



University: Universidad Tecnológica Nacional Facultad Regional Paraná

Students' Names: Pablo Pomies and Franco Amatilli

Career path: Electronic Engineering

Class: Inglés 1

Date: October 26th, 2020.

Company's Name: Optimal Parking at a Fair Cost (O.P.F.C.)

Draft #6

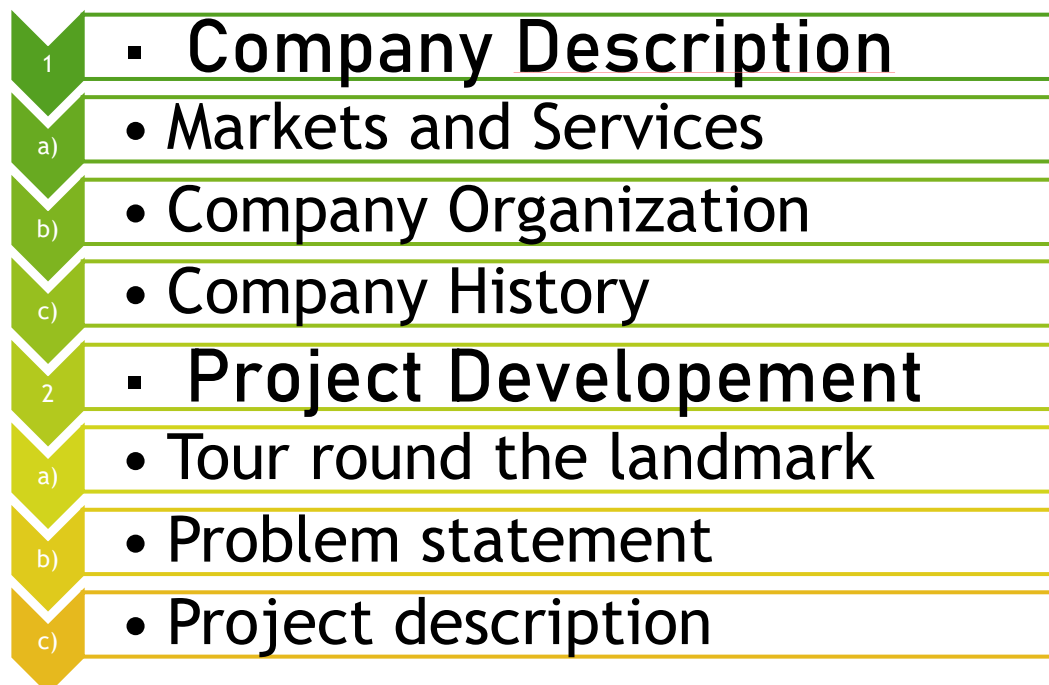
INTRODUCTION

Good Afternoon! I am Pablo Pomies, I am 22 years old and he is my partner Franco Amatilli, and we are the owners of O.P.F.C.

As my partner has just said, my name is Franco Amatilli, and I am 22 years old too. We are electromechanical technicians. We are from San Cristobal, a small town in the North of Santa Fe where we grew up together. Our strong point, as technicians, is space optimization.

Our company O.P.F.C. SA. (Optimal Parking at a Fair Cost) provides eco-friendly parking renewal services helped by an algorithm. The corporate headquarters is in Paraná at 5131 "De las Americas" Avenue. On our website www.opfc.com.ar, you can see some of our projects and how we work. We have enrolled in the call for tenders organized by Parana City Hall to address the problem of parking lots in Balneario Thompson.

This presentation will consist of 6 parts, as shown on the map. First, we are going to talk about our markets and services, next we are going to explain the company structure, and, after that, we are going to present our history, we are going to tell you when the company was founded, and the problems that we had and how we overcame them, then we are going to give you, a tour round the Landmark, describing it, and telling you which the most interesting places there are. Finally, to close our presentation, we are going to describe the problems in the parking lot and our plans to demonstrate that we are qualified to carry out the plan presented in this tender.



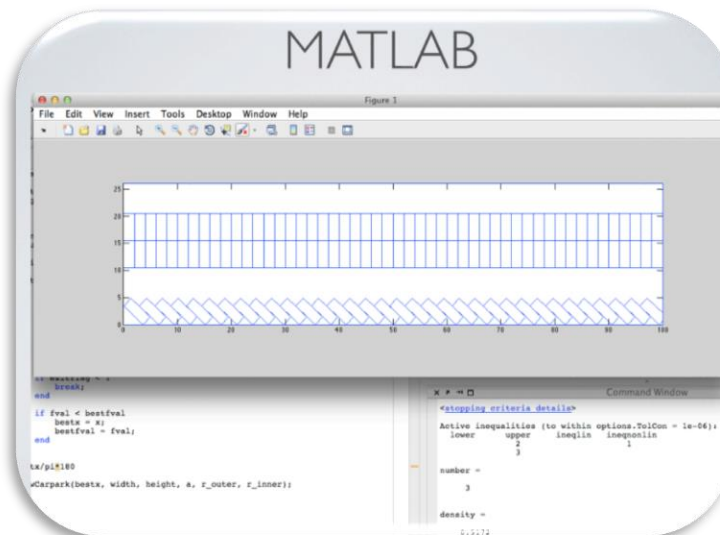
So, to begin our presentation, we are going to give you a brief look at the Markets and Services that we provide.

MARKETS AND SERVICES

Nowadays our main market are companies that are in Paraná, we provide services to our customers based on space optimization, renovation, and construction of new eco-friendly parking spaces.

In this way to obtain more space for parking and get efficient traffic in the parking lot we offer:

- An extensive topographic survey.
- Application of our space optimization algorithm.



Also, we say that we build eco-friendly parking lots because we offer:

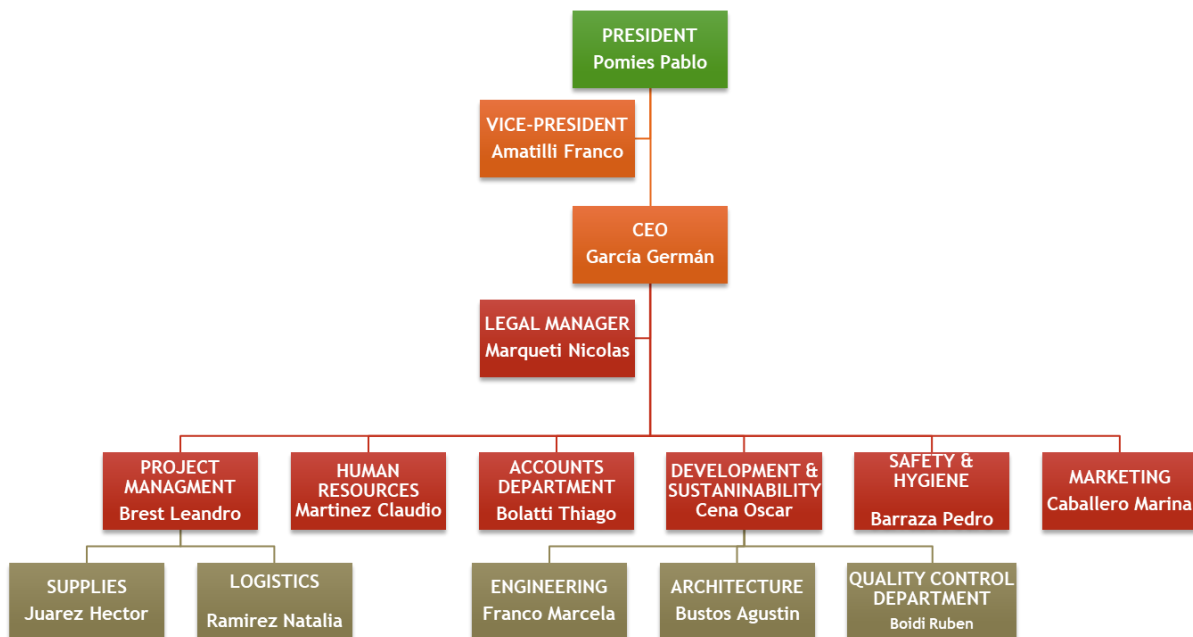
- Implementation of permeable pavements
- Tree planting areas with naturalized drains
- Use of lab-tested materials



This type of implementation allows the drainage of the flow of rainwater and the use of the parking lot all year, even if there are several rainy days in a row.

Now, we are going to show you how our company is organized.

