agile, able to make decisions more quickly. When it comes to the adoption of cloud technology, approximately 20% of SMEs are currently developing a cloud strategy, while only 15% of enterprises are in the same phase. Approximately 30% of SMEs are currently working on their first cloud project, while more than a third of enterprises are at the same stage. In terms of managing or deploying multiple projects in the cloud, about a quarter of small businesses are doing so, compared to approximately 30-32% of enterprises. While these statistics are within the same general range, the key difference lies in the heavy use of the cloud, defined as near reliance on it. More than a quarter of small businesses heavily rely on the cloud, compared to approximately 17% of enterprises.

Financial Services: Institutions are leveraging IDP to automate processes such as Know Your Customer (KYC) and anti-money laundering (AML) compliance by extracting data from documents like IDs and bank statements. This automation enhances efficiency and reduces operational risks.⁷ According to Custom Market Insights (CMI), the fintech technologies market size was estimated at \$215.3 billion in 2022 and is expected to reach around \$751.5 billion by 2032, poised to grow at a CAGR of 18.5% from 2023 to 2032.⁸

Legal Industry: Law firms are increasingly adopting AI-driven document processing tools to automate workflows, handle complex tasks, and improve efficiency in summarizing client notes, drafting letters, and analyzing large data sets. This shift is driven by the need to enhance productivity and maintain quality in legal services.⁹ The **Legal Technology Industry** is undergoing a transformative shift driven by advancements in artificial intelligence (AI), machine learning (ML), and contract lifecycle management (CLM) solutions. The Company, which focuses on simplifying contract analysis for non-



⁶ Source: <https://neovera.com/small-business-vs-enterprises-uses-cloud/#:~:text=Small%20to%20medium%20sized%20businesses,businesses%20are%20around%2050%25%20adoption.>

⁷ Source: <https://www.fortunebusinessinsights.com/intelligent-document-processing-market-108590>

⁸ Source: <https://aws.amazon.com/marketplace/pp/prodview-ycg5do6fypiju#overview>

⁹

lawyers using AI, is now facing increasingly favorable market conditions. The global legal tech market is projected to experience significant growth from 2023 to 2032, with a forecasted CAGR of approximately 8.5%, reaching a valuation of \$21.4 billion by 2032.¹⁰ On a larger scale, generative AI technology market revenues were forecast to reach \$3.7 billion in 2023 and expand to \$36 billion by 2028, exhibiting a CAGR of 58% from 2023 to 2028, according to a new S&P Global Market Intelligence report.¹¹ Within the Organization Size segment, SMBs hold the largest market share at 58.9%, which can be attributed to the proliferation of cost-effective, scalable AI document management solutions that are well-suited to the budgets and operational scopes of smaller businesses.

Healthcare: The healthcare sector requires efficient management of patient records and administrative documents. Digitization and IDP facilitate quick access to information, improving patient care and operational efficiency.



According to Allied Market Research,¹² the U.S. healthcare IT market, valued at \$96,930.26 million in 2020, is poised for substantial growth, projected to reach \$344,074.09 million by 2030, with a projected CAGR of 13.4% from 2021 to 2030. Healthcare IT involves the utilization of computer hardware, software, or infrastructure to manage clinical, administrative, or financial

¹⁰ Source: <https://www.custommarketinsights.com/report/legaltech-market/>

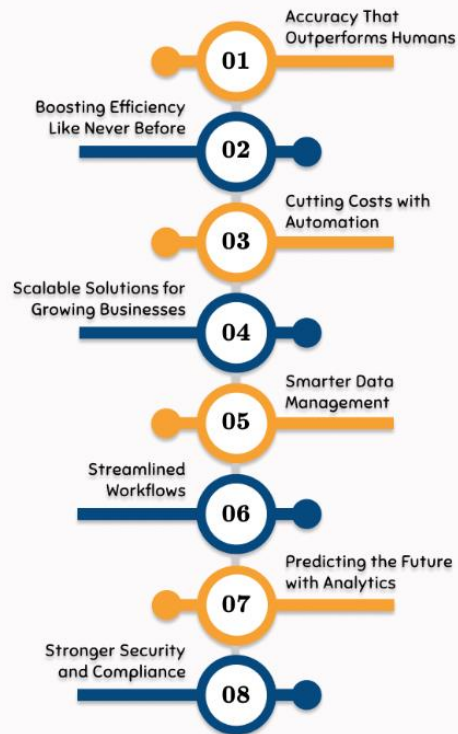
¹¹ Source; <https://press.spglobal.com/2023-06-08-Generative-AI-Software-Market-Forecast-to-Expand-Near-10-Times-by-2028-to-36-Billion,-S-P-Global-Market-Intelligence-Says>

¹² Source: <https://www.alliedmarketresearch.com/us-healthcare-it-market>

information, encompassing electronic health records, medical coding, personal health records, electronic medical records, and electronic prescribing (e-prescribing).

Government Agencies: Public sector organizations are seeking solutions to modernize their document management processes, enhance accessibility, and ensure compliance with regulatory standards. The increasing volume of unstructured data and the necessity for real-time processing capabilities are further propelling the adoption of IDP solutions. Businesses are recognizing the value of automating document-centric processes to boost efficiency, reduce costs, and maintain competitiveness in a digital economy.

Benefits Of AI In Document Processing



SMEs are increasingly adopting digital tools to enhance their operations. *A U.S. Small Business Administration report indicates that technology adoption facilitates remote work, increases productivity, reduces costs, and expands access to talent.*¹³ However, **many SMEs face challenges in selecting and implementing appropriate technologies, leading to inefficiencies and suboptimal returns on investment.** The COVID-19 pandemic accelerated digital transformation among SMEs, with *86% stating that technology was their "lifeline" during the crisis,*¹⁴ revealing the critical role of technology in business continuity and competitiveness. Despite this, SMEs often lack the internal expertise to navigate the complexities of technological solutions, creating a significant demand for specialized consulting services.

Advancements in AI, ML, and natural language processing (NLP) are enhancing the capabilities of document processing solutions.¹⁵ These technologies enable the extraction of meaningful

¹³ Source: https://www.trade.gov/sites/default/files/2023-06/SME_Digital_Tools.pdf

¹⁴ Source; <https://www.uschamber.com/small-business/smallbusinesstech/>

¹⁵ Source; <https://www.zealousys.com/blog/ai-in-document-processing-for-businesses/>

information from unstructured data, facilitating better decision-making and operational efficiency. The integration of AI in document processing is transforming how organizations handle data, making processes more accurate and efficient. Mr. Hejazi, through DocuIntellect Technologies, will enter a market ripe with opportunities, offering services that cater to the evolving needs of businesses and organizations seeking to enhance efficiency, compliance, and competitiveness in the digital era. Consequently, Mr. Hejazi will substantially impact multiple industries, supporting key sectors, primarily the U.S. SMEs.

4.2 Challenges Faced by U.S. SMEs

SMEs encounter numerous challenges in their pursuit of digital transformation, especially managing documents and data, which can impede operational efficiency and growth. Given the importance of this sector for the U.S. economy, any improvement in the operational efficiency of the nation's SMEs will result in significant socioeconomic betterment on a national scale. Mr. Hani Daoud Hejazi's services at DocuIntellect Technologies are poised to address these challenges effectively.

The statistics from the Bureau of Labor Statistics (BLS)⁹ reveal a sobering reality for new businesses in the United States. ***Approximately 20% of new businesses close their doors within the first two years of operation, with the failure rate increasing to 45% within the first five years and 65% within the first 10 years.*** Only a quarter of new businesses manage to survive for 15 years or more. These figures, which have remained relatively consistent since the 1990s, reveal the challenges that entrepreneurs face in establishing and sustaining successful ventures. In the year ending March 2023, ***entrepreneurs launched a staggering 1,054,052 new businesses,*** according to the BLS data. Based on historical trends, it can be expected that ***approximately 210,810 of these new businesses will cease operations within the first two years alone.***

A recent survey of 500 SMEs revealed that *nearly half do not anticipate growth over the next two years,* primarily due to a lack of technical expertise.¹⁶ This skills gap hinders their ability to adopt and integrate new technologies effectively. Through the Company's educational workshops and webinars, Mr. Hejazi will equip the U.S. workforce across various critical economic sectors to utilize the latest digital tools for document management and processing, as well as workflow

¹⁶ Source: <https://www.the-sun.com/tech/11432506/small-business-growth-fears-tech-expertise-paypal/>

automation. Additionally, limited financial resources constrain SMEs from investing in necessary digital tools and infrastructure, making it difficult to keep pace with larger competitors. **Unlike large corporations, SMEs may lack the financial and human resources to implement sophisticated document management systems, making Mr. Hejazi's cost-effective solutions vital.**¹⁷ The complexity of integrating new digital solutions with existing systems further complicates the transformation process, often leading to operational disruptions.

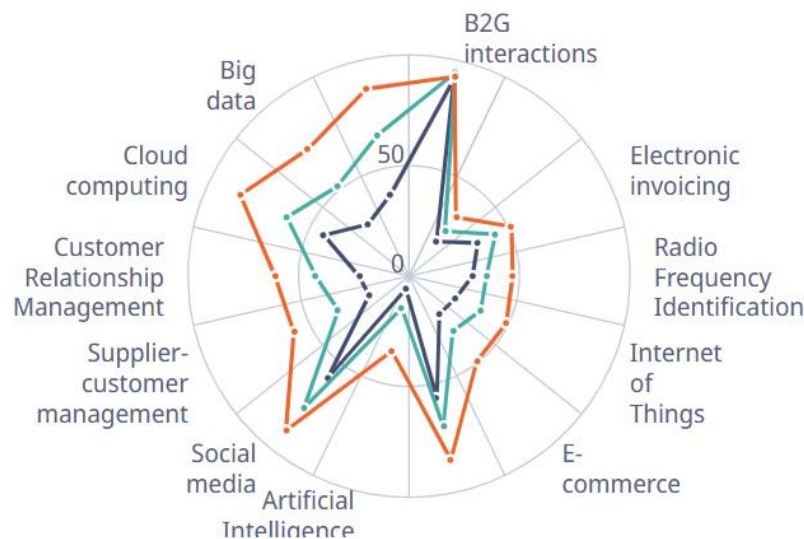
OECD finds that the smaller the firm, the higher the barriers to digital transformation.¹⁸

The smaller the firm the higher the barriers to digital transformation

Diffusion rate, median OECD, based on country percentages of enterprises using the technology in 2023 or the latest year available



--- Small --- Medium --- Large



SMEs often struggle with safeguarding sensitive information and adhering to regulatory standards such as the General Data Protection Regulation (GDPR) or the Health Insurance Portability and Accountability Act (HIPAA). Non-compliance can lead to substantial fines and legal complications. HIPAA violations can result in fines ranging from \$100 to \$50,000 per violation, with a maximum annual penalty of \$1.5 million.¹⁹ Under GDPR, non-compliant businesses can face fines of up to \$20 million or 4% of their global annual revenue, whichever is higher. By

¹⁷ Source; <https://archivesconseil.be/en/optimizing-document-management-in-smes-challenges-and-solutions/>

¹⁸ Source: <https://www.oecd.org/en/topics/digitalisation-of-smes.html>

¹⁹ Source: <https://www.exabeam.com/explainers/gdpr-compliance/gdpr-vs-hipaa-similarities-differences-and-tips-for-achieving-compliance/>

implementing effective document management systems, the Petitioner will provide SMEs with essential tools to mitigate these risks, safeguarding them against bankruptcy caused by exorbitant non-compliance-related fines.

While digitizing documents can save space and increase productivity, the ***transition to electronic document management (EDM) can be complex for SMEs***. Initial costs, the learning curve of digital tools and resistance to change are some of the obstacles that are most often encountered. Incorporating new document management solutions into pre-existing IT infrastructures is also challenging, leading to compatibility issues and operational disruptions. Seamless integration is crucial to maintain workflow continuity.²⁰

SMEs in the ***legal sector*** handle vast amounts of documents, including contracts and case files, often with multiple versions.²¹ Ensuring all parties work from the latest version is critical to avoid errors. Maintaining an in-house legal team can be prohibitively expensive and inefficient for SMBs. The costs associated with legal counsel, including salaries, benefits, and infrastructure, often outweigh the benefits for smaller businesses, which typically have less frequent legal needs compared to larger corporations. Moreover, in-house legal teams can become bottlenecks for businesses due to high contract volumes and the time-consuming nature of contract drafting, review, and management.²² *In-house legal teams use a wide range of technology to manage their work, but oftentimes, these platforms are not designed for legal purposes.*



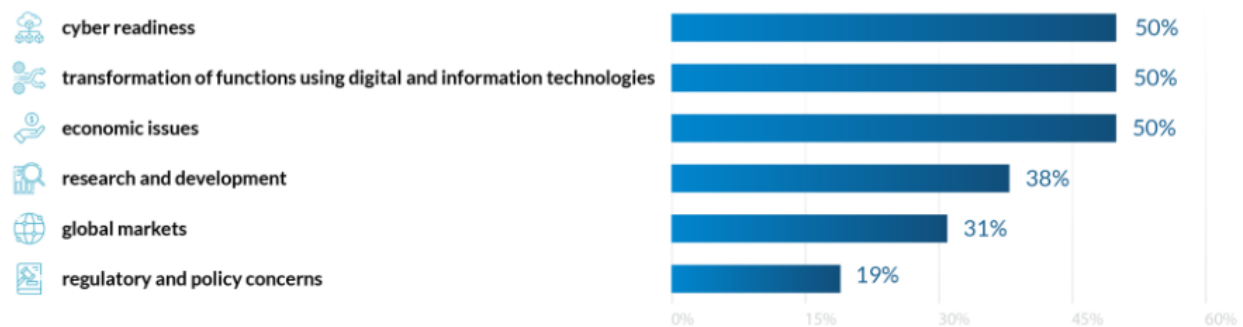
In the healthcare sector, protecting patient information is paramount, with healthcare organizations being prime targets for data breaches. Implementing secure document management systems is essential to safeguard sensitive data.

²⁰ Source: <https://www.folderit.com/blog/20-common-challenges-in-document-management-today/>

²¹ Source: <https://www.standleys.com/blog/the-crucial-role-of-document-management-at-legal-firms>

²² Source: <https://lawvu.com/the-connected-legal-function/the-2022-in-house-legal-technology-report/>

Top Priorities of Medical Technology Companies



The inefficiencies in data processes across the revenue cycle, as highlighted in the Medical Objects and market researcher PureSpectrum report,²³ collectively incur significant financial burdens for healthcare practices, amounting to billions of dollars annually. In the context of the United States, the industry could have potentially saved a substantial \$16.3 billion in 2020. This represents a remarkable 42% of the \$39 billion spent on administrative transactions, as tracked by the 2020 CAQH Index. The integration of AI and cloud into healthcare organizations represents a significant advancement, as highlighted in *a systematic literature review published in the Journal of Innovation and Knowledge*.²⁴ AI technologies are revolutionizing both administrative and medical processes. In light of these challenges, Mr. Hejazi's advanced AI solutions, which rely on cloud and machine learning, will be instrumental in addressing the inefficiencies in healthcare document management.

