

UNIVERSIDAD TECNOLÓGICA NACIONAL

FACULTAD REGIONAL PARANÁ

INGLÉS 1

2020

# S&M SOLUTIONS



# Map of the presentation

## ◎ **Company description**

1. Markets and Services
2. Company Organization
3. Company History

## ◎ **Project Development**

1. Tour round the landmark
2. Problem Statement
3. Project Description

# COMPANY DESCRIPTION

Markets  
and services

# Markets and services

Streets and Roads



Industries and Companies



# Markets and services

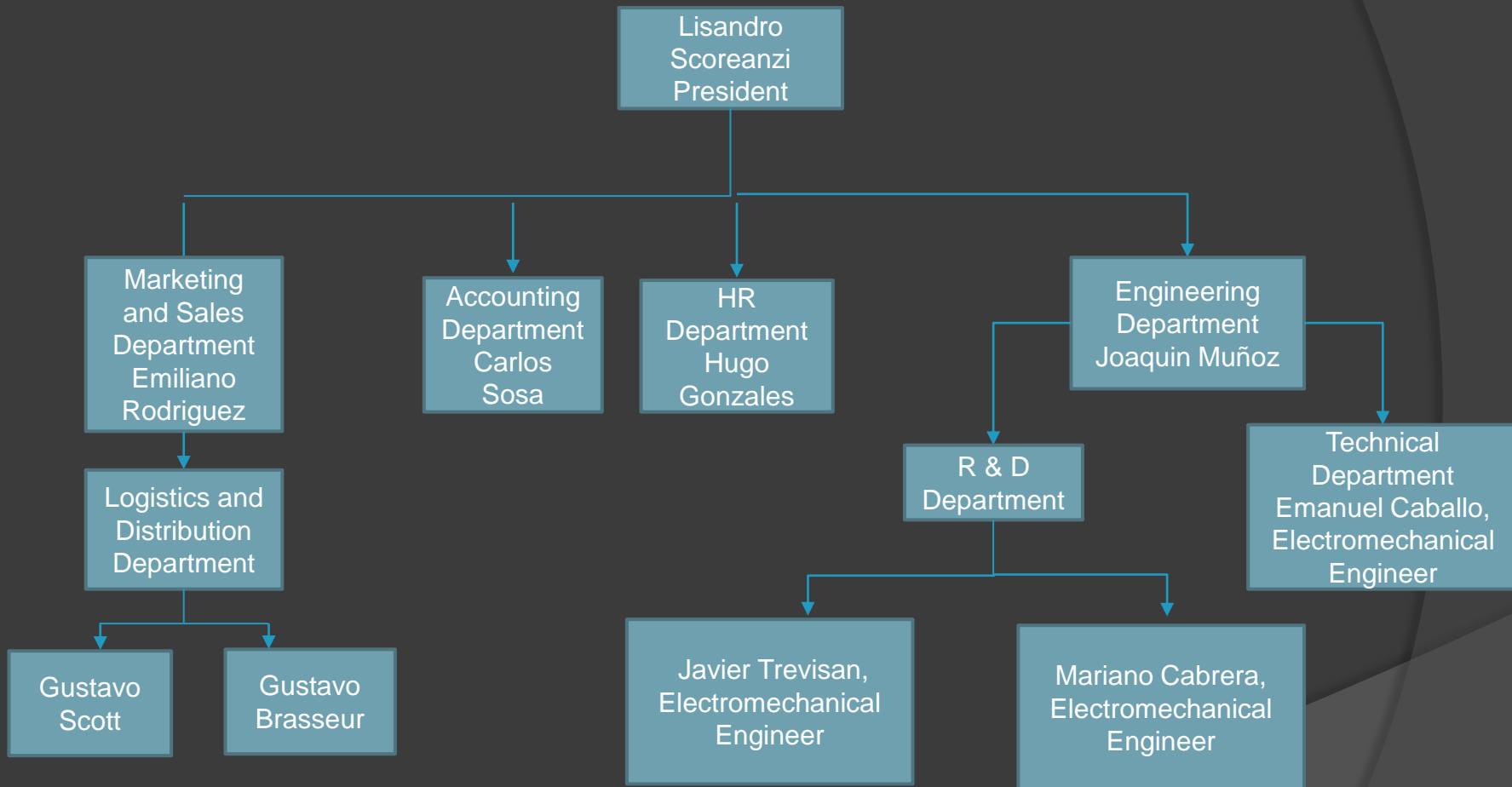
## Public Spaces and Parks



# COMPANY DESCRIPTION

Company  
Organization

# Company Organization





# COMPANY DESCRIPTION

Company History

# Company History

- 2013 – Lisandro Scoreanzi founds S&M Solutions and hires Juakin Muñoz.
- 2014 – The company expands with more employees and it generates a restructuration of the organization.
- 2015 – S&M Solutions associates with international companies.
- 2017 – The company participates for first time in a public project.
- 2018 – The company wins the tender for the lighting of a national highway
- 2020 – S&M Solutions leads the photovoltaic lighting market in the province.

# PROJECT DEVELOPMENT

Tour round the  
Landmark

# Tour round the Landmark

## Map of Thompson Beach



# Tour round the Landmark



# Tour round the Landmark





# Tour round the Landmark



# Tour round the Landmark





# Tour round the Landmark



# Tour round the Landmark





# Tour round the Landmark



# PROJECT DEVELOPMENT

Problem  
Statement

# Problem Statement

- The problem that our company wants to solve is the insufficient lighting that makes the area an unsafe location.



# Problem Statement

- Here we can see a poor illumination in a public place with a lot of people.



# Problem Statement

- In this picture this place becomes a very dark zone and all the people in this site are at risk of an assault.



# Problem Statement

- In these pictures we can see this problem in the different places of this area.
- We can see that the artificial illumination is poor, and that difficult the comfort of the users.



# Problem Statement



# Reasons why the Thompson beach is a dark area

- ◎ The reasons can be divide into three parts:
  - Luminaries
  - Cables
  - Other reasons

# Luminaries

- ⦿ There are few lamps and the zone is too large.
- ⦿ The lamps in this place are old or have inefficient technology.
- ⦿ In this type of lamps like allogenene technology is frequently the failure of the lamp.

# Cable

- The allogene lamps use cable underground and there is a problem because when the river level rises, all the zone floods.
- Other problem with the underground cable is that some people can steal it.

# Other reasons

- Another factor is that there is a lot of large trees in the area.
- A poor investment from the municipality.

# PROJECT DEVELOPMENT

Project  
Description

# Project Development

- Stage I:

Clear the area.

Remove the old Luminaries.

# Project Development

- Stage II

Prepare the luminary structure.

Prepare the electrical parts of the system.

Install the structure in the posts.

Then add the electrical parts.



# Project Development

- Contingency Plan:

Assemble the luminaries in the workshop.

Use a crane for installing the artefact already assembled in its final position.