COMPANY ORGANIZATION



Our work as PRESIDENTS is to organize the company in the best way, choosing each department head according to their experience and capacity for the work to be developed.

In our company, there are seven main departments, and two of them have sub-depts. The work of Germán García, as CEO, is based on administrative management, making business decisions, and determining our future goals to build innovative parking lots. He is advised by the LEGAL MANAGER of our company, Marquetti Nicolas, he ensures that plans and materials are approved by the Town Hall and informs the regulations in force.

Leandro Brest, our PROJECT MANAGER, is responsible for leading the construction in place, he checks that the suppliers and logistics dept. works, also he controls the team formed by Human Resources.

Natalia Ramirez, who oversees the LOGISTICS, ensures that the materials bought by the supplier's dept, arrive on time, in the better conditions possible, she always talks with Hector Juarez, who leads SUPPLIERS DEPT., he does business with distributors, like Loma Negra, he orders the components for the permeable concrete, the tubes, the fertile soil, etc.

HUMAN RESOURCES whose head is Claudio Martinez hires people for all depts., for example, for this project, we are going to need more builders, plumbers, and gardeners for the construction. When we need new personnel for the accountant, marketing, or development depts, we trust him, because he makes excellent decisions.

Thiago Bolatti runs the ACCOUNTANT DEPARTMENT, the dept. responsibility is to pay bills, salaries, and collect fees. Usually, Thiago has meetings with Hector because the price of the materials changes every day. In addition to this, they record the results to determine new economic strategies to expand our services.

One of our best professionals, Oscar Cena, is in charge of the DEVELOPMENT AND SUSTAINABILITY DEPARTMENT. He deals with three important depts. Engineering, Architecture, and Quality Control. His main activity is to organize and check the compatibility of the new ideas that the teams made, he has to ensure that the construction plans are possible and they will not cause any negative environmental impact.

The sub-dept of ENGINEERING, which Franco Marcela runs, makes all the complex calculus that the parking will need to be durable, and prepare the algorithm to ensure the space optimization that we offer.

The sub-dept, of ARCHITECTURE job, is to make the buildings plans, Bustos Agustin reports them to Oscar and makes changes if they do not pass his look.

The sub-dept of QUALITY CONTROL supervised by Juan Romero, has a team that checks the algorithm rubrics, also they lab-test the materials that will be in the parking, they probe the permeable pavements and the perforated pipes for the naturalized drainages.

Another pretty important part of the company is directed by Barraza Pedro, it is the SAFETY & HYGIENE Department. The job to be done by this area is to guarantee the well-being of the workers, especially in the construction where there are more problems. He teaches prevention for accidents and occupational diseases. In addition to this, he and his team are concerned with the last changes that parking lots need to be safe places.

And the last one, the MARKETING DEPARTMENT, led by Marina Caballero, has a team that designs publicity, and does business with social media and events. They give us, a great social image.

At this point, we are going to tell you about the history of our company.

HISTORY OF THE COMPANY

O.P.F.C. was founded in 1980 by my father, Ricardo Pomies, a Senior Construction Technician. He started doing parking maintenance. He had a small office at home in the suburbs of Paraná and there were only two employees at that time.

In 1985, Mr. Pomies bought a bigger land, to build new warehouses and offices, and hired-personnel for the permanent staff, in the year 1998, his nephew Sebastián Quinteros, who graduated as a civil engineer from National Technological University at Paraná, joined the company and together they got into a wider market, offering new structural restoration services.

In the year 2001, they had to adjust to the crisis in the country and the business services fell down sharply. To avoid bankruptcy, they had to take out a loan and lay off some employees.

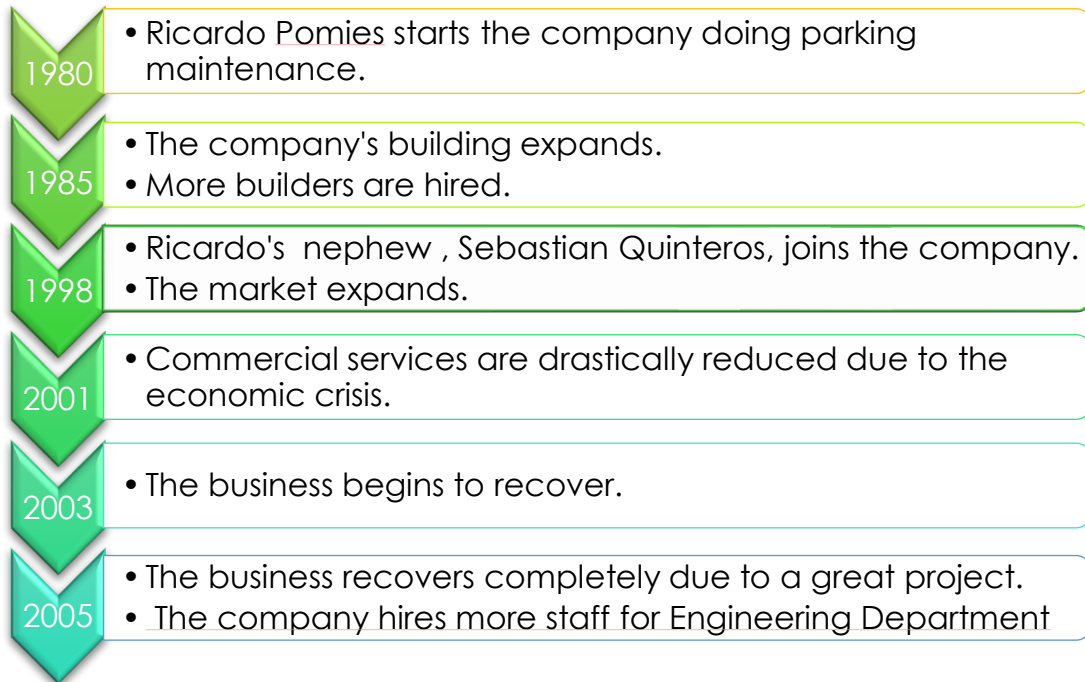
In 2003, after a difficult period, the business increased slightly and remained steady for two years.

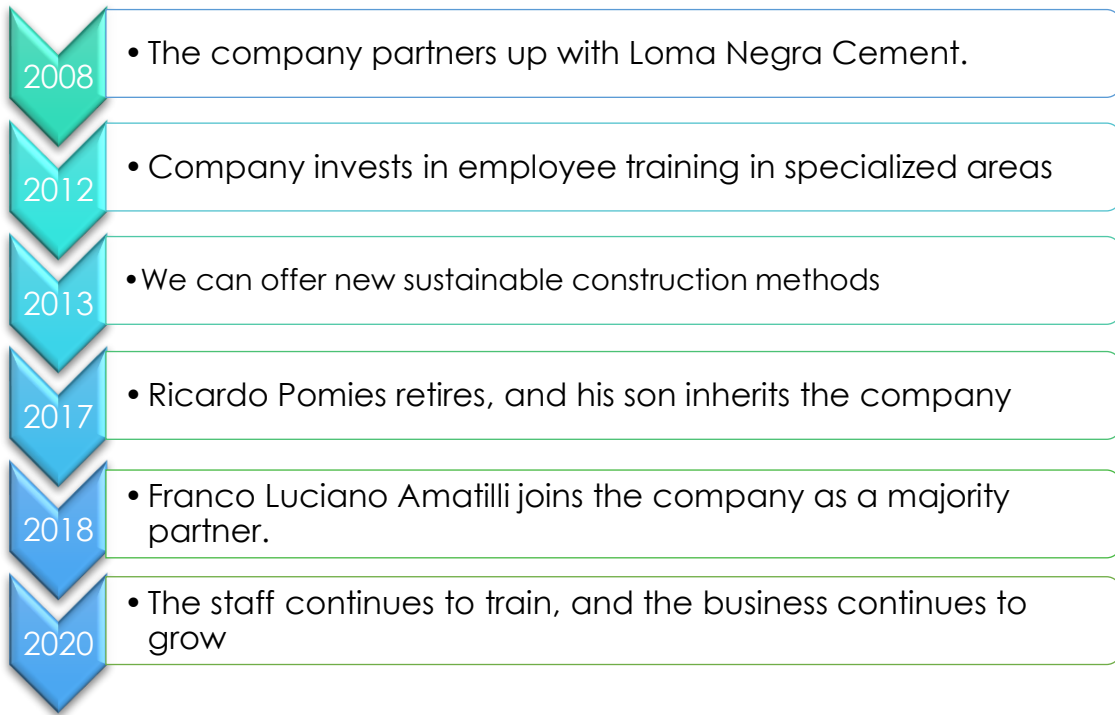
After a two-year crisis, the business recovered completely. They were recognized in the area owing to a project they carried out for Cartocor. For that project, the company had to hire more staff for the Engineering Department.