Financial institutions require precise and readily accessible data to make informed decisions. Inefficient document management can hinder this, affecting service quality and compliance. The financial sector deals with highly sensitive information, making robust security measures in document management systems crucial to prevent unauthorized access and data breaches. For instance, *poor data quality costs companies an average of \$15 million annually*.²⁵ Between 2019 and 2023, the number of data compromise incidents involving financial institutions increased by over 330%. The most significant case of a data breach resulting from financial cyberattacks in the United States dates back to 2019 and was *the leakage of over 885 million personal and financial data points at First American Financial Corporation*. This incident was

²³ Source: <https://www.mgma.com/articles/how-much-revenue-is-your-healthcare-practice-losing-due-to-inefficient-revenue-cycle-processes->

²⁴ Source: <https://www.sciencedirect.com/science/article/pii/S2444569X2300029X>

²⁵ Source: <https://keymakr.com/blog/data-quality-tools-in-finance-ensuring-financial-data-accuracy/m>

and still remains one of the biggest such cases worldwide. **Monetary losses due to cyberattacks in the global Financial Industry rank second after those in the Healthcare Industry for the third consecutive year.**²⁶

Government bodies are expected to maintain transparency, requiring efficient document management to provide timely access to information. Inefficiencies can lead to public distrust and legal challenges.²⁷ Safeguarding citizens' personal information is critical, necessitating secure document management systems to prevent data breaches and ensure public trust. Perhaps the most famous example of a government data breach in recent memory was **the hack on the Office of Personnel Management in the U.S.** These exposed tens of millions of government employee files, including security clearances, highlighting the importance of ensuring document security.

Mr. Hejazi will leverage his extensive experience in software development, AI-driven solutions, and document digitization to address the critical challenges faced by U.S. SMEs across various sectors. Drawing from his successful leadership in projects like the **Unified Traffic System** and **Safe City Project** in the UAE—both of which had national-level impact—Mr. Hejazi has demonstrated his ability to design and implement scalable systems that improve operational efficiency and compliance.

Through **DocuIntellect Technologies**, the Petitioner will offer tailored services, including **AI-Driven Document Processing, Cloud Integration, Customizable Workflow Automation, and Educational Workshops and Webinars**. These services will address the specific needs of legal firms, healthcare organizations, financial institutions, and government agencies by streamlining workflows, enhancing data accuracy and security, and ensuring regulatory compliance. By providing SMEs with affordable, cutting-edge solutions, Mr. Hejazi will empower them to overcome barriers to digital transformation, reduce operational risks, and increase competitiveness.

On a national level, these efforts will improve productivity and efficiency among SMEs, which form the backbone of the U.S. economy. His services will help businesses avoid the significant

²⁶ Source: <https://www.statista.com/topics/9918/cyber-crime-and-the-financial-industry-in-the-united-states/>

²⁷ Source: <https://www.crownrms.com/insights/your-record-retention-cheat-sheet-a-comparative-look-from-healthcare-to-government/>

economic losses associated with non-compliance, data breaches, and inefficiencies. Furthermore, by promoting innovation and equipping the workforce with modern skills through his educational programs, Mr. Hejazi's company will contribute to economic growth, job creation, and a more resilient business ecosystem in the United States.

4.3 Existing Digital Literacy Gap in the U.S.

Digital literacy in the workplace plays a critical role in a company's ability to digitally transform and significantly impacts the employee experience. Without it, employees may struggle to perform core tasks, and businesses may miss realizing the full value of their technology investments. According to research from Markle, *eight in 10 jobs now require digital literacy*,²⁸ e.g., positions that require proficiency in office productivity software. However, Markle also found that over half of U.S. employees remain hesitant to adopt or use technology, especially when employers ask them to learn technology to do something new. This poses a critical business challenge as technology becomes central to most modern occupations.

Moreover, research from the National Skills Coalition (NSC) indicates that *nearly one in three U.S. workers have either very few skills or no skills at all in using digital devices, communication applications, and networks to access and manage information (collectively known as digital skills), despite between 38% and 43% of them being employed in jobs that require moderate or complex computer use.*²⁹ ***By 2030, 19% of U.S. jobs will require digital skills, meaning that one-third of domestic workers who are currently under-skilled are at considerable risk of being left behind.***³⁰

In addition, many workers with notable skill gaps are nevertheless employed in jobs that require them to use computers. NSC's analysis found that *as many as 38% of workers with no digital skills have jobs that require either moderate or complex computer skills. In comparison, an even higher percentage of workers with limited skills (43%) are employed in jobs that require moderate or complex computer usage.* A lack of skills is not just a problem for workers themselves; NSC's new report found that *one-fifth (20%) of workers with no digital skills supervise other workers.* Among

²⁸ Source: <https://markle.org/digitalblindspot/>

²⁹ Source: <https://www.verizon.com/business/resources/articles/s/how-digital-literacy-in-the-workplace-impacts-business/>

³⁰ Source: <https://www.thirdway.org/report/americas-digital-skills-divide>

workers with limited skills, an even higher percentage (33%) are supervisors. Supervisors' digital skill gaps can act as a productivity bottleneck that delays the adoption or usage of new digital tools by entire teams. This digital skills gap will continue to drag on productivity for some businesses in the coming years, making them aware of just how critical digital literacy is for their success.

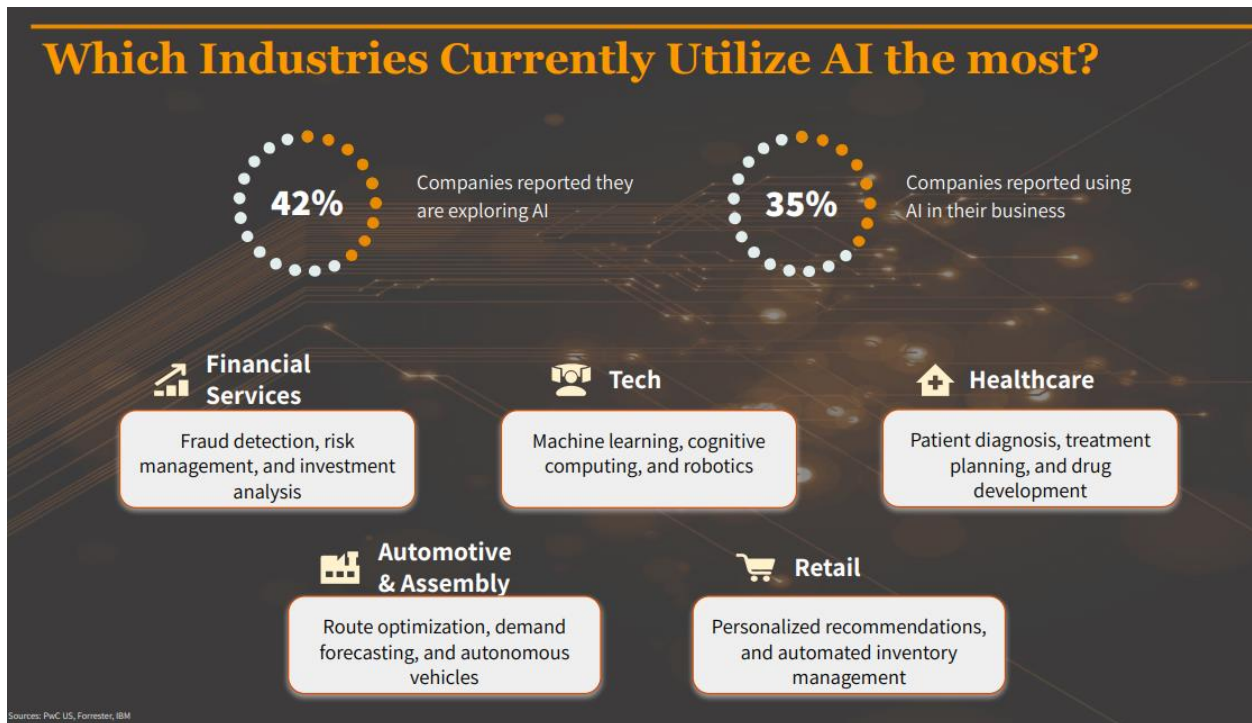
Through DocuIntellect Technologies, Mr. Hejazi will offer **Educational Workshops and Webinars** tailored to bridge the digital skills gap across the U.S. workforce. These programs will equip employees and supervisors with the necessary digital literacy to use office productivity software, document management tools, and workflow automation systems effectively. His initiatives will focus on making technology accessible and manageable, addressing hesitations around technology adoption, and empowering workers in roles requiring moderate to complex digital skills. By enhancing the digital literacy of employees and supervisors, Mr. Hejazi's services will improve organizational productivity and unlock the full potential of technology investments for businesses. On a broader scale, **this effort will support the U.S. labor market in adapting to the increasing demand for digital skills, reducing the risk of workers being left behind as the economy evolves.** His contributions will not only advance the competitiveness of individual businesses but also strengthen the overall U.S. workforce, driving national economic growth and technological progress.

4.4 Digital Transformation and AI in the U.S.

The term 'digital transformation' refers to the integration of digital technologies in an organization to drive greater productivity, efficiency, and sustainability.³¹ The term gained increased attention during the coronavirus pandemic and has come to represent a broad cultural shift to more agile, intelligent ways of doing business. In today's rapidly evolving digital sector, transformation is no longer a luxury but a necessity for businesses to remain competitive and relevant. Organizations that fail to adapt risk being left behind. Indeed, many companies' digital transformation efforts are well underway. *Almost three-quarters of global organizations cited the process as their leading IT priority in 2022*, up from around half in 2021. In this context, Mr. Hejazi will focus on assisting U.S. companies by providing them with innovative IT solutions that will

³¹ Source: <https://www.statista.com/topics/6778/digital-transformation/#topicOverview>

streamline their operations, enhance governance, and help them maintain a competitive edge in their industries.



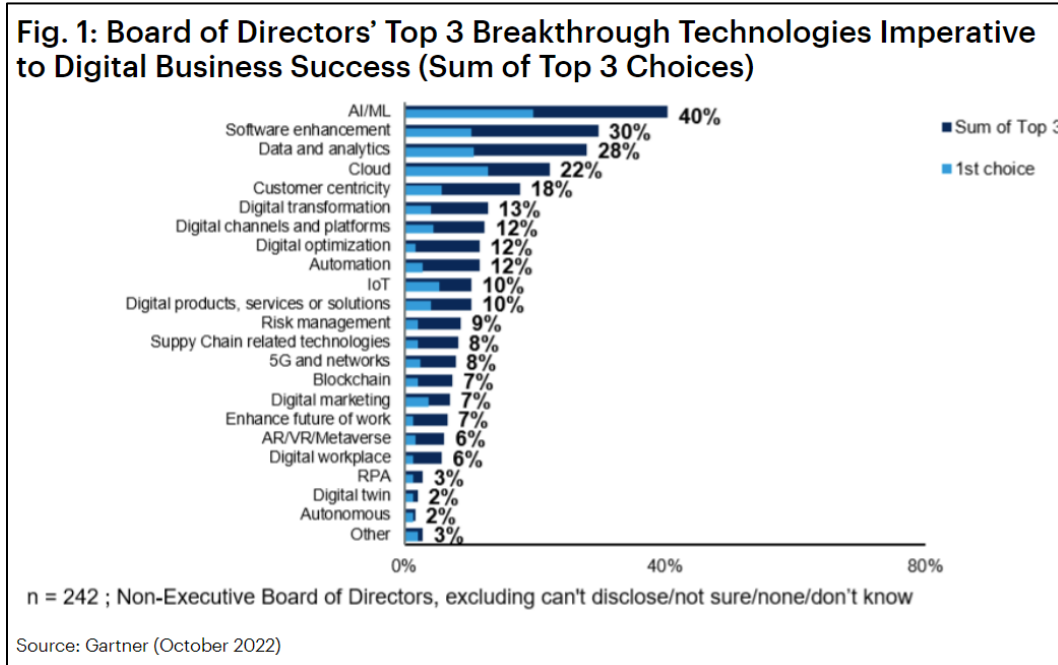
U.S. companies are spending heavily on digital transformation strategies.³² Businesses in the U.S. and other global regions are set to spend an estimated \$4.4 trillion on digital transformation, spurred by huge changes in buyer behavior and supply chain disruption from the pandemic. The survey of 1,316 business managers found that the top four reasons for digital transformation are:

- Creating efficiencies (23%);
- Increasing profitability (21%);
- Improving compliance with regulation (19%); and
- Cutting costs (19%).

93% of businesses have already, or are currently, investing in digitizing their finance and procurement departments. Notably, 87% of respondents say increased technology use and digital processes have improved the capacity to trade internationally. Businesses intending to increase overseas trade expect revenue to increase by 22.3% over the next five years. When it

³² Source: <https://www.digitalcommerce360.com/2022/05/25/u-s-companies-will-spend-heavily-on-digital-transformation-strategies/>

comes to AI, Gartner³³ did a study that shows that 22% of board directors consider cloud technologies to be imperative for digital business success in their organization, while 19% cite risk management and 30% mention software enhancement.



Mr. Hejazi will play a pivotal role in supporting the digital transformation efforts of U.S. companies through **DocuIntellect Technologies**, leveraging his extensive expertise in **AI-driven systems, cloud integration, data analytics, and workflow automation**. With a proven track record of implementing large-scale, innovative solutions—such as the **Safe City Project** and the **Unified Traffic System**—Mr. Hejazi has demonstrated his ability to design and deploy systems that enhance operational efficiency, compliance, and governance on a national scale.

Through services such as **AI-Driven Document Processing, Cloud Integration, and Customizable Workflow Automation**, Mr. Hejazi will assist businesses in streamlining their operations, reducing costs, and improving regulatory compliance—key drivers of digital transformation. By automating manual processes and optimizing workflows, his solutions will empower U.S. companies to enhance productivity, reduce operational risks, and unlock new opportunities for growth.

³³ Source: <https://www.gartner.com/en/newsroom/press-releases/2022-10-19-gartner-says-89-percent-of-board-directors-say-digital-is-embedded-in-all-business-growth-strategies>

This will have far-reaching benefits for the United States, including bolstering the competitiveness of U.S. businesses, supporting job creation, and driving sustainable growth. Additionally, by enhancing digital capabilities, businesses will be better positioned to expand internationally, contributing to increased trade revenue and economic prosperity. Mr. Hejazi's expertise and solutions will ultimately support U.S. businesses in tackling the challenges of a digital transformation, ensuring they remain agile, competitive, and prepared for future opportunities.

5 Key Management and Personnel

5.1 Chief Computer and Information Systems Manager: Mr. Hani Daoud Hejazi

Mr. Hani Daoud Hejazi is a highly skilled **Software Specialist** with over 19 years of experience in **software development, system design, database design, and data manipulation and visualization**. His career is distinguished by his expertise in building and managing systems that handle large volumes of data and transactions, as well as his proficiency in applying **machine learning** and **deep learning** techniques to develop advanced **AI systems**. Holding a **Master's Degree in Informatics**, Mr. Hejazi combines academic excellence with extensive practical experience, making him adept at delivering innovative and impactful technology solutions. His professional journey reflects a strong commitment to excellence, with notable achievements in managing complex projects, developing cutting-edge technologies, and providing data-driven solutions that enhance operational efficiency and decision-making.

5.1.1 Educational Background

- **In June 2004**, Mr. Hejazi graduated from *The University of Jordan*³⁴ in Amman, Jordan, where he earned a **Bachelor of Science in Computer Engineering** with a very high grade. His graduation project was recognized as *the Best Graduation Project by the Jordan Engineering Association*, showing his innovative approach and technical expertise. This achievement reflects his ability to deliver high-quality technical solutions, laying the groundwork for his career in software development and data systems.



³⁴ The University of Jordan (UJ), established in 1962 by a Royal Decree, is Jordan's largest and first university and a prominent institution in the Middle East, recognized for its academic excellence and research contributions. In the QS World University Rankings 2025, UJ achieved a global ranking of 368th, reflecting its status as a leading university among over 40,000 institutions worldwide. <https://www.jordantimes.com/news/local/uj-ranks-368-2025-qs-world-university-rankings>

- In March 2022, Mr. Hejazi graduated from *the British University in Dubai*,³⁵ where he earned a *Master of Science in Informatics*. During his studies, he focused on advanced topics in *Artificial Intelligence (AI), including Natural Language Processing (NLP), Machine Learning (ML), and Deep Learning*. He applied various AI techniques to solve complex problems, such as *sentiment analysis, image captioning, and text generation*. Additionally, he *authored several publications*, further solidifying his expertise in AI and data analysis. These educational achievements equipped Mr. Hejazi with a robust academic foundation and specialized skills in AI, machine learning, and software engineering, directly aligning with the goals of DocuIntellect Technologies. His deep understanding of advanced technological concepts enables him to establish and manage a company that provides document digitization, AI-driven solutions, and data analysis services to businesses across the U.S.



