

## BUSINESSS ANALYSIS BEING AN ANTREPRENOR IN THE DIGITAL INTEGRATED AUTOMATION FIELD

Mihai SINDILE<sup>1</sup>

**Rezumat.** În această lucrare se prezintă o parte din rezultatele cercetării autorului în cadrul Programului "BeAntreprenor" al Universității Politehnica din București. Interfețele senzori-masini s-au abordat ca un sistem de sisteme și ca proces integrat și integral în scopul dezvoltării infrastructurii dedicate cercetării aplicative și dezvoltării de tehnologii inovative. Se evidențiază topul celor mai importanți senzori utilizați în sistemele SCADA și în general în domotică. Pandemia reprezintă simultan un risc și o oportunitate pentru un inginer-antreprenor în domeniul automatizărilor total integrate.

**Abstract.** This paper presents some of the results of the author's research within the "BeAntreprenor" Program of the Polytechnic University of Bucharest. The sensor-machine interfaces were approached as a system of systems and as an integrated and integral process in order to develop the infrastructure dedicated to applied research and the development of innovative technologies. The top of the most important sensors used in SCADA systems and in home automation in general is highlighted. The pandemic is both a risk and an opportunity for an engineer-entrepreneur in the field of fully integrated automation,

**Keywords:** BeAntreprenor Program, Sensors, Domotics, Pandemic

DOI <https://doi.org/10.56082/annalsarscieng.2020.2.44>

### 1. Introduction

I participated, between September 2019 and January 2021, in the Polytechnic University of Bucharest Program, named "Scholarships for entrepreneurial education among doctoral students and postdoctoral researchers (Be Antreprenor!)". The purpose of this program was to provide to all the participants solid knowledge of management, to develop entrepreneurial skills, and to encourage them to create and develop their own businesses in their localities.

The information obtained was targeted onto the following fields: Setting the purpose and objectives of enterprises; management of operations and human resources; financial management; market and opportunities analysis; risk management; marketing and promotion strategies; development of innovative products / services; intellectual property protection; management of intangible assets and methods for evaluating innovative technologies; technology transfer

---

<sup>1</sup>PhD, Eng., affiliation: Academy of Romanian Scientists, "Constantin Angelescu" Institute for Advanced Research (ICAI), Doctoral School of Industrial and Robotic Engineering - Politehnica University of Bucharest, Romania (e-mail: [sindilems@yahoo.com](mailto:sindilems@yahoo.com)).