In 2008, the company launched construction services in association with Loma Negra Cements. This partnership allowed for a better workflow, reduced cost, and sped up the logistics process.

In 2012, we invested in employee training, acquiring new knowledge in specialized areas, algorithms development, and sustainable materials were highlighted. The following year, O.P.F.C. got the results, it was an improvement in the number of vehicles per square meter, and the creation of new sustainable and comfortable environments designed with durable materials.

In 2017, Ricardo Pomies, my father, retired and I took over the company. In early 2018, Franco Amatilli became a majority partner. Since then, we have continued training our staff and expanding our business.





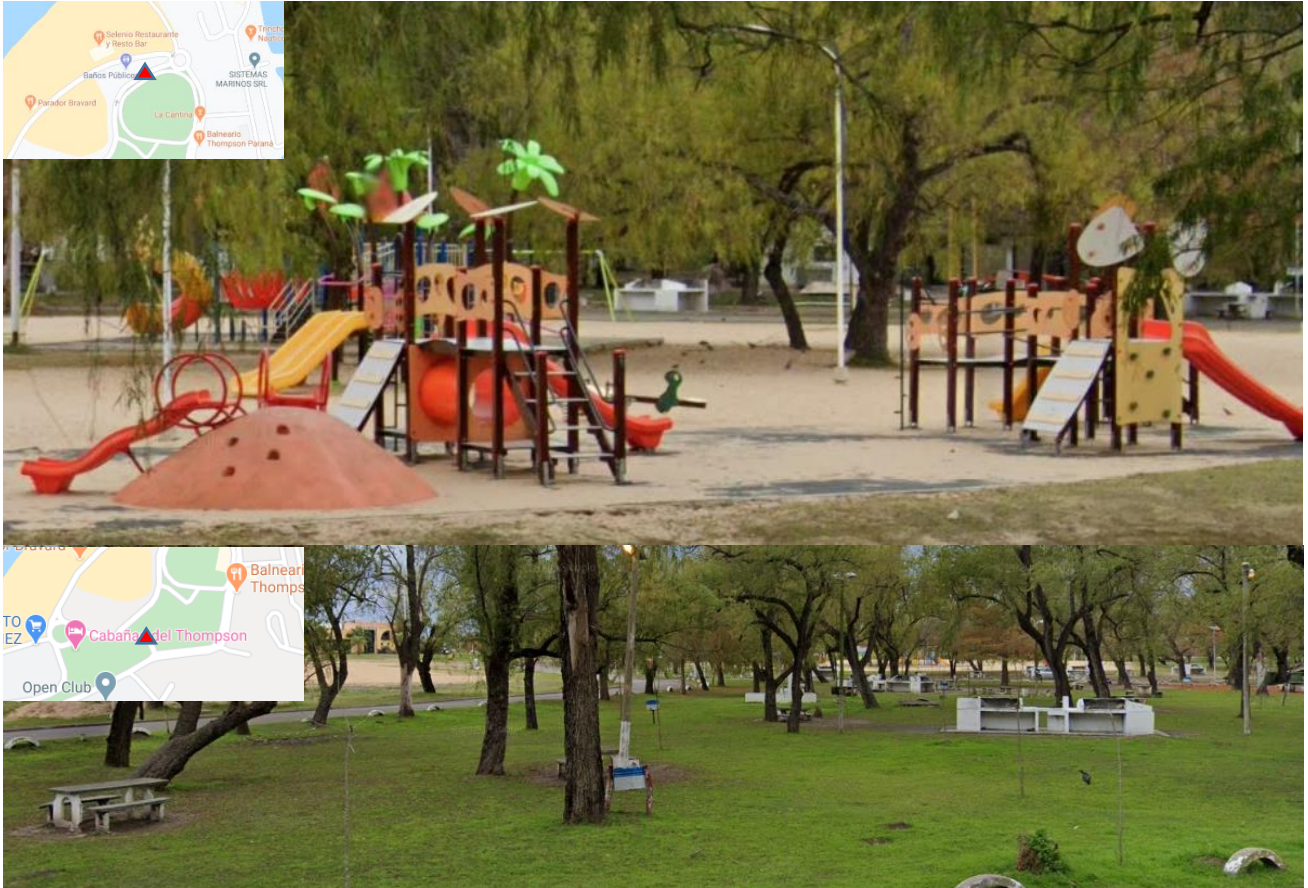
Now, let us give you a tour around Thompson Beach

TOUR ROUND THE LANDMARK

This is a map of our pedestrian route; we start the tour on Augusto Bravad Street, around the municipal campsite, and then walk along the beach.



In the first step of our tour, before entering the beach we can see several houses and small grocery stores. As you walk up to the beach, if you turn left in the roundabout, on the left side, we can see the municipal campsite. It has a playground for children, and next to it, there is a place which is full of grills, tables, and benches to delight a great barbecue around.



After looking at the campsite, opposite it, if we turn our head quickly, we can see the police station. It is a little far from the beach, but it could be useful to know there is police presence there.



In the next step of our tour, again near the roundabout you can see a public pool; it is a great attraction for people who do not like to swim in the river.

Next to it, if you look closely, there are many fitness machines. On the right side of the picture, there is a stationary bicycle, also on the left, there is a back-exercise machine and between them, we can find a lumbar training machine.



In this picture, you can see more machines, and pretty close to them there is a building in the background, where, if you do not want to exercise, you can have a cold beer, or taste the fish dishes of the restaurant.



Opposite the restaurant, there are public bathrooms, which look pretty modern.



And, as you walk up, there is a summer pub, it is a nice place to have a party at night.



Now, getting into the main spot in the landmark, the beach, a quiet place, has a lot of space for people, the water is warm and there are many beach umbrellas to relax and take shelter from the sun, between the restaurant and the river.



At the end of the tour, we can see again the road, but there is not delimited parking, and that is what we are going to improve.

At this time, we are going to describe the problems in place

PROBLEM DESCRIPTION



In Paraná, many citizens constantly complain about different problems related to parking and the irresponsible attitudes of some people. In addition, in summer season many tourists come to the city and the number of cars rises. Consequently, to find a parking space becomes tedious.

In this picture of the beaches' parking structure, we can see that it was not planned properly. It is known that the city tried to save money, and there has not been any innovation since then.

Right in this photo, there are not many cars, but unfortunately, this place always becomes full; some people can park along the street in the background of the picture, but many cannot.



Despite that, people keep entering there, but they must return, although some of them park anywhere and blocks people's passage.



In this sense, you can see that the red vehicle does not have the defined area to park and is blocking a pedestrian crossing! Also, if you pay attention in the middle of the picture, there is damaged pavement that leaks water due to the fact that this pavement is not prepared for this type of places.

Seeing this satellite photo, we can say that if the "drop shaped" roundabout, in the left bottom of the picture is full, the roundabout in the opposite corner is going to be bottlenecked. As a consequence, tourists will not be very pleased because they will need to walk a long distance to find the beach.





As result, our Development & Sustainability Department considers that today this parking lot has a capacity that is not suitable for touristic place, they are worried about the lack of drainages and porous asphalt which this place needs.

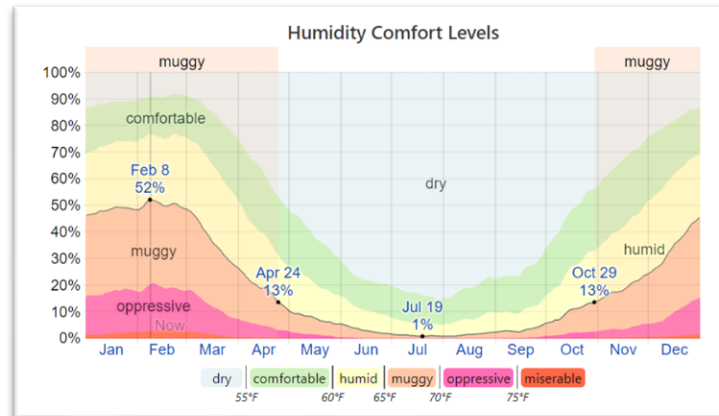
Next, we are going to move on to our plan to solve the problems mentioned above. We prepared two different stages to be carried out.