5.1.2 Professional Experience

- From December 2004 to November 2006, Mr. Hejazi worked *as an Oracle Programmer* at *Delta Informatics*.³⁶ His responsibilities included gathering requirements, designing and developing systems, building forms and reports, and fixing production problems and bugs. This role allowed Mr. Hejazi to develop strong foundational skills in system development, debugging, and reporting, which equipped him with the technical expertise to design and implement advanced technology systems in his future endeavors.
- From April 2007 to November 2008, Mr. Hejazi worked at *Experts Computer Consulting as a Software Developer*. His responsibilities included gathering requirements, designing and developing systems, addressing production problems and bugs, enhancing SQL³⁷ performance, and building tools and utilities. During this time, he *achieved significant improvements in system performance and developed customized tools that streamlined operations*. This experience honed his ability to analyze system requirements, enhance performance, and implement innovative solutions—skills directly relevant to managing complex technology projects.
- From December 2008 to December 2009, Mr. Hejazi worked at *Omnix International*³⁸ *as a Senior Oracle Developer*. He was responsible for designing and building system features, gathering requirements, resolving production problems and bugs, tuning SQL

³⁵ The British University in Dubai (BUiD) has a growing reputation within the academic community, securing the 13th position in UAE and 70th position in the QS University Rankings: Arab Region 2024, as a significant contributor to higher education in the region. <https://www.universityguru.com/university/the-british-university-in-dubai-dubai>

³⁶ Oracle is a powerful, enterprise-level relational database management system (RDBMS) developed by Oracle Corporation. It is widely used for storing, managing, and analyzing large volumes of data in complex business applications.

³⁷ SQL (Structured Query Language) is a standard programming language used for managing and manipulating relational databases. It allows users to retrieve, update, and organize data efficiently within a database.

³⁸ Omnix International is a leading provider of technology solutions across the Middle East and North Africa (MENA) region, offering services in digital innovation, cybersecurity, and smart infrastructure. The company **employs approximately 1,600 individuals and generates annual revenues of around \$293.7 million**. <https://www.datanyze.com/companies/omnix/353789806>

performance, and developing dashboards using IBM Cognos BI.³⁹ In this role, he successfully **implemented system enhancements and contributed to the development of business intelligence tools**, showcasing his ability to improve system efficiency and provide critical insights for decision-making. This experience strengthened his capabilities in managing complex data systems and delivering high-quality solutions to clients.

- **From December 2009 to October 2016**, Mr. Hejazi worked at ***Alrowads IT Solutions (Dynamic Smart Solutions) as a Systems Developer***. His responsibilities included gathering requirements, enhancing processes, performing distributed data analysis, generating decision support reports, tuning SQL performance, developing and integrating government systems and services, and collaborating with the digital transformation committee. He built consolidated reports for top management to support critical decision-making. One of his main achievements was **leading the Government Digital Transformation project, where he transformed over 300 government services into full portal and mobile business services**. This project involved enhancing backend systems, optimizing service processes, and delivering **digital transformation solutions for traffic systems, prisons, residency, and civil defense**. His success in this role demonstrated his ability to manage large-scale projects, optimize processes, and deliver impactful technology solutions.
- **Since November 2016**, Mr. Hejazi has been working at ***Abu Dhabi Police⁴⁰ as a Software Specialist***. His responsibilities include system design and architecture, data loading, migration, and consolidation for multi-system statistical reporting, distributed database design and integration, and data pipeline development. Additionally, he collaborates with AI teams for model tuning and evaluation, performs distributed data analysis, supports decision-making through reporting, optimizes SQL, enhances systems performance, and conducts code review. He also gathers well-defined requirements and develops and integrates government systems while performing data cleansing and ensuring system optimization. During his tenure, Mr. Hejazi has **contributed to several high-impact projects**.
 - ***The Safe City Project*** provides **near real-time vehicle monitoring and smart city governance, processing over 15 million daily records and automating vehicle fines, notifications, and dashboards**.
 - In the ***Unified Traffic System***, implemented across the UAE except for Dubai, he **served over five million customers and integrated the system with more than 200 entities, covering services such as driver and vehicle licensing, fines management, road work permits, accidents, auditing, and finance**.

³⁹ IBM Cognos BI (Business Intelligence) is a performance management software suite that provides tools for reporting, analysis, dashboards, and scorecards to help organizations gather, analyze, and visualize business data for informed decision-making.

⁴⁰ The Abu Dhabi Police is the primary law enforcement agency in the Emirate of Abu Dhabi, United Arab Emirates, overseeing a jurisdiction covering approximately 67,340 square kilometers and serving a population of over 2.7 million residents.

- The Petitioner led **the RTA UTS Integration**, a bidirectional integration between Dubai and the Unified Traffic System that enhanced customer experience and processed over fifty thousand daily transactions.
- His work on the **Plate Recognition Project** involved implementing deep learning techniques for automatic plate recognition and integrating it with security systems for precise automatic actions.
- Mr. Hejazi led **the Oracle Forms to Apex Migrations project**, where he managed a team of developers and testers to migrate legacy systems into modern Apex platforms.
- **Owing to Mr. Hejazi's Efforts, in recognition of its commitment to excellence, Abu Dhabi Police was awarded a 6-star rating by the European Foundation for Quality Management (EFQM) in 2021, becoming the first police organization globally to achieve this distinction under the new EFQM model for 2020.** Abu Dhabi Police is keen to provide comprehensive intelligent services that enhance customer access to services and improve the quality of life of the UAE community. Their efforts have positioned Abu Dhabi as one of the world's leading players in the use of integrated smart and technology systems, making it **the "safest city in the world for the fifth year in a row."** They also proactively offer preventive services through its security and community initiatives, building trust among all segments of the Abu Dhabi community, as highlighted at the EFQM Global Forum.⁴¹

Mr. Hejazi's extensive professional experience across diverse organizations demonstrates his ability to lead complex technology projects, design and optimize systems, and integrate advanced technologies, such as AI and deep learning, to improve operational efficiency. His proven track record of delivering large-scale solutions and expertise in distributed systems, data analysis, and digital transformation directly equip him to establish and successfully manage DocuIntellect Technologies while providing innovative, high-quality technology services to U.S. businesses.

5.1.3 Technical Skills

Mr. Hejazi has gained proficiency in the following technologies, each of which plays a vital role in modern software development and data analysis. Mr. Hejazi's expertise in these technologies directly equips him to lead DocuIntellect Technologies by leveraging cutting-edge tools and methods to deliver innovative solutions in document digitization, AI, and data management.

- **Informatica Power Center:** A powerful data integration tool used for extracting, transforming, and loading (ETL) data between systems.

⁴¹ Source: <https://adpolice.gov.ae/en/Media-Center/News/2021/07/01/Abu-Dhabi-Police-Ranked--6-Stars--at-the-EFQM-Model>

- **SQL & PL/SQL:** Standardized programming languages used for querying and managing relational databases, with PL/SQL offering procedural extensions for Oracle databases.
- **Big Data:** Refers to the management and analysis of vast datasets that traditional tools cannot handle, enabling advanced insights and predictions.
- **ORACLE Forms & Reports:** Tools for building database-driven applications and generating comprehensive business reports.
- **Python:** A versatile programming language known for its simplicity and wide applicability, particularly in data science, AI, and machine learning.
- **Java:** A robust, platform-independent programming language used for building applications across a variety of devices and platforms.
- **Oracle APEX:** A low-code development platform for creating web applications based on Oracle databases.
- **Machine Learning:** A subset of AI that involves developing algorithms that enable systems to learn and improve from data without being explicitly programmed.
- **Arabic NLP (Natural Language Processing):** Specialized techniques to analyze and process Arabic text and speech data, enabling applications like sentiment analysis and machine translation.
- **Oracle, SQL Server, MySQL, and DB2 Databases:** Widely used database management systems for storing, organizing, and retrieving large-scale data.
- **Tableau:** A leading data visualization tool used to create interactive dashboards and make complex data accessible to users.
- **IBM Cognos:** A business intelligence tool that provides reporting, analytics, and monitoring capabilities to enhance decision-making.
- **Webservices:** A method for enabling communication and data exchange between applications over the internet, often using protocols like SOAP or REST.

5.1.4 Publications

Mr. Hejazi has authored numerous publications that leverage machine learning and deep learning to address diverse challenges across various fields. These publications demonstrate his expertise in applying advanced machine learning and deep learning techniques to diverse domains, equipping him with the knowledge and skills necessary to innovate and lead in the technological solutions provided by DocuIntellect Technologies.

- Mr. Hejazi authored "**Arabic Text Generation: Deep Learning for Poetry Synthesis**,"⁴² which analyzed a large dataset of Arabic poems to generate human-like poetry. Utilizing Long Short-Term Memory - LSTM,⁴³ word2vec,⁴⁴ and AraVec,⁴⁵ the study produced promising results, highlighting the effectiveness of deep learning in creative text generation.
- Mr. Hejazi authored "**Deep Learning for Arabic Image Captioning: A Comparative Study of Main Factors and Preprocessing Recommendations**"⁴⁶ (to be published), in which he compared four Arabic text preprocessing methods, two image feature extractors, and two deep learning techniques to evaluate their effects on Arabic caption generation.
- Mr. Hejazi published "**Employees Motivational Factors Toward Knowledge Sharing: A Systematic Review**,"⁴⁷ which reviewed multiple studies on knowledge theory, specifically knowledge sharing among employees, to identify key motivational factors and summarize them for practical application.
- Mr. Hejazi authored "**Opinion Mining for Arabic Dialect in Social Media Data Fusion Platforms: A Systematic Review**,"⁴⁸ in which he analyzed large amounts of social media data written in Arabic dialects for opinion-mining purposes, addressing the unique challenges posed by dialectal variations.
- Mr. Hejazi published "**Classifying Audio Music Genres Using Convolutional Neural Network - CNN⁴⁹ and Recurrent Neural Network - RNN,⁵⁰**"⁵¹ which utilized the GTZAN dataset⁵² containing audio recordings from various music genres. This study explored the effectiveness of convolutional and recurrent neural networks in genre classification.
- Mr. Hejazi authored "**Classifying Audio Music Genres Using a Multilayer Sequential Model**,"⁵³ in which he developed a multilayer sequential model to classify music genres

⁴² Source;

https://www.researchgate.net/publication/349802531_Arabic_Text_Generation_Deep_Learning_for_Poetry_Synthesis

⁴³ LSTM (Long Short-Term Memory): A type of recurrent neural network (RNN) architecture designed to process and predict sequences of data, effectively managing long-term dependencies in time-series or sequential data.

⁴⁴ A neural network-based model used to learn word embeddings by representing words as continuous vectors in a multi-dimensional space, capturing semantic relationships between them.

⁴⁵ An Arabic word embedding tool designed specifically for processing Arabic text data, facilitating tasks like text classification, sentiment analysis, and natural language processing.

⁴⁶ Source;

https://www.researchgate.net/publication/358444551_Deep_Learning_for_Arabic_Image_Captioning_A_Comparative_Study_of_Main_Factors_and_Preprocessing_Recommendations

⁴⁷ Source:

https://www.researchgate.net/publication/363699693_Employees_Motivational_Factors_toward_Knowledge_Sharing_A_Systematic_Review

⁴⁸ Source:

https://www.researchgate.net/publication/364543686_Opinion_mining_for_Arabic_dialect_in_social_media_data_fusion_platforms_A_systematic_review

⁴⁹ A deep learning algorithm primarily used for image processing and recognition tasks, as well as in certain audio and sequential data classification.

⁵⁰ A type of neural network designed for processing sequential data, such as time-series or text, by maintaining a hidden state that captures information about previous inputs in the sequence.

⁵¹ Source: https://www.researchgate.net/publication/349804849_Classifying_Audio_Music_Genres_Using_CNN_and_RNN

⁵² A widely-used dataset for audio and music genre classification, containing 10 genres of music, each with 100 tracks, used for training and evaluating machine learning models.

⁵³ Source;

https://www.researchgate.net/publication/349804687_Classifying_Audio_Music_Genres_Using_a_Multilayer_Sequential_Model

from audio recordings, addressing and resolving overfitting issues to improve model accuracy.

- Mr. Hejazi authored "**Opinion Mining Classifier for Jordanian Dialect**,"⁵⁴ which classified Arabic reviews written in the Jordanian dialect. By employing three machine learning methods and Information Science Research Institute Stemmer-ISRIStemmer⁵⁵ in the preprocessing stage, **this research achieved an impressive 82.9% classification accuracy.**

5.1.5 Memberships and Certifications

- Mr. Hejazi has been a member of the **Jordan Engineers Association since 2004**, demonstrating his longstanding recognition as a qualified Professional Engineer.
- **In 2006**, Mr. Hejazi earned the **Oracle Certified Professional (OCP) certification**, which validates his expertise in developing Oracle applications. This certification enhanced his ability to build and maintain efficient database-driven solutions.
- **In 2008**, Mr. Hejazi became an **IBM Certified Developer for Cognos 8 BI Metadata Models**, enhancing his proficiency in building business intelligence dashboards to support decision-makers. This credential strengthened his capabilities in providing actionable insights through data visualization.
- **In 2022**, Mr. Hejazi participated in **the UN Big Data Hackathon**, applying data science techniques to address environmental and human challenges. This experience highlighted his ability to utilize data science to find innovative and impactful solutions.
- **In 2023**, Mr. Hejazi achieved **the Oracle APEX Cloud Developer Certified Professional certification**, which emphasizes his expertise in developing cloud-based web applications using Oracle APEX. This certification aligns with modern industry demands for scalable, cloud-enabled solutions.
- Additionally, Mr. Hejazi is a **Project Management Professional (PMP)**, demonstrating his ability to manage projects effectively by optimizing resources, reducing costs, and ensuring timely success. This globally recognized certification underscores his leadership and organizational skills.

These memberships and certifications highlight Mr. Hejazi's advanced technical knowledge and dedication to maintaining a high standard of professional excellence, directly equipping him to successfully lead and manage the operations of DocuIntellect Technologies.

5.1.6 Awards and Recognitions

Mr. Hejazi has received several prestigious awards, contributed to significant projects, and earned notable recognition throughout his career. These accolades prove Mr. Hejazi's

⁵⁴ Source:

https://www.researchgate.net/publication/363699693_Employees_Motivational_Factors_toward_Knowledge_Sharing_A_Systematic_Review

⁵⁵ A stemming algorithm for Arabic that reduces words to their root forms, improving the efficiency and accuracy of text preprocessing for natural language processing tasks.

exceptional talent, innovation, and dedication to excellence, further establishing his ability to lead DocuIntellect Technologies and deliver impactful solutions in technology and data science.

- During his undergraduate studies, Mr. Hejazi earned ***the Jordan Engineers Association Award for Best Graduation Project for designing an MIPS microprocessor with a simplified operating system.*** This project demonstrated innovative thinking and engineering excellence, focusing on enhancing efficiency in microprocessor design.
- Mr. Hejazi developed ***the Arabic Poetry Analyzer***, a cutting-edge project that achieved state-of-the-art results by combining machine learning techniques with rule-based mechanisms for high-accuracy analysis. This project was presented at ***Dubai GITEX 2023***, a premier technology exhibition, and was subsequently ***sold to the Department of Culture and Tourism in Abu Dhabi***, attesting to its practical and cultural significance.