PROJECT DESCRIPTION

Our Operations Department is going to adapt the solutions according to the geography and infrastructure of the **Bañero Thomson** parking lot.

Stage I:

If we are selected, our project will start in January because of all the preliminary work that has to be carried out, as you can see in the image, the best months for construction are in winter, so we are going to prepare our calendar based on this.

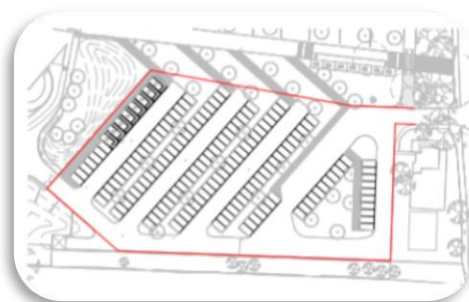


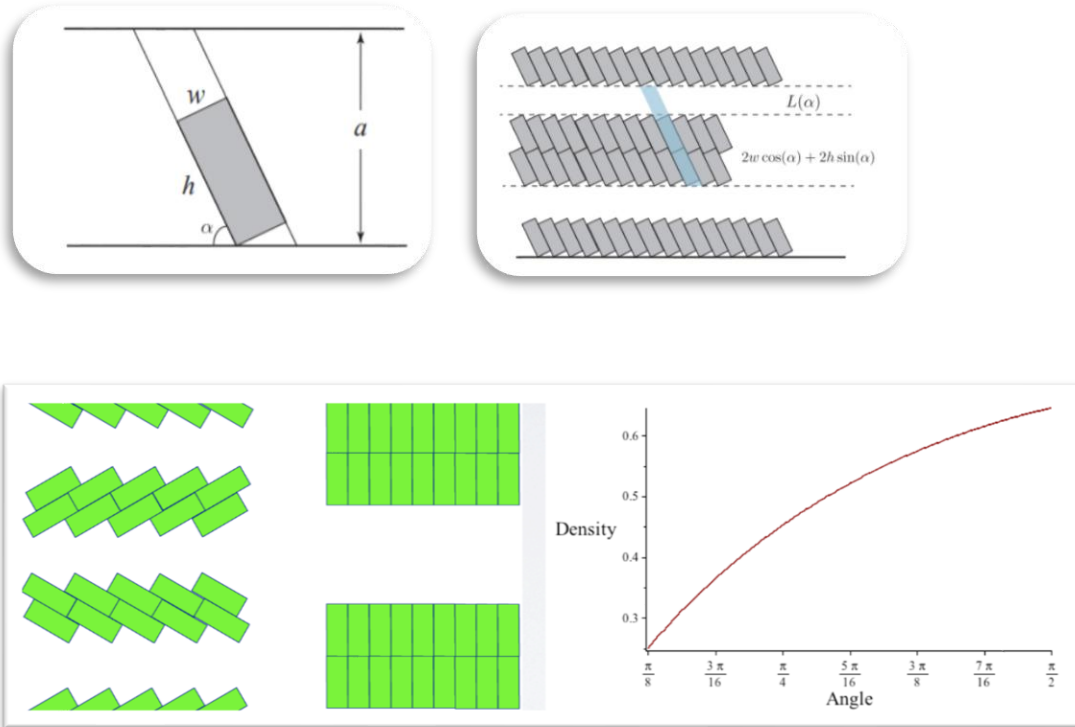
In the first step, our ENGINEERING DEPT. is going to do a topographic survey and carry out a data collection that the design department is going to need.



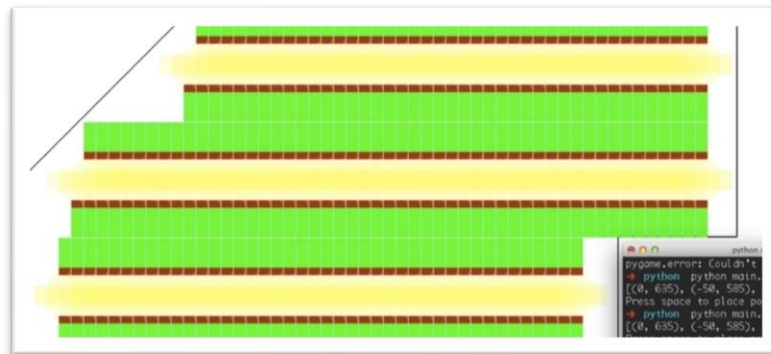
That information is going to be used to decide the format of the parking through our program of optimization.

It measures the longitude of the area that we can use based on a polygonal shape. It calculates the angle which allows us to get the major amount of parking slots, as you see in the "Density" axis.





Then it defines that quantity and displays the area with the slots drawn in green. Also, as the picture shows in yellow, you can see the calculated space, that the roads of the parking lot are going to need for the circulation of cars. In addition to this, in red, you can see some space that is going to be used for vehicles maneuvers.



Then when the plans are ready, our ACCOUNTS DEPARTMENT. is going to draw up a budget for all the materials that our builders' team is going to need.

Next, the SUPPLIES team. is going to buy the materials to our partner Loma Negra and the Logistics Dept is going to bring them to the parking at **Balneario Thomson**. Also, they are going to bring the machines that we lease.

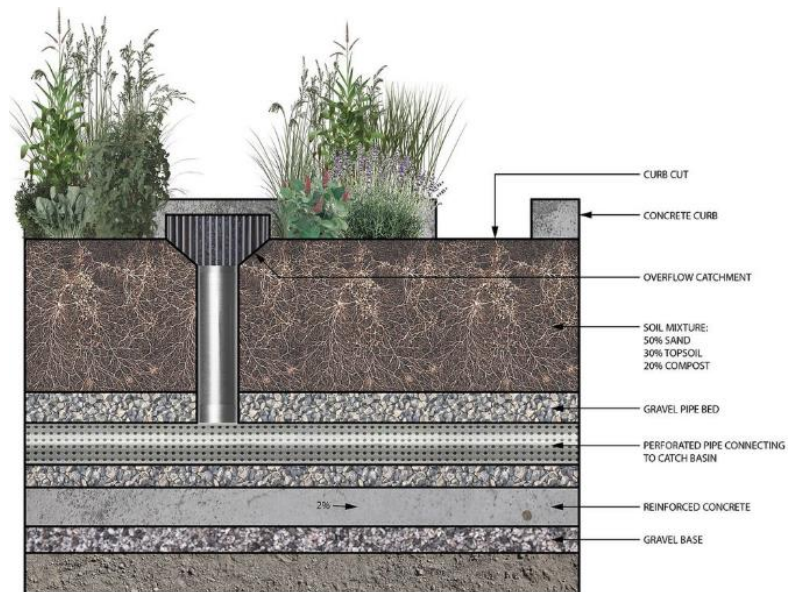
Stage II:

The first problem is going to be solved by THE DEVELOPMENT & SUSTAINABILITY DEPARTMENT. It takes care of the lack of slots to park.



So, to allow the use the parking lot even if it rains for some days, we are going to make a naturalized-permeable construction that needs the following actions:

1. Builders are going to build the structure for the naturalized drainages.



2. To this end, they are going to put fertile soil over the system, which will allow the growth of plants that will absorb the rain. In addition, we are going to keep the big trees that the parking lot currently has.



3. Next, the construction team is going to construct the permeable pavement for the roads and the slots.



4. The last step is the building of the safety structures, raised Crosswalks, walkways, and pedestrians' crossings.

After the construction, the cars are going to be on quite clean pavement and it is going to be a place for all the tourists to park, as you can see in this render.



Contingency Plan

Considering the complications that may arise during construction, we are going to present the solutions for each of them.

- If it rains for several days, we are going to rent and install a pumping system to extract the water and get back to work as fast we can.
- During construction, there is no place to park inside, so the company is going to incorporate traffic wardens to help the people to park around **Balneario Thomson**.
- if our machinery fails, the Logistics Dept. is going to rent others from the City Hall.

CONCLUSION

As we have seen, our company has specific solutions for all the problems that your parking lot is causing now. For this reason, we can say, thanks to the effort and collaboration of our entire team, we are going to achieve positive results in this project.

Based on our history and our trained staff, we believe that we have the necessary conditions to solve the **Balneario Thomson's** problem.

Universidad Tecnológica Nacional

Facultad Regional Paraná

Inglés 1

2020

Company Presentation 2020

- ▶ University: Universidad Tecnológica Nacional Facultad Regional Paraná
- ▶ Students' Names: Pablo Pomies and Franco Amatilli
- ▶ Career path: Electronic Engineering
- ▶ Class: Inglés 1
- ▶ Date: October 26th, 2020.
- ▶ Company's Name: Optimal Parking at a Fair Cost (O.P.F.C.)
- ▶ Draft #6



O.P.F.C

Optimal Parking at a Fair Cost

General Information

Who are we?



What do we do?



Where are we
located?



Map of the Presentation

1

▪ Company Description

a)

- Markets and Services

b)

- Company Organization

c)

- Company History

2

▪ Project Developement

a)

- Tour round the landmark

b)

- Problem statement

c)

- Project description

Markets and Services



Markets and Services



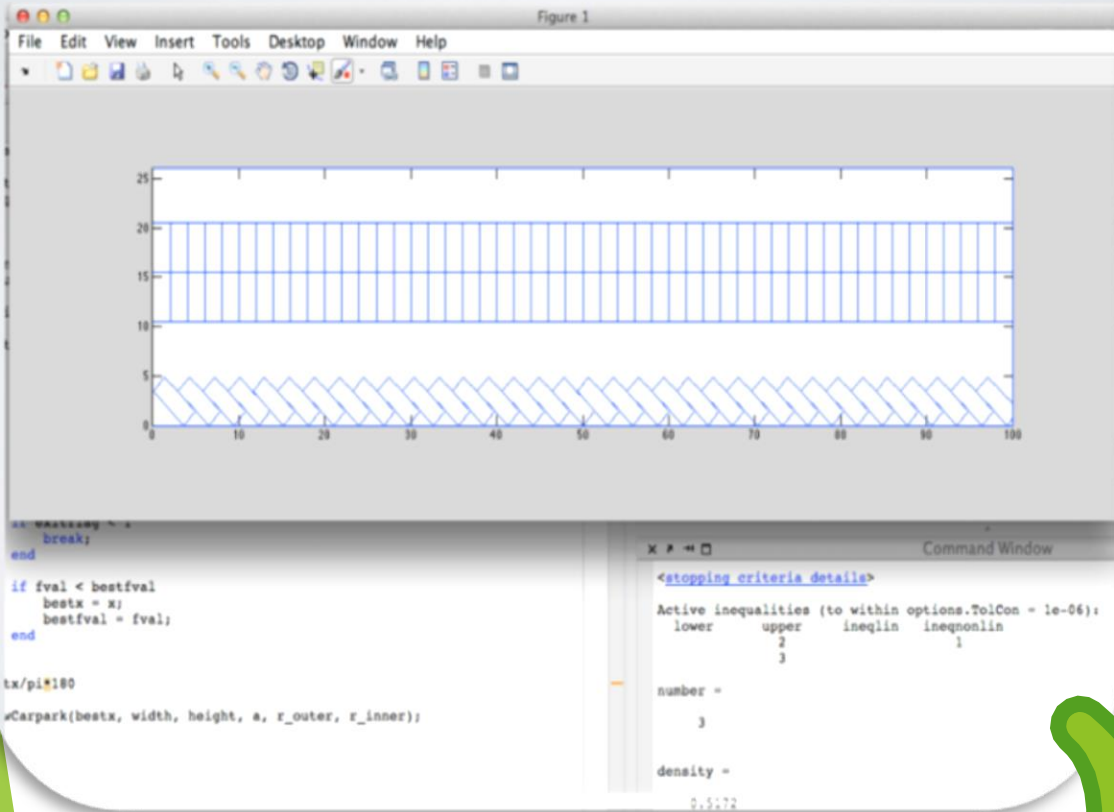
The major part of our services are offered to COMPANIES that are located in PARANÁ



Our company offers SPACE OPTIMIZATION, renovation, and construction of new ECO-FRIENDLY PARKING SPACES

Optimization program

MATLAB



Tested materials



Raised crosswalks walkways



Pedestrians crossings



Why are our
parking
lots
eco-
friendly?

Advantage

Allows the
drainage of
the flow of
rainwater

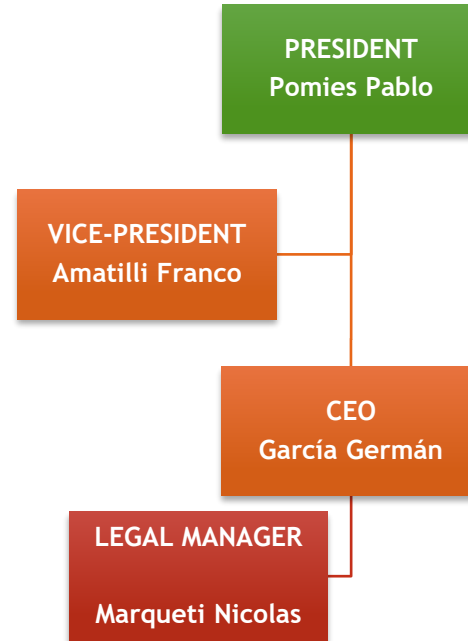


Allows
using the
parking lot
all
year long

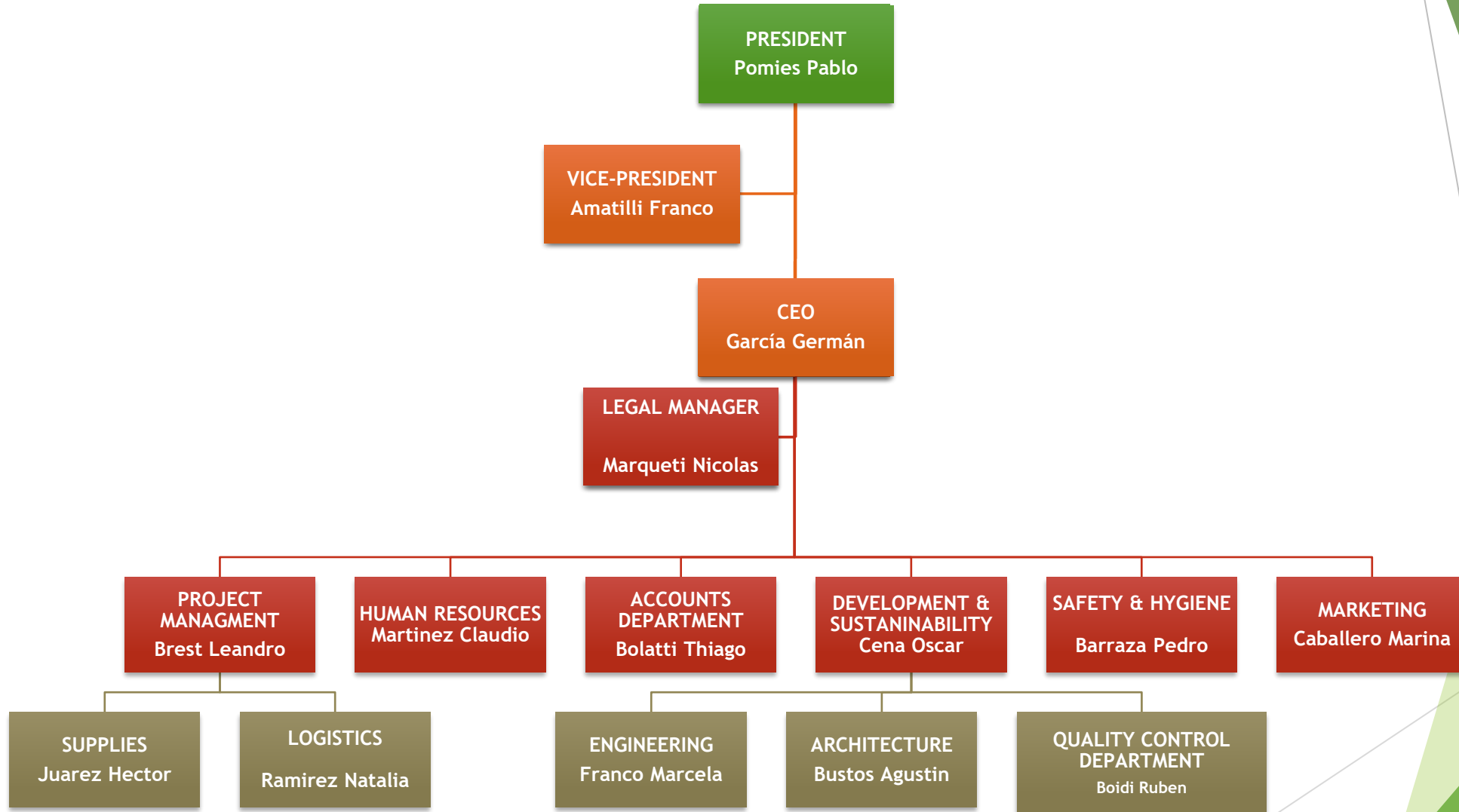


Company Organization

Company Organigram



Company Organigram





Company History

1980

- Ricardo Pomies starts the company doing parking maintenance.