5.1.7 Duties at the U.S. Company

As the Chief Computer and Information Systems Manager of DocuIntellect Technologies, Mr. Hejazi will oversee the Company's strategic planning and overall direction. He will develop and implement business policies to ensure sustainable growth and profitability. To expand the Company's footprint across the United States, the Petitioner will lead efforts in market analysis, client acquisition, and partnership development. He will manage the organization's financial health by monitoring budgets, reviewing financial reports, and ensuring efficient allocation of resources. Additionally, he will establish key performance indicators (KPIs) and guide the team in meeting both short-term and long-term business objectives. Mr. Hejazi will also focus on creating a collaborative and innovative company culture while ensuring compliance with U.S. regulations and industry standards.

On the technical front, Mr. Hejazi will lead the design and implementation of advanced document digitization systems and AI-powered solutions tailored to client needs. The Petitioner will oversee the development of data integration pipelines, database optimization, and cloud-based application architectures and collaborate with a team of data scientists and developers to deliver scalable solutions for clients across various sectors. Mr. Hejazi will drive innovation by integrating machine learning and natural language processing techniques into the Company's offerings, ensuring cutting-edge services. Furthermore, the Petitioner will actively engage in project quality assurance, conduct code reviews, and provide technical direction to ensure all solutions meet high standards of reliability, efficiency, and security. Through his leadership, DocuIntellect

Technologies will continuously deliver innovative and impactful technology solutions to U.S. businesses.

5.2 Data Scientists

DocuIntellect Technologies will hire two Data Scientists in Year 1 and Year 5 each.

The Data Scientists will analyze large datasets to extract actionable insights that drive business decisions. These employees will develop predictive models and machine learning algorithms tailored to client needs and ensure data accuracy by cleaning and preprocessing datasets for analysis. The Data Scientists will collaborate with other team members to integrate their findings into client-specific solutions. Additionally, they will create detailed reports and visualizations to communicate results effectively to stakeholders.

5.3 Software Developers

The Company will hire two Software Developers in Year 1 and Year 5 each.

The Software Developers will be responsible for designing, coding, and debugging software applications across various platforms. They will integrate new systems with existing infrastructure to ensure seamless functionality, address and resolve technical issues while optimizing system performance, and participate in regular testing and quality assurance processes to ensure reliability. Finally, these employees will collaborate with clients to gather requirements and translate them into functional software solutions.

5.4 IT Consultants

DocuIntellect Technologies will hire one IT Consultant in Year and Year 5 each.

The IT Consultants will evaluate clients' IT systems and align them with business objectives. They will recommend and implement upgrades or new technologies to enhance operational efficiency, provide technical expertise during digital transformation initiatives, and ensure successful project delivery. The IT Consultants will also prepare comprehensive reports and documentation for client review and offer ongoing support and training to help clients adapt to new systems.

5.5 Sales and Marketing Executives

The Company will hire one Sales and Marketing Executive in Year 1 and Year 5 each.

The Sales and Marketing Executives will devise and execute strategies to expand the Company's client base. They will also manage marketing campaigns across digital and traditional channels to promote the Company's services. The employees will engage with potential clients, build relationships, and close sales to achieve revenue targets. The Sales and Marketing Executives will also analyze market trends and customer feedback to refine marketing strategies. Additionally, they will collaborate with the technical team to ensure solutions align with client expectations.

5.6 Administrative Assistant

DocuIntellect Technologies will hire one Administrative Assistant in Year 1.

The Administrative Assistant will manage office operations to ensure smooth daily workflows and handle scheduling, correspondence, and other organizational tasks to support the Company's operations. This role's responsibilities will also include maintaining records, preparing reports, and assisting with financial documentation as required. The Administrative Assistant will provide logistical support for meetings, events, and client interactions. Furthermore, this employee will ensure the office environment remains professional and well-organized at all times.

5.7 Machine Learning Engineer

The Company will hire one Machine Learning Engineer in Year 3.

The Machine Learning Engineer will design and implement advanced machine learning models to meet client requirements, as well as test and optimize algorithms to ensure high performance and accuracy. This employee will collaborate with Data Scientists and Developers to integrate machine learning solutions into larger systems. Additionally, the Machine Learning Engineer will conduct research to stay updated on the latest trends and advancements in AI, as well as document their processes and provide technical guidance to team members.

5.8 Cloud Solutions Architect

DocuIntellect Technologies will hire one Cloud Solutions Architect in Year 3.

The Cloud Solutions Architect will be responsible for designing scalable and secure cloud-based applications for clients. This employee will collaborate with developers to ensure seamless integration of cloud services into existing infrastructures and manage and monitor cloud environments to maintain high levels of performance and reliability. The Cloud Solutions Architect will provide recommendations for cloud adoption strategies tailored to client needs, ensuring compliance with data security and regulatory standards.

5.9 Cybersecurity Specialist

The Company will hire one Cybersecurity Specialist in Year 3.

The Cybersecurity Specialist will monitor and protect the Company's and clients' systems against cyber threats, implement security protocols and best practices to safeguard data and networks, and conduct regular security audits and vulnerability assessments to identify potential risks. This employee will also provide training and guidance to staff on cybersecurity measures while promptly responding to incidents and mitigating security breaches.

5.10 Project Managers

DocuIntellect Technologies will hire one Project Manager in Year 3 and Year 5 each.

The Project Managers will be responsible for planning, coordinating, and supervising IT projects to ensure timely and successful delivery. They will define project scopes, allocate resources, and manage budgets to meet client objectives. Additionally, the Project Managers will liaise with stakeholders to ensure clear communication and alignment throughout the project lifecycle, monitor progress, and address any challenges to keep projects on track. Furthermore, these employees will document lessons learned and propose improvements for future projects.

5.11 Customer Support Specialists

The Company will hire two Customer Support Specialists in Year 3.

The Customer Support Specialists will be responsible for providing first-line support to clients for system-related inquiries and issues. They will troubleshoot technical problems and escalate

complex issues to appropriate teams. The employees will create and update user guides and training materials to enhance client understanding of systems while ensuring client satisfaction by maintaining responsive and professional communication. The Customer Support Specialists will also track and report recurring issues to help improve system functionality and reliability.

5.12 Educational Content Creator

DocuIntellect Technologies will hire one Educational Content Creator in Year 5.

The Educational Content Creator will be responsible for designing and delivering engaging and informative content for the Company’s workshops and webinars. This employee will develop materials that align with the Company’s mission to promote digital transformation, focusing on document digitization, AI-driven processing, and cloud integration. The Educational Content Creator will research industry trends and incorporate best practices to ensure the content is both relevant and impactful for the target audience, including SMEs, corporate professionals, educational institutions, and government agencies. This employee will also evaluate participant feedback and continuously refine the content to improve the effectiveness of the educational programs, ultimately empowering clients to leverage digital tools for enhanced operational efficiency.

5.13 Personnel Plan

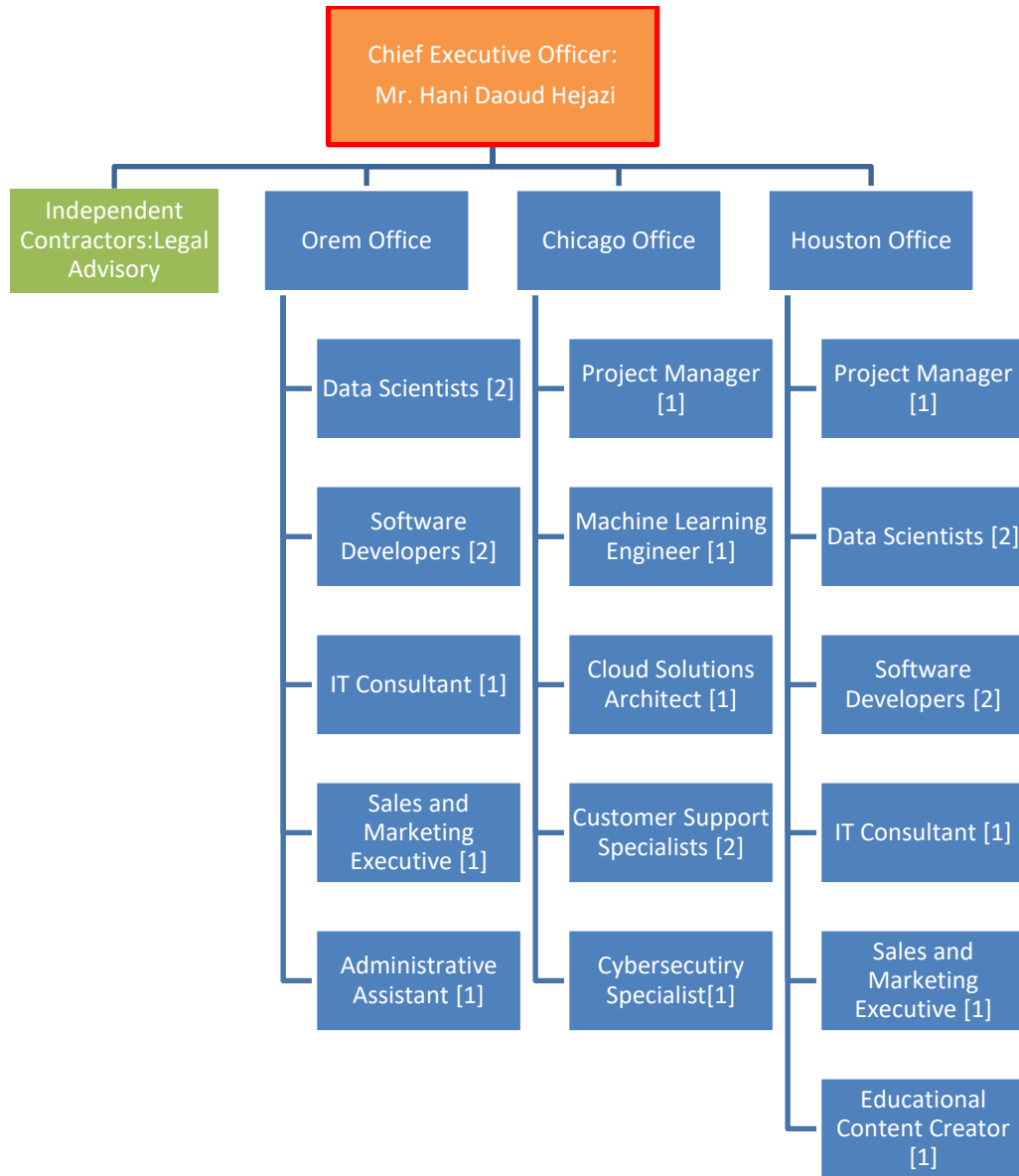
Number of Employees per Position	Year 1	Year 2	Year 3	Year 4	Year 5
Chief Executive Officer: Mr. Hani Daoud Hejazi	1	1	1	1	1
Data Scientists	2	2	2	2	4
Software Developers	2	2	2	2	4
IT Consultants	1	1	1	1	2
Sales and Marketing Executives	1	1	1	1	2
Administrative Assistant	1	1	1	1	1
Machine Learning Engineer	0	0	1	1	1
Cloud Solutions Architect	0	0	1	1	1
Cybersecurity Specialist	0	0	1	1	1
Project Managers	0	0	1	1	2
Customer Support Specialists	0	0	2	2	2
Educational Content Creator	0	0	0	0	1
Total Employees	8	8	14	14	22

DocuIntellect Technologies

Designated Salary per Position	Year 1	Year 2	Year 3	Year 4	Year 5
Chief Executive Officer: Mr. Hani Daoud Hejazi	\$130,000	\$136,500	\$143,325	\$150,491	\$158,016
Data Scientists	\$98,500	\$103,425	\$108,596	\$114,026	\$119,727
Software Developers	\$90,000	\$94,500	\$99,225	\$104,186	\$109,396
IT Consultants	\$82,500	\$86,625	\$90,956	\$95,504	\$100,279
Sales and Marketing Executives	\$44,500	\$46,725	\$49,061	\$51,514	\$54,090
Administrative Assistant	\$36,000	\$37,800	\$39,690	\$41,675	\$43,758
Machine Learning Engineer	\$0	\$0	\$101,500	\$106,575	\$111,904
Cloud Solutions Architect	\$0	\$0	\$127,000	\$133,350	\$140,018
Cybersecurity Specialist	\$0	\$0	\$78,500	\$82,425	\$86,546
Project Managers	\$0	\$0	\$78,500	\$82,425	\$86,546
Customer Support Specialists	\$0	\$0	\$36,000	\$37,800	\$39,690
Educational Content Creator	\$0	\$0	\$0	\$0	\$116,500

Personnel Plan	Year 1	Year 2	Year 3	Year 4	Year 5
Chief Executive Officer: Mr. Hani Daoud Hejazi	\$130,000	\$136,500	\$143,325	\$150,491	\$158,016
Data Scientists	\$197,000	\$206,850	\$217,193	\$228,052	\$436,455
Software Developers	\$180,000	\$189,000	\$198,450	\$208,373	\$398,791
IT Consultants	\$82,500	\$86,625	\$90,956	\$95,504	\$182,779
Sales and Marketing Executives	\$44,500	\$46,725	\$49,061	\$51,514	\$98,590
Administrative Assistant	\$36,000	\$37,800	\$39,690	\$41,675	\$43,758
Machine Learning Engineer	\$0	\$0	\$101,500	\$106,575	\$111,904
Cloud Solutions Architect	\$0	\$0	\$127,000	\$133,350	\$140,018
Cybersecurity Specialist	\$0	\$0	\$78,500	\$82,425	\$86,546
Project Managers	\$0	\$0	\$78,500	\$82,425	\$165,046
Customer Support Specialists	\$0	\$0	\$72,000	\$75,600	\$79,380
Educational Content Creator	\$0	\$0	\$0	\$0	\$116,500
Total Employees	8	8	14	14	22
Total Payroll Expenses	\$670,000	\$703,500	\$1,196,175	\$1,255,984	\$2,017,783

5.14 The Company’s Internal Organizational Chart – Year 5



6 Financial Forecasts

6.1 Investment Summary

Mr. Hani Daoud Hejazi will personally invest a total of \$176,000 in DocuIntellect Technologies in Year 1. The Company will finance all investments from Mr. Hejazi’s personal funds without any loans from financial institutions. In Year 3, Mr. Hejazi will invest an additional \$100,000 into the Company’s operations from its net profit, while the investments in Year 4 and Year 5 will be

DocuIntellect Technologies

\$224,000 and \$100,000, respectively, reaching a total investment of \$600,000 by the end of Year 5.

Funds To Be Invested:	
From Mr. Hani Daoud Hejazi's Personal Funds	\$176,000
Total Investment in Year 1	\$176,000

6.2 Sales Forecast

Sales Forecast	Year 1	Year 2	Year 3	Year 4	Year 5
Sales					
Document Digitization and Management	\$975,000	\$1,111,500	\$1,911,000	\$2,080,000	\$3,250,000
Educational Workshops and Webinars	\$55,000	\$110,000	\$220,000	\$264,000	\$330,000
Total Sales	\$1,030,000	\$1,221,500	\$2,131,000	\$2,344,000	\$3,580,000
Direct Cost of Sales					
Document Digitization and Management	\$72,345	\$82,473	\$141,796	\$154,336	\$241,150
Educational Workshops and Webinars	\$4,081	\$8,162	\$16,324	\$19,589	\$24,486
Subtotal Direct Cost of Sales	\$76,426	\$90,635	\$158,120	\$173,925	\$265,636

Sales Assumptions

DocuIntellect Technologies will generate revenue from two key services: Document Digitization and Management and Educational Workshops and Webinars. The pricing model for Document Digitization and Management is set at an average of \$130 per hour, while Educational Workshops and Webinars are priced at an average of \$110 per hour. These hourly rates are designed to reflect the specialized and high-quality nature of the services while remaining affordable and competitive in the market.

In Year 1, for Document Digitization and Management, the Company will provide approximately 150 hours of service per week, resulting in a revenue of \$975,000. For Educational Workshops and Webinars, the Company will offer 10 hours of service per week, generating a revenue of \$55,000.

The first year of operations will allow the Company to optimize workflows and increase capacity to 170 hours per week for Document Digitization and Management in Year 2, yielding a revenue of \$1,111,500. Educational Workshops and Webinars will expand to 20 hours per week, with the revenue from this service increasing to \$110,000.

DocuIntellect Technologies

With the establishment of a second office in Chicago, Illinois, and the hiring of additional staff in Year 3, Document Digitization and Management services will grow to 280 hours per week, generating \$1,911,000 in revenue. Educational Workshops and Webinars will also increase to 40 hours per week, resulting in a revenue of \$220,000.

Continued business growth and increased demand will expand Document Digitization and Management services to 305 hours per week in Year 4, leading to annual revenue of \$2,080,000. Educational Workshops and Webinars will further grow to 48 hours per week, contributing \$264,000 to total annual revenue.

With the opening of the third office in Houston, Texas, and a larger team in Year 5, Document Digitization and Management services will reach 400 hours per week, resulting in annual revenue of \$3,250,000. Educational Workshops and Webinars will expand to 60 hours per week, generating \$330,000 in revenue.

This progressive increase in service hours reflects the Company's strategic growth, including geographic expansion, workforce development, and increased client demand. These factors will drive the Company's revenue growth over the five-year forecast period. The total revenue is expected to increase from \$1,030,000 in Year 1 to \$3,580,000 in Year 5.

6.3 Profit and Loss

Pro Forma Profit and Loss	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	\$1,030,000	\$1,221,500	\$2,131,000	\$2,344,000	\$3,580,000
Direct Cost of Sales	\$76,426	\$90,635	\$158,120	\$173,925	\$265,636
Total Cost of Sales	\$76,426	\$90,635	\$158,120	\$173,925	\$265,636
Gross Margin	\$953,574	\$1,130,865	\$1,972,880	\$2,170,075	\$3,314,364
Gross Margin %	92.58%	92.58%	92.58%	92.58%	92.58%
Operating Expenses					
Payroll	\$670,000	\$703,500	\$1,196,175	\$1,255,984	\$2,017,783
Payroll Taxes	\$100,500	\$105,525	\$179,426	\$188,398	\$302,667
Marketing	\$82,400	\$97,720	\$170,480	\$187,520	\$286,400
Rent	\$41,940	\$41,940	\$83,880	\$83,880	\$125,820
Software Licensing, Hosting and Cloud Expenses	\$2,400	\$4,107	\$8,363	\$10,338	\$12,468
Business Insurances	\$2,000	\$3,422	\$6,969	\$8,615	\$10,390
Business Travel and HR Training	\$3,000	\$5,133	\$10,454	\$12,923	\$15,585
Energy, Telecom, and Utilities	\$4,800	\$4,800	\$9,600	\$9,600	\$14,400
Legal Advisory	\$7,200	\$12,320	\$25,089	\$31,015	\$37,403
Depreciation	\$3,160	\$3,160	\$5,540	\$5,540	\$7,920
Total Operating Expenses	\$917,400	\$981,627	\$1,695,976	\$1,793,812	\$2,830,836
Profit Before Interest and Taxes	\$36,174	\$149,238	\$276,904	\$376,263	\$483,528
EBITDA	\$39,334	\$152,398	\$282,444	\$381,803	\$491,448
Taxes Incurred	\$10,852	\$44,771	\$83,071	\$112,879	\$145,058
Net Profit	\$25,322	\$104,466	\$193,832	\$263,384	\$338,469

6.4 Balance Sheet

Pro Forma Balance Sheet	Year 1	Year 2	Year 3	Year 4	Year 5
Assets					
Current Assets					
Cash and Other Current Assets	\$165,432	\$273,058	\$541,531	\$1,034,455	\$1,449,944
Total Current Assets	\$165,432	\$273,058	\$541,531	\$1,034,455	\$1,449,944
Long-Term Assets					
Long-Term Assets	\$31,600	\$31,600	\$55,400	\$55,400	\$79,200
Accumulated Depreciation	\$3,160	\$6,320	\$11,860	\$17,400	\$25,320
Total Long-Term Assets	\$28,440	\$25,280	\$43,540	\$38,000	\$53,880
Total Assets	\$193,872	\$298,338	\$585,071	\$1,072,455	\$1,503,824
Capital	Year 1	Year 2	Year 3	Year 4	Year 5
Paid-In Capital	\$176,000	\$176,000	\$276,000	\$500,000	\$600,000
Retained Earnings	(\$7,450)	\$17,872	\$115,238	\$309,071	\$565,355
Earnings	\$25,322	\$104,466	\$193,832	\$263,384	\$338,469
Total Capital	\$193,872	\$298,338	\$585,071	\$1,072,455	\$1,503,824
Net Worth	\$193,872	\$298,338	\$585,071	\$1,072,455	\$1,503,824

7 The Petitioner's National-Level Impact

7.1 Aligning with U.S. Government Initiatives

Mr. Hejazi's endeavor through DocuIntellect Technologies aligns with and supports numerous U.S. government initiatives, laws, and executive orders across various domains, attesting to its national importance.

- *Small Business Act*: By providing digital tools and services, Mr. Hejazi will enhance the competitiveness of SMEs, aligning with the Act's objective to support and promote small businesses.
- *Workforce Innovation and Opportunity Act (WIOA)*: Through educational workshops and webinars, the Petitioner will contribute to workforce development by equipping individuals with digital skills, supporting WIOA's goal of increasing employment and education.
- *Digital Government Strategy*: By offering AI-driven document processing and cloud integration, DocuIntellect Technologies will help the federal initiative deliver better digital services to the American people.

DocuIntellect Technologies

- *Executive Order on the Safe, Secure, and Trustworthy Development and Use of Artificial Intelligence (2023)*: Mr. Hejazi's AI-driven solutions align with the Executive Order's emphasis on promoting safe and trustworthy AI development.
- *Executive Order 14028 on Improving the Nation's Cybersecurity (2021)*: By implementing robust security measures in its document management systems, the Petitioner and DocuIntellect Technologies will support the Executive Order's goal of enhancing cybersecurity across the nation.
- *Federal Cloud Computing Strategy ("Cloud Smart")*: The Company's cloud integration services will facilitate the adoption of cloud technologies, which are in line with federal strategies to improve cloud utilization.
- *Dodd-Frank Wall Street Reform and Consumer Protection Act*: By enhancing data accuracy and accessibility through efficient document management, Mr. Hejazi will aid financial institutions in complying with regulatory requirements established by Dodd-Frank.
- *Health Insurance Portability and Accountability Act (HIPAA)*: The Petitioner's secure document management solutions will help healthcare providers maintain patient privacy and comply with HIPAA regulations.
- *Executive Order on Strengthening Medicaid and the Affordable Care Act (2021)*: By streamlining administrative processes, Mr. Hejazi will support the Executive Order's aim to make high-quality healthcare accessible and affordable.
- *E-Government Act of 2002*: By digitizing legal documents and automating workflows, DocuIntellect Technologies will support the Act's objective to enhance access to government information and services.
- *Executive Order 13571 on Streamlining Service Delivery and Improving Customer Service (2011)*: The Petitioner's solutions will enhance government agencies' efficiency in document management, aligning with the Executive Order's goal of improving service delivery.

7.2 Mr. Hejazi's Endeavor Benefitting Various Stakeholders

Mr. Hejazi's proposed endeavor will deliver significant benefits to key sectors of the U.S. economy, including legal services, finance, healthcare, and government operations. These sectors are critical drivers of economic growth, employment, and societal well-being, and their efficiency directly impacts the nation's competitiveness and resilience. Through DocuIntellect Technologies, Mr. Hejazi will offer AI-driven document processing, workflow automation, and cloud integration solutions tailored to the unique needs of these industries. By addressing challenges such as inefficiencies in document management, compliance with regulatory standards, and the need for secure and accessible data, his services will enable these sectors to optimize operations, reduce costs, and enhance productivity. The benefits of his services will extend beyond individual businesses or agencies, as improvements in these essential sectors will have a cascading effect on the broader economy. By streamlining workflows, ensuring data security, and enabling smarter decision-making, Mr. Hejazi will contribute to the enhanced efficiency, cost-effectiveness, and resilience of organizations that serve millions of Americans. This national-level impact underscores the importance of his endeavor, as it addresses systemic challenges across sectors vital to the country's economic and societal stability.

7.2.1 Legal Sector

The legal sector significantly contributes to the U.S. economy, encompassing a wide range of services, including corporate law, litigation, and legal consulting. In 2023, *the professional and business services sector, which includes legal services, accounted for approximately 13% of the U.S. GDP.*⁵⁶ Employment in legal services has shown resilience. In September 2024, the sector added 1,600 jobs, *reaching a total of 1,181,400 positions.*⁵⁷

The current surge in positive sentiment toward AI-powered solutions, including legal tech, is driven by the demand for greater efficiency and reduced operational costs, especially among small and medium-sized businesses (SMBs). A study by Wolters Kluwer found that **75% of legal professionals expect to increase their use of legal tech** due to the technology's growing capabilities and trustworthiness.⁵⁸ With AI-driven tools becoming more accessible and advanced,

⁵⁶ Source: <https://www.statista.com/statistics/248004/percentage-added-to-the-us-gdp-by-industry/>

⁵⁷ Source; <https://www.reuters.com/legal/legalindustry/us-legal-jobs-rebound-after-4-month-slump-labor-dept-says-2024-10-04/>

⁵⁸ Source: <https://www.wolterskluwer.com/en/know/future-ready-lawyer-2023>

businesses are increasingly seeing the potential for legal automation to handle complex contract workflows, eliminate errors, and expedite deal-making. As these trends continue, Mr. Hejazi's impact on the U.S. market will only expand, helping more SMEs to save millions of dollars in legal costs. The Petitioner's expertise in AI-driven document processing and workflow automation stands to significantly benefit the legal sector. By implementing intelligent document processing (IDP) solutions, Mr. Hejazi will enable law firms to automate routine tasks such as contract review, legal research, and document management. This automation can lead to a ***tenfold increase in document processing speed, transforming document handling from a bottleneck into a swift, streamlined process.***

Developed in partnership with the Corporate Counsel Business Journal (CCBJ),⁵⁹ The OpenText and CCBJ Modern General Counsel Survey finds that:

- 91% of all respondents indicate that technology is critical or important to meet legal strategy, objectives, and challenges to optimize operations, reduce costs, and improve risk management. Over half (60%) of all respondents agree that AI frees up time to perform higher-value work.
- 55% of all respondents agree AI boosts the productivity of in-house legal teams.
- 41% of all respondents see automation of manual tasks as the biggest opportunity for productivity improvements for their legal departments.
- Almost half (49%) of all respondents believe AI could assist with the automation and simplification of time-consuming and error-prone manual processes.

The Petitioner's AI-powered tools will also enhance accuracy in legal documentation, reducing human errors and ensuring compliance with regulatory standards. The integration of AI in legal processes not only boosts efficiency but also allows legal professionals to focus on more complex and strategic aspects of their work, thereby enhancing overall productivity and client satisfaction.

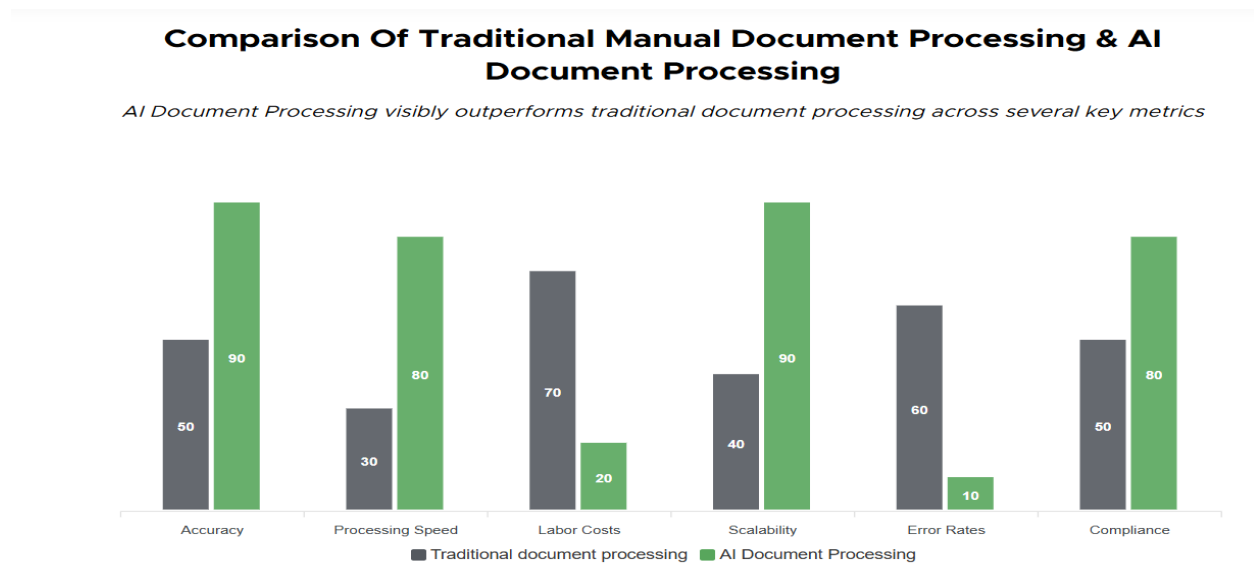
7.2.2 Finance Sector

The finance and insurance sector is a pillar of the U.S. economy, contributing significantly to GDP and employment. *In 2023, this sector accounted for approximately 20.7% of the U.S. GDP. As of 2023, 7.98 million people were employed in the industry,* and projections indicate continued growth over the next decade.⁶⁰

⁵⁹ Source: <https://www.prnewswire.com/news-releases/new-survey-reveals-growing-adoption-for-ai-in-legal-teams-302035598.html>

⁶⁰ Source: <https://www.ibisworld.com/industry-statistics/employment/finance-insurance-united-states/>

By using cutting-edge technologies like AI, Natural Language Processing (NLP), and machine learning, Mr. Hejazi will assist financial companies in improving their document workflows, reducing manual effort, and increasing accuracy. A prominent example of this is JP Morgan, an American multinational financial services firm and the largest bank in the United States and the world's largest bank by market capitalization as of 2023. JP Morgan introduced an AI-powered tool called COIN (Contract Intelligence) to streamline the analysis of legal documents, particularly contracts.⁶¹



COIN uses Natural Language Processing (NLP) to interpret and extract essential information from contracts, dramatically reducing the time spent on document review. This AI-driven solution minimizes human errors and improves the accuracy of contract interpretation, allowing the legal team to focus on more strategic tasks. ***The implementation of COIN has resulted in a significant reduction in the time spent on legal document analysis, making contract management more efficient and reliable.***

Therefore, implementing AI-driven document processing and workflow automation in the finance sector can substantially improve efficiency and accuracy. Mr. Hejazi's Intelligent Document Processing (IDP) solutions will enable financial institutions to automate the extraction and processing of data from various documents, reducing manual effort and minimizing errors.

⁶¹ Source; <https://zenphi.com/ai-document-processing-case-studies/>

This automation will result in faster transaction processing times and improved customer service. The Petitioner's AI-powered systems can enhance compliance by ensuring that all documents adhere to regulatory standards, thereby reducing the risk of penalties. The integration of AI in document processing will also allow financial professionals to focus on more strategic tasks, such as data analysis and decision-making, ultimately contributing to increased profitability and competitiveness in the market.