1985

- The company's building expands.
- More builders are hired.

1998

- Ricardo's nephew , Sebastian Quinteros, joins the company.
- The market expands.

2001

- Commercial services are drastically reduced due to the economic crisis.

2003

- The business begins to recover.

2005

- The business recovers completely due to a great project.
- The company hires more staff for Engineering Department

2008

- The company partners up with Loma Negra Cement.

2012

- The company invests in employee training in specialized areas

2013

- The development of sustainable construction methods begins.

2017

- Ricardo Pomies retires, and his son inherits the company

2018

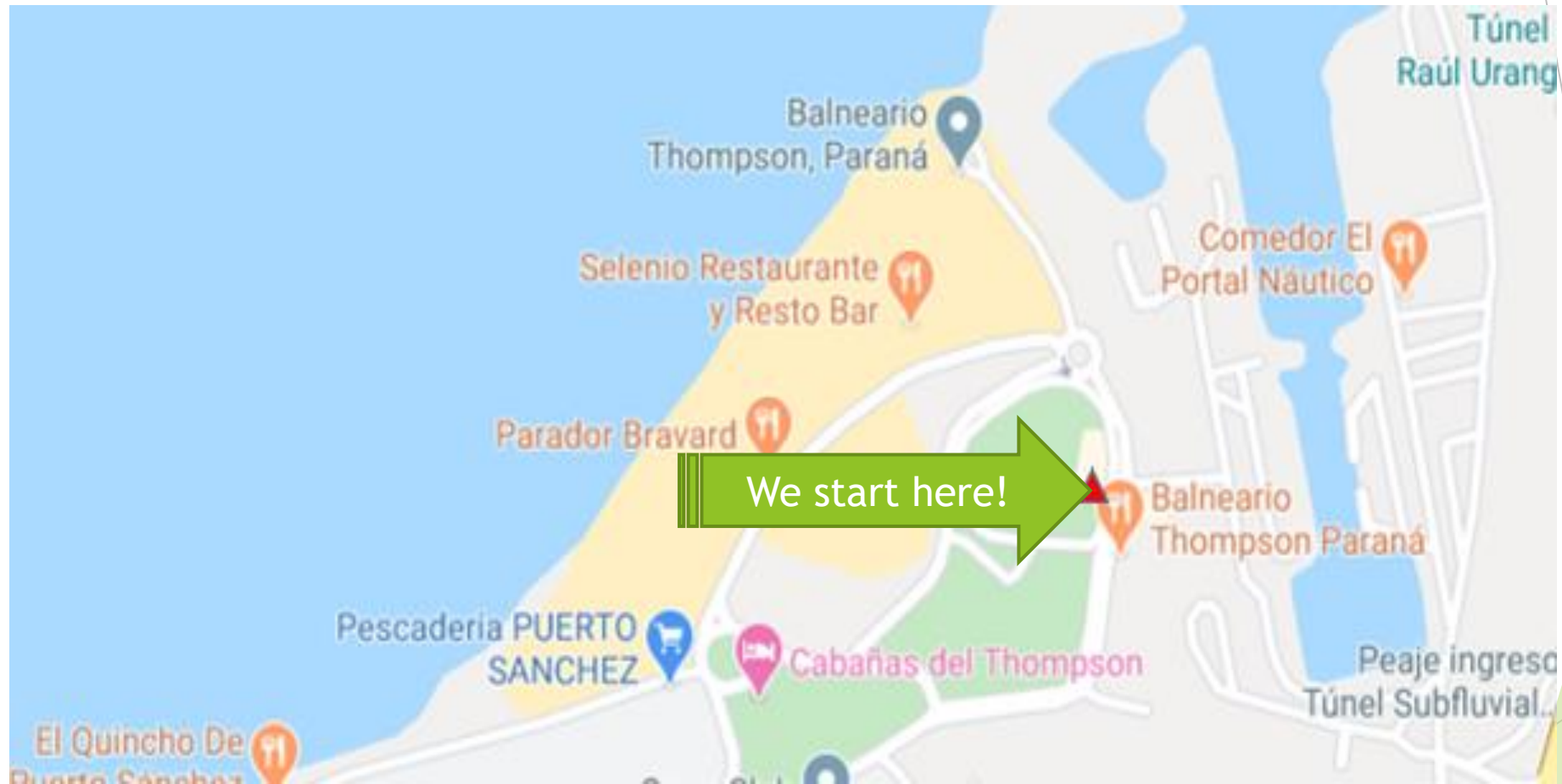
- Franco Amatilli joins the company as a majority partner.

2020

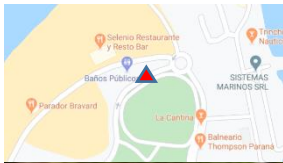
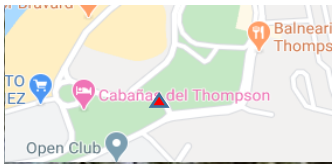
- The staff continues to train, and the business continues to grow.

Tour round the Landmark

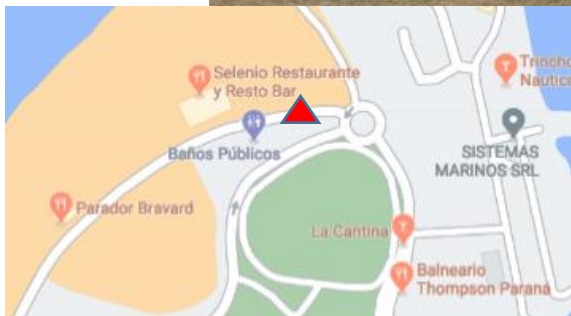












Projet Developement > Tour Round the Landmark

Projet Development > Tour Round the Landmark









Problem Description

A photograph of a city street with cars parked along the curb. The image is overlaid with a dark green semi-transparent rectangle. The text "LACK OF PLACES TO PARK" is written in bright green, bold, sans-serif capital letters across the center of the rectangle. The background shows a street with a white van, a silver car, and a dark car. A sign on a building in the background says "EXCLUSIVO FUNDAYT". A "No Left Turn" sign is visible on a pole. The overall scene is a busy urban environment.