7.2.3 Healthcare Sector

Healthcare represents a significant proportion of the U.S. national economy—total healthcare spending amounts to approximately \$4.8 trillion per year, representing some 20% of the nation's overall economic output, as represented by the U.S. gross domestic product (GDP).⁶² It employs over 22 million workers, while women represent nearly 80% of the healthcare workforce.⁶³ The healthcare sector experienced historic growth in 2023 by adding a total of 654,000 jobs, contributing nearly a quarter of all jobs across the economy.⁶⁴

With approximately 30% of the world's data volume generated by the Healthcare Industry, the adoption of AI-driven document processing in healthcare can lead to significant improvements in operational efficiency and patient care. Mr. Hejazi's Intelligent Document Processing (IDP) solutions will automate the handling of medical records, insurance claims, and other critical documents, resulting in processing speeds up to ten times faster than manual methods.⁶⁵ His solutions will deliver **up to 90% accuracy and unparalleled reliability**. This increased efficiency allows healthcare providers to allocate more time to patient care rather than administrative tasks. Additionally, the Petitioner's AI-powered document processing solutions will enhance accuracy, reducing the likelihood of errors in patient records and billing, which is crucial for maintaining compliance with healthcare regulations. By streamlining document workflows, he

⁶² Source: [https://www.reuters.com/business/healthcare-pharmaceuticals/us-healthcare-spending-rises-48-trillion-2023-outpacing-gdp-2024-06-12/#:~:text=WASHINGTON%2C%20June%2012%20\(Reuters\),product%20growth%20rate%20of%206.1%25.](https://www.reuters.com/business/healthcare-pharmaceuticals/us-healthcare-spending-rises-48-trillion-2023-outpacing-gdp-2024-06-12/#:~:text=WASHINGTON%2C%20June%2012%20(Reuters),product%20growth%20rate%20of%206.1%25.)

⁶³ Source: <https://www.census.gov/library/stories/2021/04/who-are-our-health-care-workers.html>

⁶⁴ Source: <https://www.beckershospitalreview.com/healthcare-information-technology/how-the-health-sector-ended-2023-prices-employment-and-more.html#:~:text=In%20November%202023%2C%20national%20health,%2C%20representing%2017.4%25%20of%20GDP.>

⁶⁵ Source: <https://www.314e.com/dexit/blog/top-7-benefits-of-using-intelligent-document-processing-solutions-for-healthcare-documents/>

will enable healthcare organizations to improve service delivery, reduce operational costs, and enhance overall patient satisfaction.

7.2.4 Government Sector

The government sector is a major economic driver, encompassing federal, state, and local levels. In 2023, government activities accounted for approximately 11.4% of the U.S. GDP. Employment in this sector is significant, with millions of individuals working across various government agencies and departments. In 2023, around 19.58 million people were working for state and local governments in the United States.⁶⁶ This is much higher than the number of federal government (civilian) employees, which stood at approximately 2.87 million people in that year. The government sector's importance exceeds GDP contribution and employment by ensuring public trust, maintaining national security, and delivering essential services to citizens. Efficient government operations enhance transparency and accountability, promoting confidence among the population while supporting societal stability.

By implementing AI-driven document processing and workflow automation in government operations, Mr. Hejazi will enhance efficiency and improve public service delivery. His Intelligent Document Processing (IDP) solutions will automate the management of vast amounts of documents, such as forms, applications, and records, reducing manual labor and minimizing errors. This automation enables faster processing times, allowing government agencies to respond more promptly to public needs. Additionally, the Petitioner's AI-powered systems will ensure compliance with regulatory requirements, enhancing transparency and accountability in government operations. By streamlining document workflows, government agencies can allocate resources more effectively, reduce operational costs, and improve overall public service efficiency.

7.3 Supporting the Efficiency and Resiliency of U.S. Businesses

As businesses undergoing growth and digital transformation are mostly SMEs, Mr. Hejazi will cater to a vast and rapidly growing sector. SMEs are the backbone of the American economy, representing 99.9% of all U.S. businesses and contributing significantly to job creation and GDP

⁶⁶ Source; <https://www.statista.com/statistics/204535/number-of-governmental-employees-in-the-us/#:~:text=U.S.%20number%20of%20government%20employees1982%2D2023&text=In%202023%2C%20around%2019.58%20million,million%20people%20in%20that%20year.>

*growth.*⁶⁷ There are 34,752,434 small businesses in the United States, employing 45.9% of American workers, or approximately 59 million people. Small businesses account for 43.5% of the country's GDP and pay 39% of all private sector payroll. Additionally, 26.5% of federal contracting dollars went to small businesses in 2022. Small businesses represent 97.3% of all exporters and 32.6% of known export value (\$413.3 billion). By almost any measure, small businesses are a vital part of the American economy and workforce.⁶⁸

Despite their importance, SMEs face significant challenges in remaining competitive in an increasingly digital economy. Many smaller businesses lag behind in adopting digital tools due to low awareness, insufficient internal resources, skill deficiencies, and financial limitations. By implementing effective workflow automation and AI-driven document processing, the Petitioner will not only help SMEs address these challenges but also accrue significant benefits.

Research shows that automation **reduces repetitive tasks by 60-95%**, enabling employees to focus on strategic activities, which leads to a **78% increase in overall productivity**. Additionally, **42% of business leaders report that workflow automation saves time and resources**, allowing businesses to allocate efforts toward value-driven initiatives.⁶⁹

SMEs that embrace **document digitization** and **customizable workflow solutions** experience measurable cost savings and increased operational efficiency. Digital tools help streamline operations, reduce manual errors, and unlock actionable insights, leading to smarter decision-making and enhanced competitiveness. For instance, integrating AI-driven systems allows businesses to optimize their workflows and achieve up to **30% cost savings by reducing inefficiencies and improving process accuracy**.⁷⁰ These savings are critical for SMEs with limited resources, enabling them to reinvest in growth and innovation.

Studies have shown that companies leveraging AI can reduce operational costs by up to 20%⁷¹ and increase profitability by up to 10% by optimizing resource allocation and improving decision-making processes. Additionally, AI can enhance productivity by automating routine tasks,

⁶⁷ Source: <https://advocacy.sba.gov/2024/07/23/frequently-asked-questions-about-small-business-2024/>

⁶⁸ Source: <https://www.uschamber.com/small-business/state-of-small-business-now>

⁶⁹ Source; <https://kissflow.com/workflow/bpm/business-process-automation-statistics/>

⁷⁰ Source; <https://medium.com/@tomskiecke/ai-automation-cut-costs-and-save-time-99922bd03704>

⁷¹ Source: <https://indatalabs.com/blog/ai-cost-reduction>

allowing employees to focus on more strategic activities, which can increase overall business efficiency by up to 40%.⁷² A significant 64% of businesses believe that artificial intelligence will help increase their overall productivity, as revealed in a Forbes Advisor survey.⁷³



Data-Driven Decision Making

Up to 40% increase in productivity by 2035.

In a closely connected world, **data security** stands out as one of the main problems for today's businesses. Malicious attacks have the potential to make billion-dollar enterprises go bankrupt overnight, let alone small enterprises. Another complexity with this aspect comes into play with the introduction of regulatory compliances like HIPAA, PCI-DSS, GDPR, etc., which require compliance by regulatory bodies to avoid the misuse of public data. For all businesses, including start-ups, SMEs, and large-scale entities alike, the benefits of secure data are measured in millions of dollars. Companies that implement AI-enhanced cybersecurity solutions, like those offered by Mr. Hejazi, can reduce the risk of cyberattacks by up to 50%, significantly lowering the potential for data breaches and associated costs.⁷⁴ Furthermore, businesses that prioritize cybersecurity can experience a 30% reduction in downtime caused by security incidents, enabling them to maintain continuous operations and protect their reputation.

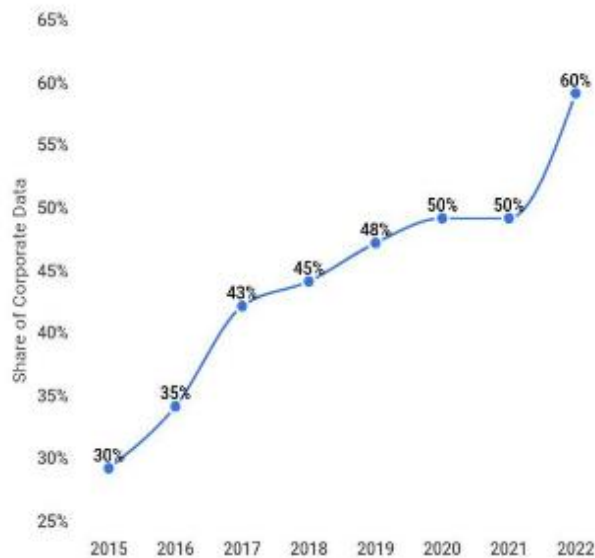
In **cloud computing**, servers, networks, storage, development tools, and applications are accessible via the Internet. This means that **SMEs do not have to make large investments in buying equipment, training staff, and maintaining everything themselves.** The cloud has revolutionized the way businesses operate in recent years, transforming the traditional methods

⁷² Source: <https://www.nucleoo.com/blog/the-impact-of-ai-on-job-quality-and-business-efficiency>

⁷³ Source: <https://www.forbes.com/advisor/business/ai-statistics/>

⁷⁴ Source: <https://zipdo.co/ai-in-cyber-security-statistics/>

SHARE OF CORPORATE DATA STORED IN THE CLOUD OVER TIME



of running a business into a more efficient and cost-effective approach. The rise of cloud computing has made it possible for businesses of all sizes to operate in a more agile and scalable manner, enabling them to adapt to changing market conditions and scale their operations more efficiently. The cloud has also enabled businesses to move away from on-premises infrastructure, reducing their capital expenditure and operational costs while gaining access to the latest technology and

computing power. By leveraging cloud computing services, businesses can easily store, manage, and access data from anywhere, at any time, at a significantly lower cost.⁷⁵

Companies using cloud computing save 20% annually on infrastructure costs.⁷⁶ By leveraging the cloud, companies can drastically reduce their infrastructure costs, freeing up resources to invest in other areas of their business. This statistic is a great example of how cloud computing can help businesses save money and become more efficient. 84% of businesses that adopt cloud reduced computing costs. Businesses that switch to the cloud can expect a significant reduction in their computing costs. Reducing in-house servers with cloud storage can save 40% on the cost of physical space. By reducing the need for physical servers, SMEs can save a significant amount of money on the cost of space, freeing up resources to be used elsewhere.

Small businesses are seeing multiple benefits of cloud adoption, including a high return on investment, cost savings, high reliability, and reduced time worrying about IT issues:⁷⁷

- More than 50% of companies report a reduction in the amount of time spent on IT management
- Those same 50% reported needing to rely less on internal IT resources and personnel.

⁷⁵ Source: <https://www.analyticssteps.com/blogs/impact-cloud-computing-business-operations>

⁷⁶ Source: <https://blog.gitnux.com/cloud-cost-savings-statistics/>

⁷⁷ Source: <https://neovera.com/small-business-vs-enterprises-uses-cloud/#:~:text=Small%20to%20medium%20sized%20businesses,businesses%20are%20around%2050%25%20adoption.>

- More than two-thirds of these organizations report cost savings from the cloud and can reinvest those savings elsewhere.
- A whopping nine out of ten companies have reported increased security benefits

According to the Cloud Industry Forum, 94% of enterprises use the cloud.⁷⁸ Some 41% of SMEs use the cloud, while 31% are likely to use it within a year. Cloud adoption statistics are encouraging: organizations of all sizes—and across industries—are transitioning their operations to the cloud. ***According to a survey by TechTarget, around 70% of SMEs have been able to reinvest in their company since moving to the cloud. Additionally, a report published by Forbes shows that more than 20% of SMBs have reaped significant benefits since adopting cloud technology. And almost 10% have been able to launch entirely new products or services. Overall, 60% of SMBs in Forbes' study were either extremely satisfied or very satisfied with their cloud experience.***

Mr. Hejazi will leverage his expertise in **AI-driven document processing, cloud integration, and customizable workflow automation** to help U.S. SMEs overcome challenges related to operational efficiency, cost management, and digital transformation. Drawing on his extensive experience in designing large-scale systems, such as the **Safe City Project** and **Unified Traffic System**, Mr. Hejazi will implement tailored solutions that streamline document workflows, reduce manual errors, and enhance productivity. When a company uses cloud computing solutions, it improves its general workflow and the management of resources, especially if it has several offices or headquarters. Improved workflow leads to more satisfied employees and, ultimately, more satisfied clients, which boosts company revenues and, in turn, supports the wider U.S. economy. His services will enable businesses to save up to **30% in costs**, improve process accuracy, and achieve measurable gains in efficiency, empowering SMEs to reinvest in growth and innovation.

Additionally, Mr. Hejazi's solutions will address data management challenges, helping businesses secure their digital processes while maintaining regulatory compliance. By improving operational resiliency and enabling businesses to optimize their workflows, his services will directly support the competitiveness and stability of SMEs—key drivers of the U.S. economy. This work will have

⁷⁸ Source: <https://axeleos.com/cloud-computing/cloud-statistics-adoption-and-usage/>

national-level importance, contributing to job creation, enhanced business productivity, and sustainable economic growth.

7.4 Supporting the U.S. Economy Through Advancements in the Technology Sector

According to Sistem9,⁷⁹ one of the most important items in global capital is undoubtedly technology. Even if a country has a strong Defense Industry and is advanced in agriculture and health, if its technology is not developed enough, it will be behind the rest of the world in all these areas. Even though the word “technology” stands for a wide range of terms alone, the keyword in the background is “software.” The world has undergone drastic changes in the last 50 years, as Techie Diva writes,⁸⁰ and it continues to do so daily with the constant growth and development of technological innovations. Businesses need to consider the importance and the influence of modern software on both their revenues and the overall U.S. economy. It creates work for countless people while helping numerous people simplify their work and procedures. Moreover, its influence in the last decade has been revolutionary for all industries. Software development has significantly impacted the U.S. economy, and some of the areas it has influenced are:

- **Employment** — From software developers and web designers to any desk job, software has created 9.8 million jobs (2.5 million of which are directly related to software), and this is just within the Software Industry. However, software development on economic growth goes well beyond the borders of this industry.
- **Wages**—Software tools and apps also have a grand impact on the average salary. The average annual wage of a software developer is twice the wage of most U.S. occupations. To be more precise, the yearly salary of a developer is over \$105,000, whereas the annual salary on a national scale was \$48,320 in 2015.
- **Research and development** — There is no gain without a suitable investment. It is the same with software, with more than \$52 billion in total assets in research and development (R&D). From the introduction of new data analytics to breakthroughs in

⁷⁹ Source: <https://www.sistem9.com/en/news/ulkeler-icin-yazilim-gelistirmenin-onemi/>

⁸⁰ Source: <https://techiediva.com/2022/04/02/the-role-of-software-development-on-economic-growth/>

technological advancements, R&D continues to help companies grow in new and innovative ways.

The U.S. has the most advanced Software and Information Technology (IT) Services Industry in the world.⁸¹ More than 40% of the \$5 trillion global IT market is in North America, primarily the United States. The industry accounts for \$1.8 trillion of U.S. value-added GDP (more than 10% of the national economy) and 11.8 million jobs. According to CompTIA, there are currently more than 525,000 software and IT services companies in the United States (approximately 40,500 tech startups were established in 2018 alone). This includes software publishers, custom computer programming services suppliers, computer systems design firms, and facilities management companies. The industry draws on a highly educated and skilled domestic workforce of two million people, a number that has continued to grow over the past decade. American software firms operate within a mature, harmonized market and have a reputation for producing reliable and effective solutions that accelerate quickly to the marketplace. International companies in the industry have shown a keen interest in the U.S. market because of its strong intellectual property rights laws and strict enforcement. American companies lead the world's packaged and custom software markets and are also competitive in nearly all other market segments with a stable overseas market share.

According to Statista,⁸² companies' digital transformation, in general, drives investments in software segments. Software that focuses on digitization and process automation, as well as data analytics, to gain more business insights and efficiency is currently in high demand. Revenue in the software market reached \$292.2 billion in 2021. The market's largest segment is enterprise software, with a market volume of \$115.9 billion in 2021. Revenue is expected to exhibit a CAGR of 7.00% between 2022 and 2026, resulting in a market volume of \$409.9 billion by 2026. For global comparison, most revenue will be generated in the United States (which amounted to \$292.2 billion in 2021). Considering the large number of tech companies in the U.S. and the high demand for IT specialists, Mr. Hejazi, an experienced Software Developer, Systems Developer, and Oracle Programmer, will greatly contribute to the growth of this sector and, in turn, to other related industries.

⁸¹ Source: <https://www.selectusa.gov/software-and-information-technology-services-industry-united-states>

⁸² Source: <https://www.statista.com/outlook/tmo/software/united-states>

On a global scale, *the U.S. is losing the tech war against China*. With fully automated factories, mines, ports, and warehouses already in operation and the first commercial autonomous taxi service starting up in Beijing, China is ahead of the curve in terms of tech innovations. Huawei officials say the company has 10,000 contracts for private 5G networks in China, including 6,000 in factories. Huawei's cloud division has just launched a software platform designed to help Chinese businesses build proprietary AI systems using their own data. There is no indication that the U.S. administration's restrictions on high-end chips and the software and machines that make them have slowed China's drive for dominance in the so-called Fourth Industrial Revolution — the application of AI to manufacturing, mining, farming, and logistics.⁸³ Turning the tables requires serious investment in research and development, as well as tech talent such as Mr. Hejazi, whose aim is to bring innovative IT solutions to U.S. companies, helping them compete on a global scale. His expertise in digital transformation, AI and cloud integration, and cybersecurity will be crucial in modernizing American industries, ensuring they remain at the forefront of technological advancements. By optimizing IT infrastructures and enhancing operational efficiencies, Mr. Hejazi will contribute to the U.S.'s efforts to regain its competitive edge in the global technology sector. Furthermore, his work will not only support the growth of the technology sector but also drive innovation and productivity across related industries, positioning the U.S. as a leader in the Fourth Industrial Revolution.

7.5 Digital Transformation as an Economic Driver

Digital transformation was once considered merely desirable. However, as evidenced by the most recent digital transformation data, many firms now view digital transformation as a vital step in protecting their business after COVID-19 affected corporate operations globally. Thanks to the omnipresent, fast internet, digitalization today contributes significantly to increasing business value. This is evident in the way businesses have been spending on digital transformation.

According to Gartner, **91% of businesses are engaged in some form of digital initiative**, and 87% of senior business leaders say digitalization is a priority. Around 89% of all companies have already adopted a digital-first business strategy or plan to do so. Prophet reports that 28% of digital transformation initiatives are often owned or sponsored by CIOs, with 23% of CEOs

⁸³ Source: <https://nationalinterest.org/blog/techland/why-america-losing-tech-war-china-206664>

increasingly playing a leadership role. By 2025, three out of every four business executives will be able to adapt to new markets and industries using digital platforms. According to Gartner, 60% of mainstream companies will list becoming a composable business as a strategic objective. It will **help them outpace their competitors by 80% in speed when implementing new features**.⁸⁴ The global digital transformation market is expected to grow at a CAGR of 23.1% from 2022 to 2030 to reach \$3,810.05 billion by 2030.⁸⁵

Today's organizations have been embracing digital transformation, with many companies having put a digital strategy in place. Now, such is true not only for large enterprises but even for start-ups, exponentially increasing the digital transformation market size. Digital transformation is indeed a boon for many companies, hence the high adoption rate of digital technologies. However, jumping into the digitization bandwagon does not guarantee success. **Approximately 70% of such initiatives have been found to fail to reach their goals**. The problem is seen to lie in the management of such strategies. Through Mr. Hejazi's carefully planned and personalized IT solutions, SMBs will be set for success and stable future growth. As shown in the graph, the adaptation of digital transformation will help businesses improve their operations efficiency and product quality, reduce costs, and introduce new revenue streams, all leading to a higher level of profitability. Business growth is especially important to SMEs, as they have a largely positive impact on the local economies and the overall U.S. economy. By helping SMEs grow, DocuIntellect Technologies will support and boost their impact on U.S. society and economy. According to a report,⁸⁶ small businesses not only contribute to society through the taxes they pay but also by creating employment, sustaining smaller suppliers, and supporting local economies. Locally owned small businesses create a unique community identity and promote greater community involvement. Moreover, 52% of small business owners donate to charity, and of those that donate, 90% donate to local causes. New and small businesses also increase the local tax base,

⁸⁴ Source: <https://quixy.com/blog/top-digital-transformation-statistics-trends-forecasts/>

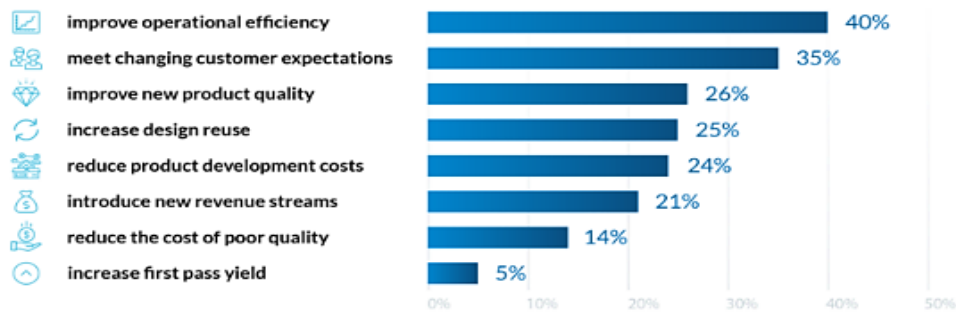
⁸⁵ Source: <https://www.grandviewresearch.com/industry-analysis/digital-transformation-market>

⁸⁶ Source: <https://medium.com/@BBBNWP/10-ways-small-businesses-benefit-their-local-communities-7273380c90a9>

create local jobs, encourage entrepreneurship, and stimulate healthy competition.

Top benefits of adopting a digital model

Source: PTC



Improved revenue and stock prices are but two of the numerous benefits that digital transformation offers. However, financial benefits outshine all others, as these are the main goals of every enterprise. Digital transformation will not be possible without technology adoption and professionals with unparalleled experience, such as the Petitioner, who facilitate the adaptation processes specific to each sector and enterprise. Slow technology adoption could prove to be a problem, as many businesses have admitted to being slow in technology adoption. However, many companies claim to be comfortable with digital transformation and technology use, which sets the ideal conditions for digitization. Digitization has similarly paved the way for the creation of corporate roles that call for a different type of skill set. For example, the career path of Digital Project Managers veers away from conventional project management roles.⁸⁷

The opportunities and benefits of digital transformation discussed in this section show that businesses will need much more strategic and tactical support from companies such as DocuIntellect Technologies. Mr. Hejazi will help small businesses and the government sector grow and position themselves in the U.S. market by implementing advanced digital solutions, thus increasing their competitiveness and encouraging healthy market competition. Furthermore, his services will help American businesses adopt AI and cloud solutions and positively impact the overall technological development of the country. As more companies implement digital transformation solutions, such as cloud computing, the U.S. will become more developed and remain at the forefront of technological development in the world.

⁸⁷ Source: <https://financesonline.com/digital-transformation-statistics/>

Mr. Hejazi also aims to contribute to the development of the U.S. economy by providing access to advanced digital solutions to economically distressed areas across the country. This will stimulate economic growth, create job opportunities, and encourage technological advancement and skills development within these communities, ultimately bolstering the resiliency and competitiveness of the nation's economy.

7.6 Addressing the Digital Literacy Gap Among Employees

Digital technology has drastically changed the workplace. From the introduction of computers and the internet to the development of IT systems and wireless technology, it has become increasingly advantageous for businesses in all industries to ensure their employees are as “digitally literate” as possible. Digital literacy simply refers to an employee's ability to successfully carry out aspects of their role that involve digital communication and accessing information on digital platforms. With technology now expanding into all job roles, it is vital that not only those who work in IT are digitally literate but that all staff are well-trained and provided with the support they need. The findings of Illumo.digital's research based on 400 employees' and businesses' levels of digital literacy indicate the following:⁸⁸

- 20% of businesses have no digital skills strategy in place;
- Almost a fifth of all employees said they had never received any digital skills training;
- 65% of decision-makers think the “extra cost” involved in skills training and a “lack of resources” is to blame for the digital skills gap;
- The 35-44 age group admits to struggling “very often” with digital tasks more than any other age group;
- Almost half of all businesses currently do not test their employees' digital literacy skills;
- 90% of employees already use Google or online courses as a way to improve their digital literacy;
- Freelancers and those who work for SMEs struggle more than the employees of large organizations;
- 75% of employees think their jobs will be more digitally demanding in five years' time.

⁸⁸ Source: <https://illumo.digital/workplace-digital-literacy-strategies-what-decision-makers-and-employees-think/#:~:text=20%25%20of%20businesses%20have%20no,for%20the%20digital%20skills%20gap.>

Moreover, when asked what digital literacy solutions their businesses are likely to implement within the next five years, 20% of decision-makers highlighted online services as the most likely method of introducing digital literacy training while investing in new technologies (17%) and further mentoring (15%) ranked as the second and third most popular strategy methods for future implementation, respectively. This suggests that even businesses willing to invest in digital literacy training generally favor the cheaper-to-implement methods.

One of the major problems that companies face is a widening skill gap in their IT departments. According to BMC Blogs,⁸⁹ as companies need to both maintain and optimize ever-increasing technology, they need more people to support this mission. Many organizations are pursuing digital transformation initiatives, only to realize the projects are inherently dependent upon onboarding individuals with the right skill set. As a result, a sudden increase in IT skills has emerged in recent years. *IT skills requirements also change rapidly through the years. From 2018 to 2022, an average 42% shift in IT skills was expected.*

7.7 Stimulating Local Area Development

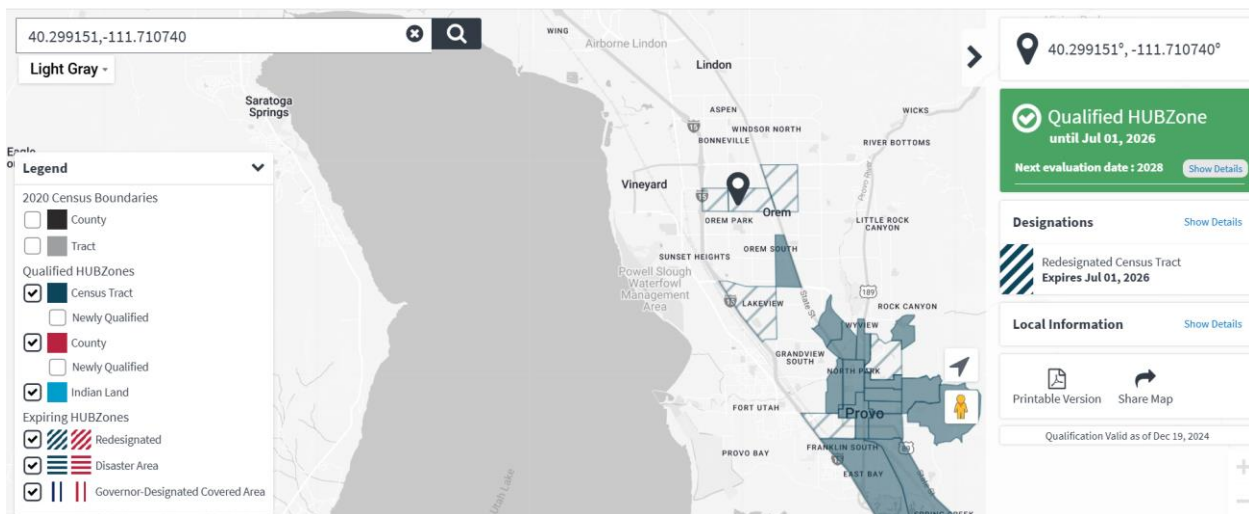
HUBZones are historically underutilized business zones that are located throughout the United States. The purpose of the HUBZone program is to provide federal contracting assistance for qualified small businesses located in historically underutilized business zones to increase employment opportunities, investment, and economic development in such areas. The Federal Government has established a goal of 3% of all prime contract awards to be set aside for HUBZone concerns. Each department tracks this performance and must report to Congress on its progress as part of the budgeting process each year. There are also pricing advantages available. For example, the offer of a HUBZone supplier will be considered lower than the offer of a non-HUBZone/non-small business, providing that the offer is not more than 10% higher than the non-HUBZone business.

Businesses located within a HUBZone also greatly contribute to reducing unemployment rates. Labor requirements for a HUBZone business state that programs are not solely concerned with an employee's ability to control but rather that ***businesses that participate must have at least 35% of their employees residing within a HUBZone.*** Participating businesses must also certify

⁸⁹ Source: <https://www.bmc.com/blogs/the-it-skill-gap-explained/>

that they will attempt to maintain the 35% requirement throughout the performance of any HUBZone contract and that those that fall between 20% during contract performance will be regarded as having failed to attempt to maintain the HUBZone residency requirements.

The objective of the federal HUBZone program is to support small businesses in underserved parts of the country. By funneling a portion of government purchases to such entities, the program aims to incentivize entrepreneurship and increase employment in places where jobs are harder to find. ***Given Mr. Hejazi's commitment to the Company's strategic location within a certified HUBZone in Orem, Utah, the Company will undeniably lower the area's unemployment rates. Moreover, by providing specialized training and workshops to aspiring professionals, improving local businesses' operational efficiency, and increasing their target markets, Mr. Hejazi will drive further economic developments in these underserved areas.***

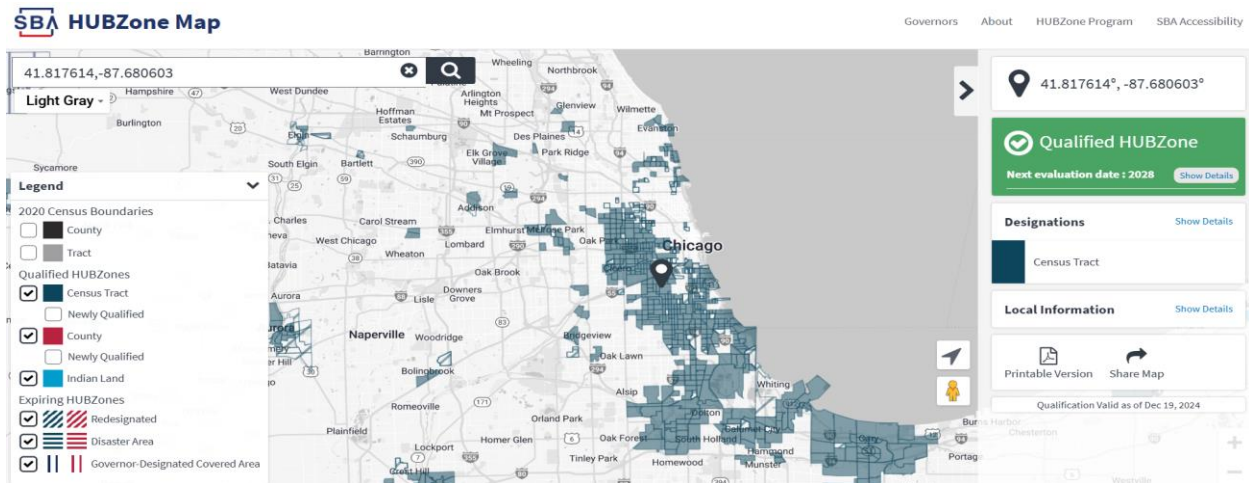


In Year 3, DocuIntellect Technologies will establish a second office in a qualified HUBZone in Chicago, Illinois. Chicago is a major economic hub and home to diverse industries, but certain neighborhoods within the city qualify as HUBZones due to economic challenges. By situating operations in these areas, the Petitioner will create job opportunities for local residents, thereby directly contributing to workforce development. Mr. Hejazi will hire a combination of technical and administrative staff from the local community, ensuring that the benefits of this expansion are felt immediately within the area.