LACK OF PLACES TO PARK



FINDING A PARKING SPACE



CARS BLOCK PEOPLE'S PASSAGE



SATELLITE PHOTO

Consequences

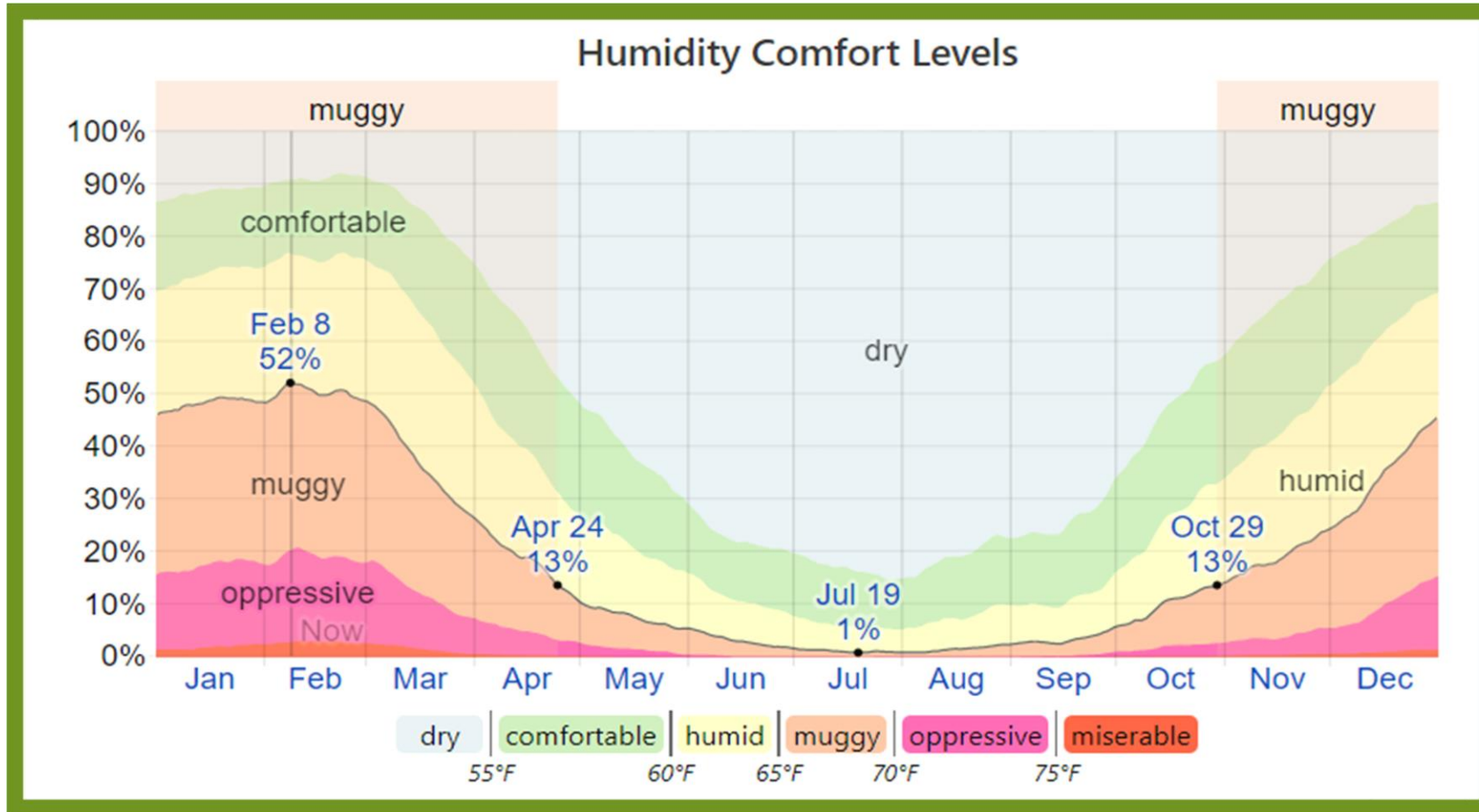




Project Description

Weather Study

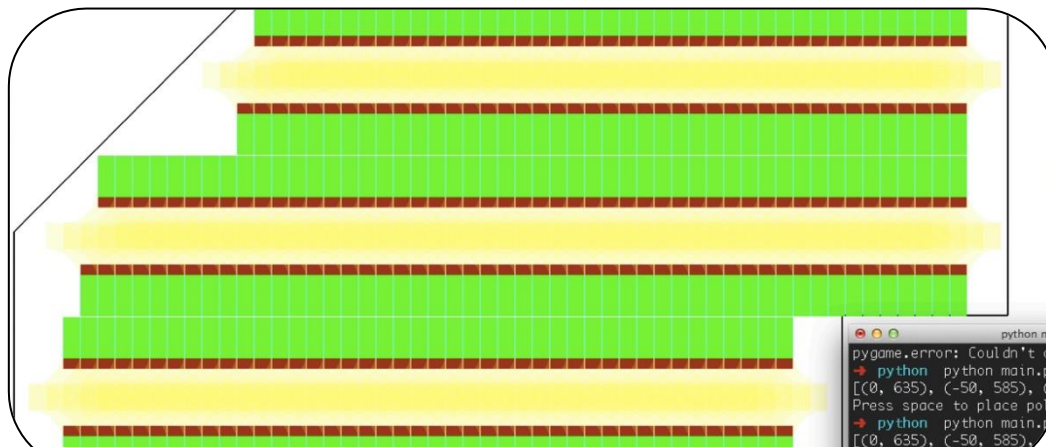
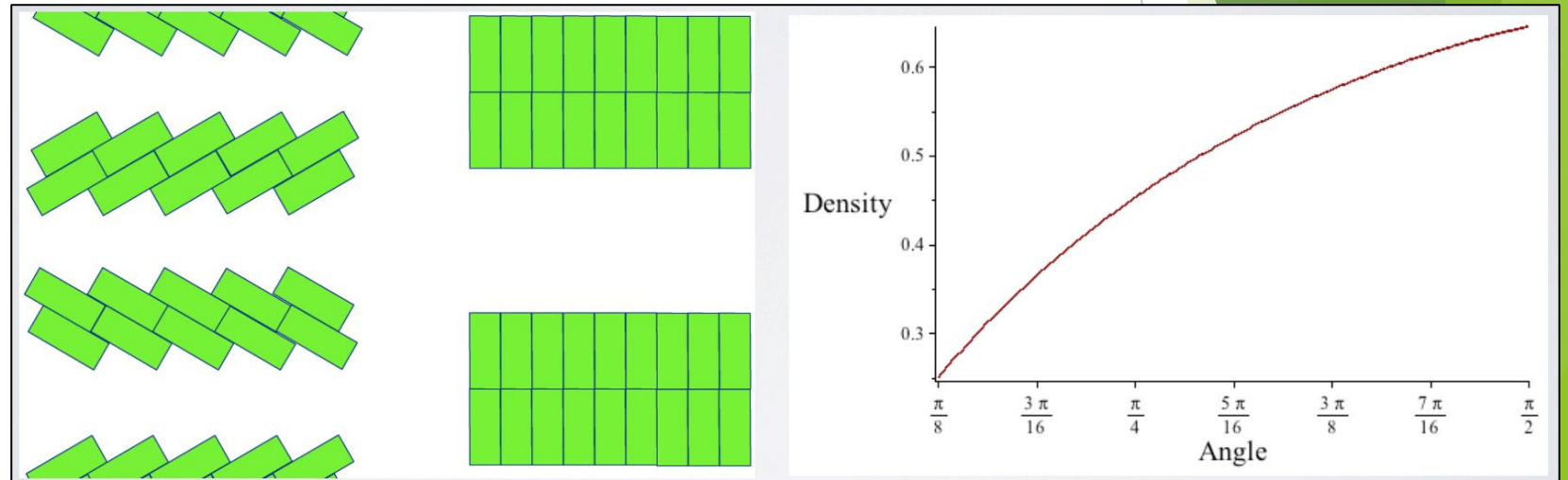
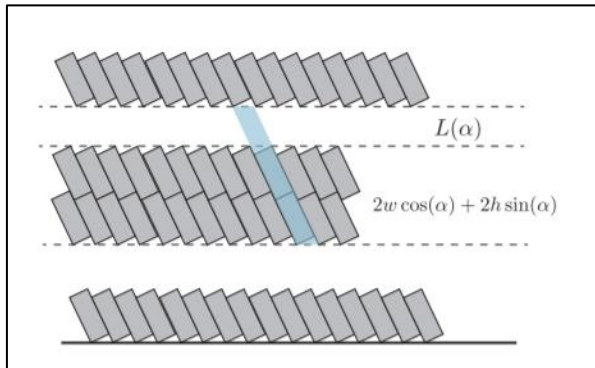
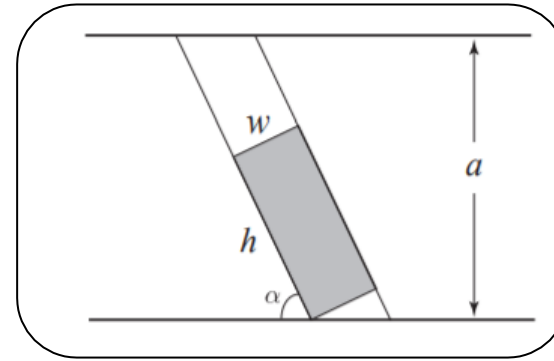
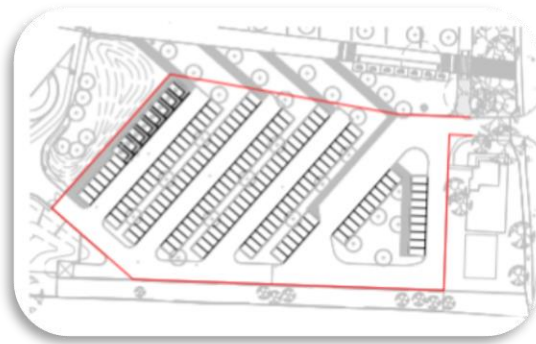
STAGE I





Topographic Survey and Data Collection

Algorithm application

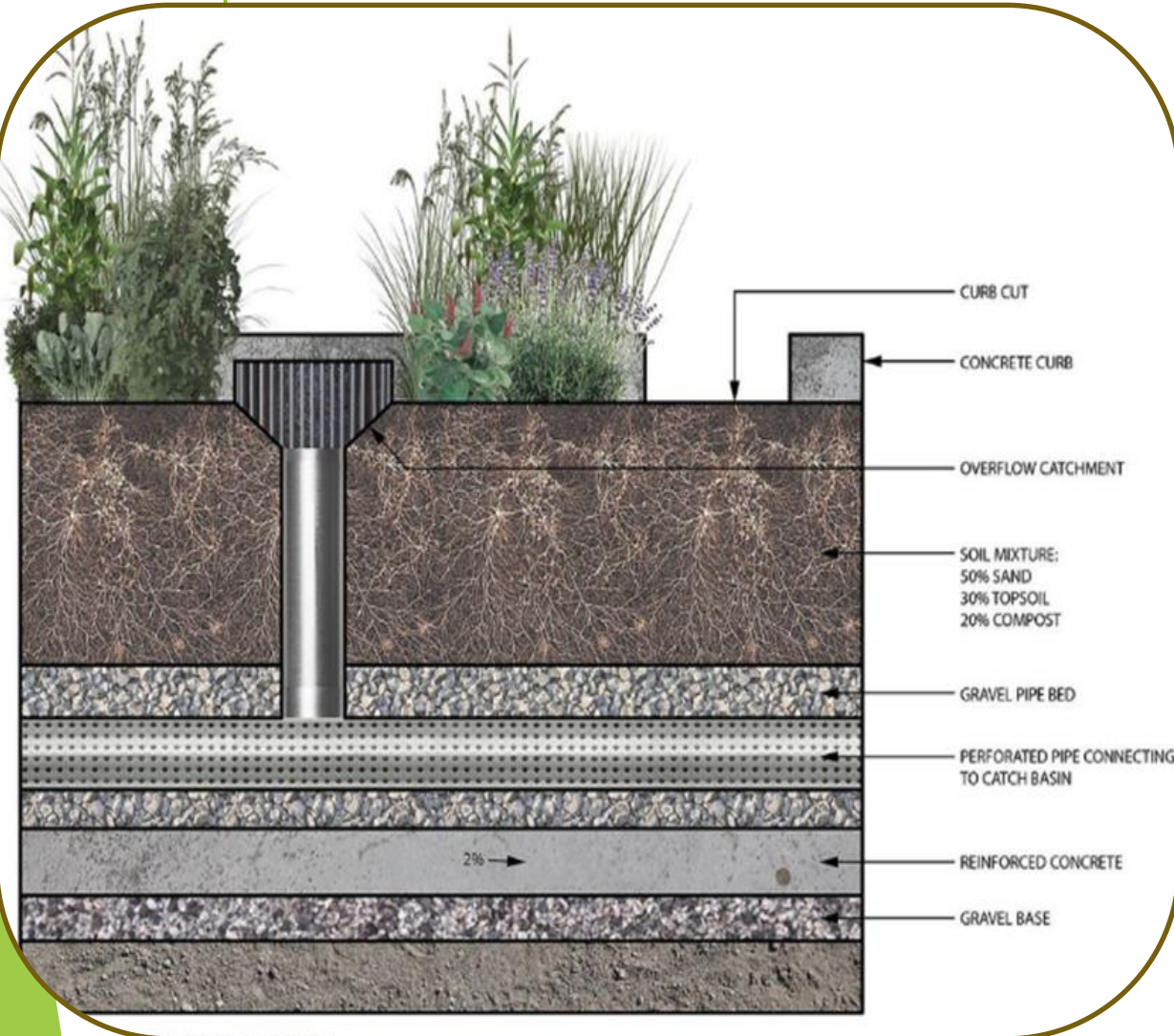


STAGE II

Solving the problem, making a naturalized-permeable construction



Building the structure for the naturalized drainages



Placing a fertile soil over the system



Constructing the roads and safety structures



A final render example





Stage III

Installation
of a pump
system



Incorporation of
traffic wardens

Machinery rental from the City Hall





O.P.F.C

Optimal Parking at a Fair Cost



Proyecto Integrador de Inglés I: Abordaje de un problema en la Ciudad de Paraná

El trabajo integrador que se presenta aquí ha sido realizado por estudiantes de Inglés I de la UTN Facultad Regional Paraná durante el año académico 2020. El texto responde a un trabajo realizado mediante la entrega de innumerables borradores que reciben feedback y feedforward para acompañar a los estudiantes en la integración de competencias que superan el desarrollo de la competencia comunicativa intercultural en la lengua inglesa.

Mediante la selección de un problema a resolver en la ciudad de Paraná, los estudiantes se embarcan en la creación de una compañía ficticia que pueda abordar las demandas del trabajo a realizar. Comenzando con el contexto conocido (presentándose como miembros de la compañía y proporcionando datos personales), los estudiantes se van moviendo hacia los productos y servicios que su empresa ofrece, las características físicas de su empresa, la historia de la compañía en términos de los hitos que la han marcado hasta llegar a la descripción del problema a resolver y la posible planificación para abordarlo. Cada parte de la compañía que se va desarrollando representa la puesta en práctica de saberes que han sido explorados primero en la clase y, que a su vez, han sido el objeto central de tareas, intercambios comunicativos en el aula o actividades de autoevaluación.

A través de este proyecto anual, los estudiantes ponen en juego principalmente su imaginación y creatividad impulsadas por un espíritu emprendedor que no se puede predecir puesto que cada grupo le imprime su propio sello, cual equipo de ingenieros que se dispone a resolver un problema. Asimismo, la tarea en grupo, con sus momentos positivos y negativos, se pone en evidencia en los encuentros que se realizan con los miembros y en los que deben presentar dudas y contestar preguntas de los docentes. La identificación y resolución de problemas ingenieriles se ven exploradas desde la lógica de este campo disciplinar como así también desde lo lingüístico-discursivo. Es decir, los estudiantes deben poner en palabras los elementos que hacen a la definición, explicación y resolución de un problema, incorporando las herramientas de la lengua que posibilitan la expresión clara de ideas. Esta tarea transparenta los procesos de pensamiento que dan lugar a la elaboración de un proyecto, poniéndolos sobre el papel y sometiéndolos al escrutinio que la lengua, como herramienta de mediación, permite.

La presentación oral del proyecto se realiza en dos momentos del año. La primera instancia, en junio, proporciona a los estudiantes una oportunidad para mostrar lo realizado hasta ese momento y experimentar lo que una presentación en inglés demanda. De este modo, los estudiantes transitan todas las dificultades inherentes a esta tarea en un contexto formativo de aprendizaje. La presentación final se realiza a fin del año académico frente a una audiencia de pares exponiendo la totalidad del proyecto elaborado.

Este recorrido particular del proyecto integrador dentro de la clase de Inglés I pone a los estudiantes en una experiencia de práctica permanente del inglés a la vez que simula un contexto



Inglés I – UTN FRP

inmersivo de aprendizaje de la lengua extranjera con fines académicos. Diferentes competencias genéricas son puestas en juego desde las oportunidades que el estudio contextualizado de una lengua, cualquiera sea ésta, proporciona. No sin obstáculos, los estudiantes culminan el año con una sensación de logro y capacidad que sólo se puede obtener cuando la tarea realizada ha llevado a los estudiantes a un nivel superior en la autorregulación de su aprendizaje.

Equipo de Cátedra:

Profesora Titular: Graciela E. Yugdar Tófalo

JTP: Edith W. Mercaich Sartore

María Laura Sollier

Valeria Beatriz Villamonte

Nota Importante: todas las imágenes utilizadas en los trabajos cumplen una función educativa. Los textos han sido elaborado por los estudiantes y si hubiera algún conflicto de propiedad intelectual, los mismos serán removidos inmediatamente. Ante cualquier inquietud, comunicarse con la Profesora Titular al correo gyugdar@frp.utn.edu.ar