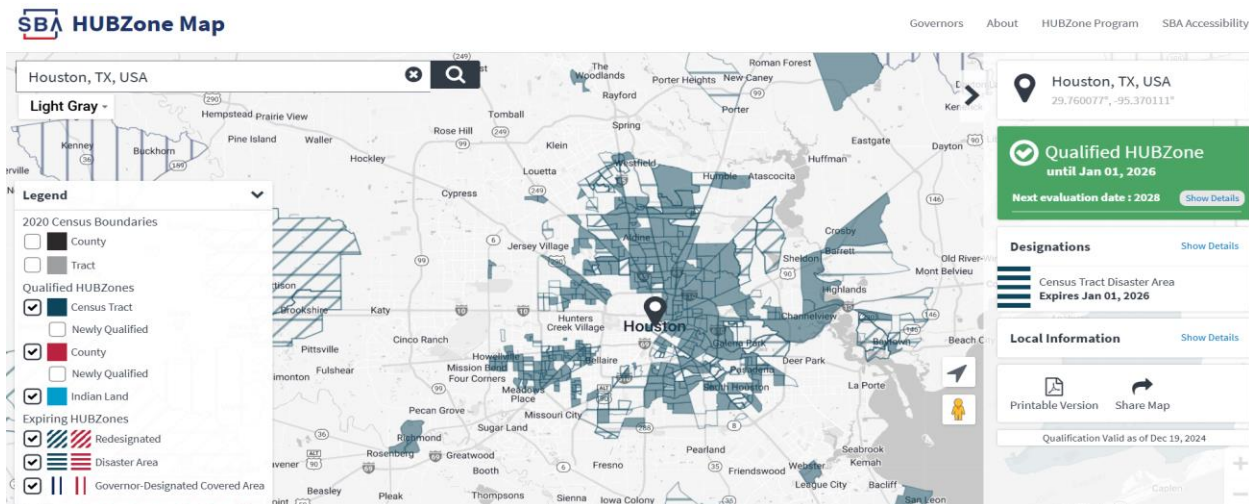
Through the Company, Mr. Hejazi will deliver document digitization services, AI-driven document processing, workflow automation solutions, and professional development services to local

DocuIntellect Technologies

SMEs, healthcare providers, legal firms, and government agencies in the Chicago area. ***These services will help businesses streamline operations, reduce costs, and improve regulatory compliance, directly addressing barriers that prevent growth in underserved communities. The presence of the Company in a HUBZone will also qualify DocuIntellect Technologies for certain federal contracting opportunities, further stimulating economic activity in the region.***



In Year 5, Mr. Hejazi will expand DocuIntellect Technologies further by opening an office in a qualified HUBZone in Houston, Texas. Houston is another key metropolitan area with pockets of economic distress where businesses and communities can benefit from targeted investment. The new office will enable the Company to tap into the growing demand for digital transformation services in Texas, particularly among SMEs and public sector organizations.



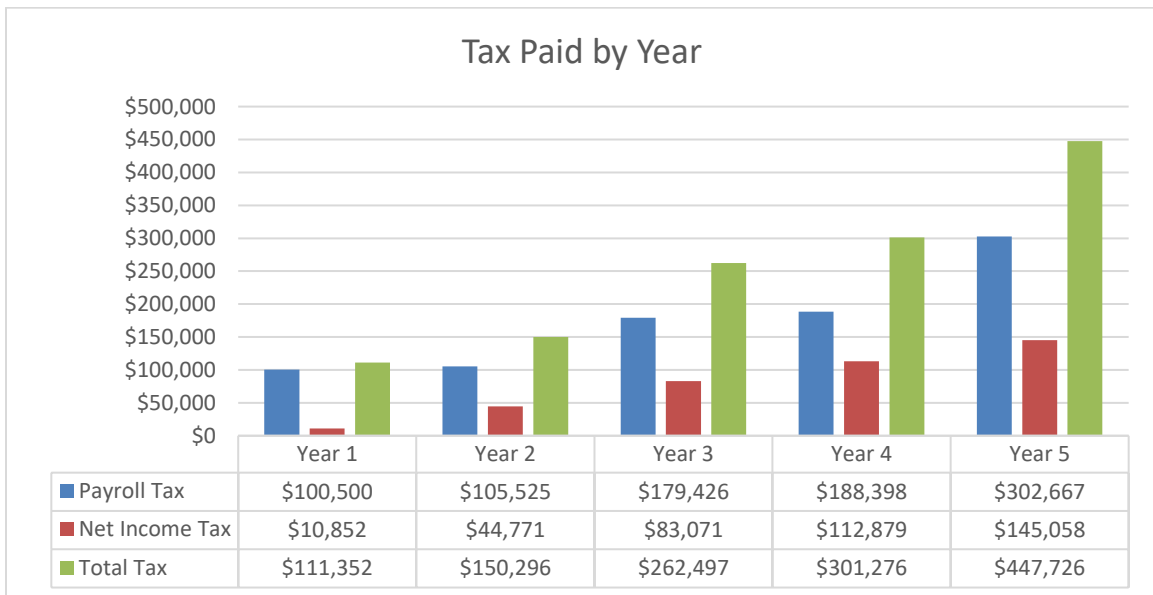
Mr. Hejazi's services will help businesses in Houston adopt cutting-edge digital tools, enhance productivity, and secure sensitive data. By hiring from the local workforce and providing

educational workshops and webinars, the Company will empower employees with the digital literacy skills needed to thrive in today’s economy. This initiative will not only support individual businesses but will also have a multiplier effect on the local economy, encouraging further investments and enhancing the overall quality of life in these areas.

By establishing the Company in an Oram, Utah-qualified HUBZone and expanding into qualified HUBZones in Chicago and Houston, Mr. Hejazi will play a direct role in addressing economic disparities in underserved areas. His focus on job creation, workforce development, and supporting SMEs will generate measurable socioeconomic benefits, including increased employment, improved digital capabilities, and strengthened local economies. This strategic expansion attests to the national importance of his endeavor, as it contributes to the U.S. government's broader goals of economic revitalization and inclusive growth in historically underutilized business zones.

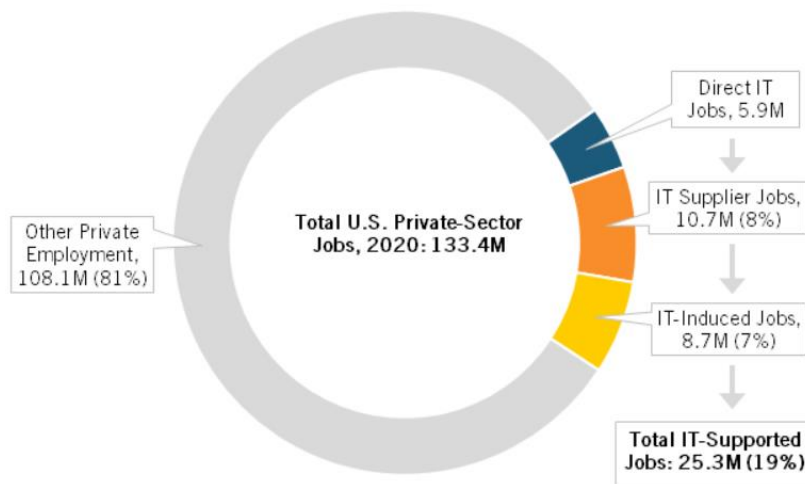
7.8 Financial Benefits

Professionals such as Mr. Hejazi create jobs and act as engines driving economic activity. By the end of Year 5, the Company will have hired and trained a total of 22 in-house employees, all of whom will be either U.S. citizens or permanent residents, thereby stimulating the U.S. economy both by creating new jobs and increasing the total amount of taxes paid. Over the next five years, the Company expects to make the following tax payments to the U.S. Government, as listed in the graph below:



7.9 Broader Job Creation Benefits

The IT sector makes an outsized contribution to the U.S. economy as a leading exporter that creates high-paying jobs, including for non-college-educated workers, while producing highly innovative products and services that drive broad-based growth, counteract inflation, and improve people’s quality of life.⁹⁰ The impact of the IT sector on U.S. jobs and output goes far beyond just the sector. The IT sector purchases goods and services supplied by other industries to support its core activities, which in turn creates output and jobs. In addition, IT workers spend their earnings on various goods and services, which creates so-called induced jobs. The sector employed 5.9 million workers in 2020. When the multiplier effect—which accounts for the estimated number of supplier and induced jobs an industry contributes—is considered, the IT sector also supported an estimated 10.7 million domestic supplier jobs and 8.7 million induced jobs that year. Overall, the IT sector supported a total of 25.3 million jobs, or 19% of private sector employment.



While comparisons with the overall economy are useful, it is important to compare the IT sector with others that are also globally traded. The reason is simple: The United States does not have to worry about losing its Barbershop or Dry-Cleaning Industries to foreign competition, as Americans patronize barbers or dry cleaners in the United States. However, globally traded sectors, such as computer production, software publishing, and automobile production, can be

⁹⁰ Source: <https://itif.org/publications/2022/09/19/how-the-it-sector-powers-the-us-economy/>

lost to foreign competitors, in which case the number of good jobs is reduced, the trade deficit worsens, and the value of the dollar goes down.

Moreover, changes in traded sector output and jobs have multiplier effects on overall domestic output, while changes in nontraded sectors do not. At the regional level, mayors and governors welcome job creation from traded sectors such as IT hardware and software. These industries bring money to the local or state economy, and the companies and their workers spend that money locally, creating even more jobs. As such, traded sector growth provides multiplier effects that nontraded sectors do not. Expanding output in nontraded sectors such as barber shops or hospitals generally does not lead to the net increases in indirect and induced jobs that expanding output in traded sectors leads to.

The Bay Area Technology Council asserts, “For each job created in the local high-tech sector, approximately 4.4 jobs are created in the local non-tradable sector in the long run. These jobs could be for lawyers, dentists, schoolteachers, cooks, or retail clerks. In short, the income generated by high-tech industries spurs a high rate of economic activity that supports local jobs.” The multiplier is high because of the high levels of disposable income these workers have to create jobs in other sectors, including nontraded jobs. Moreover, IT companies buy inputs, which also support jobs.

It is possible to quantify the impacts of the Company on the number of jobs and household earnings by using the RIMS II Multipliers from the Bureau of Economic Analysis (BEA).⁹¹

The following table shows the BEA’s RIMS II multipliers for the 5419A0. All other miscellaneous professional, scientific, and technical services in Utah:

MULTIPLIER		
Region: Utah (Type II) Series: 2012 U.S. Benchmark I-O data and 2021 Regional Data	Direct Effects	
	Earnings (Dollars)	Employment (Jobs)
	1.8311	2.2343

⁹¹ The Bureau of Economic Analysis (BEA) is an independent, principal federal statistical agency that promotes a better understanding of the U.S. economy by providing timely, relevant, and accurate economic accounts data in an objective manner.

DocuIntellect Technologies

According to the BEA's RIMS II Multipliers, by operating in the 5419A0 All other miscellaneous professional, scientific, and technical services in Utah, DocuIntellect Technologies will:

- A. Generate direct effects on employment equivalent to 49 jobs in Year 5 as it will reach a total of 22 in-house employees in the same year, as shown in the Personnel Tables (Section 5.13).
- B. Generate direct effects on household earnings equivalent to \$3,694,762 in Year 5, as its payroll will reach \$2,017,783 in the same year, as shown in the Personnel Tables (Section 5.13).

However, the national impact of the Company's activities will not be limited to Utah alone. Therefore, it is important to analyze the employment effects of Mr. Hejazi's Company on employment nationwide. According to the national job multipliers published by the Economy Policy Institute (EPI)⁹² on January 23, 2019, 100 direct jobs in the other Professional, Scientific, and Technical Services Industries in the United States generate a total of 154.3 total direct indirect jobs, as demonstrated in the following table:

	Industry	Direct Jobs	Supplier Jobs*	Induced Jobs**	Total indirect jobs
133	Other professional, scientific, and technical services	100.0	70.8	83.6	154.3

By the end of Year 5, the Company will have 22 in-house employees. Thus, the Company will lead to the creation of an additional 33 indirect jobs according to the multipliers provided by the EPI.

⁹² The Economic Policy Institute (EPI) is a nonprofit, nonpartisan think tank created in 1986 to include the needs of low- and middle-income workers in economic policy discussions. To achieve this goal, the EPI conducts research and analysis on the economic status of working America.

8 Final Remarks

Prong 1: The Petitioner's Proposed Endeavor Has Substantial Merit and National Importance

Mr. Hejazi's proposed endeavor through DocuIntellect Technologies holds substantial merit and national importance as it addresses critical technological and operational challenges faced by small and medium-sized enterprises (SMEs), government agencies, healthcare providers, financial institutions, and legal firms in the United States. By offering innovative services such as AI-driven document processing, cloud integration, workflow automation, and educational workshops, Mr. Hejazi will provide tailored solutions to improve productivity, enhance regulatory compliance, and optimize decision-making processes across these sectors. His proposed endeavor aligns with national priorities, including advancing digital transformation, promoting innovation, and strengthening the resilience of key industries. Moreover, his focus on delivering cost-effective and scalable solutions will enable underserved businesses, including those in economically distressed areas, to access cutting-edge technologies. These efforts will generate widespread socioeconomic benefits, including increased operational efficiency, reduced costs, and enhanced global competitiveness for U.S. businesses while promoting the economic revitalization of underserved communities.

Prong 2: The Petitioner Is Well-Positioned to Advance the Proposed Endeavor

With over 19 years of experience in software development, database management, and artificial intelligence, Mr. Hejazi is uniquely equipped to advance his proposed endeavor. Throughout his career, he has led nationally significant projects, such as the Safe City and Unified Traffic System in the UAE, which demonstrate his ability to design, implement, and manage complex systems with far-reaching impact. His expertise in AI-driven solutions, cloud integration, and workflow automation positions him as a leader in addressing the specific challenges faced by U.S. SMEs and key industries. Mr. Hejazi's proven record of delivering scalable and impactful solutions, combined with his ability to forge strategic partnerships with technology providers, will ensure the success of DocuIntellect Technologies. His commitment to workforce development through educational workshops and webinars further highlights his capability to not only enhance business operations but also equip U.S. workers with the skills necessary for long-term success in a technology-driven economy.

Prong 3: On Balance, It Would Be Beneficial for the United States to Waive the Labor Certification Requirements

Granting a waiver of the labor certification requirements for Mr. Hejazi's EB-2 visa application will directly benefit the United States. His specialized expertise in document digitization and management, intelligent document processing, and digital transformation solutions addresses national priorities and fills a critical gap in the U.S. market. DocuIntellect Technologies will empower SMEs and other organizations to overcome technological barriers, streamline operations, and remain competitive in a rapidly evolving economy. Mr. Hejazi's unique qualifications, demonstrated by his leadership in large-scale projects and mastery of advanced technologies, cannot be easily replicated by other U.S. workers. His services will not only bolster the operational efficiency of individual businesses but also contribute to broader economic growth, job creation, and workforce development. By waiving the labor certification requirements, the United States will ensure the timely establishment of DocuIntellect Technologies, enabling Mr. Hejazi to deliver critical solutions that enhance the nation's competitiveness, innovation, and economic stability.