TEAM 8



## IŞILJEWELS







#### **OUR MISSION AND VISION**

IŞIL is a smart jewelry line designed for women.

Thanks to their elegance you can enhance your beauty.

Thanks to their technology you can achieve all your goals.





## THE FIRST THING YOU NEED TO DO TO MAKE YOUR BRACELET IS TO CHOOSE THE CHAIN:





Metal: Silver Metal stamp: 925 Standard size: 19 cm

You can find wholesale for precious metals the Round Section Wire of 1 mm in 18 Kt yellow gold.

To make a standard bracelet you will need about 19 cm of product, the price of which is about 1787.36 lire.

You can find the 1.5 mm round wire in 925 silver in wholesale for precious metals.

To make a standard bracelet you will need about 19 cm of product, the price of which is about 50.71 lire.

# ONCE YOU HAVE CHOSEN THE WIRE WITH WHICH TO MAKE YOUR BRACELET, YOU MUST THEN CHOOSE THE PENDANT.



- You can make it with semi-precious stones or in glass resin with various flowers inside.
- You can buy precious stones at a jewelry wholesale and flowers at a florist's wholesale.
   Prices of precious stones can vary from 63.38 to 760.58 Turkish lira.
- You can buy resin for jewelry in your local hardware shop or DIY shop. Or you can choose to buy complete resin kits online, for example on Amazon. The price of a kit can be 253.53 Turkish lira.



## Remember that both stones and flowers have a special meaning, so choose it carefully! Below you will find a catalogue with a large selection.



#### To each woman its Flower, and to each Flower its Meaning! \( \)



Yellow Anemone Energy



Mallow Sincerity



Liliac Anemone Elegance



Cherry blossom Strenght



Azalea Temperance



Hydrangea Courage



Violet Wisdom



Hibiscus Beauty



Orchid Sensuality

# IF YOU WANT TO MAKE YOUR OWN PENDANT WITH GLASS RESIN AND FLOWERS...

- 1. The first thing to do is to choose the flower that most symbolizes the personality of a strong, resourceful woman.
  - 2. Then you have to dry your flowers in one of these ways:



or



Drying by pressing, placing the flower between the pages of a large book.

Air-drying, by placing the flowers on a flat surface, well spaced out, in a dry but ventilated and bright environment. However, the flowers should not be exposed to direct sunlight or natural or artificial heat sources.



## 3. Take some stencils to insert your flowers.



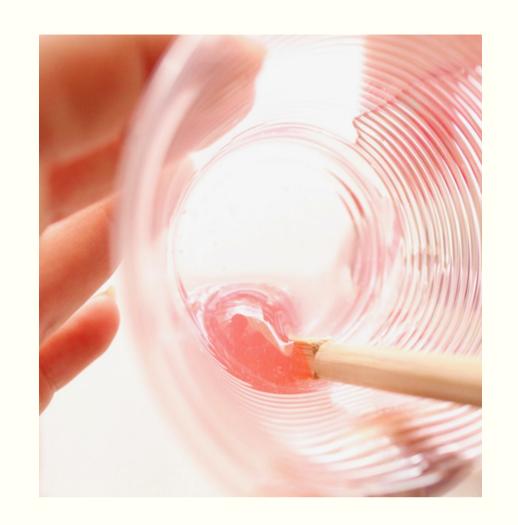


4. Now, let's get started with the resin.

You will also need a resin hardener, which you will have to mix with the resin for a few minutes. Take a glass and pour in one component at a time, then weigh out first the grams of resin and then the hardener you need in the correct catalysis ratio.

Wear gloves to protect your hands.





5. At this point, mix the two components for about 3 minutes, taking care not to mix too quickly to avoid the creation of air bubbles.

6. After mixing thoroughly, you can start pouring the resin into the molds a little at a time and in a threadlike fashion, so as to give the air bubbles time to burst. Once the mold is full, we recommend tapping it on the surface or moving it using the elasticity of the silicone, so that the air bubbles, if they have formed, reach the surface, or use a toothpick to burst them.

During this phase, you can insert a hook to hold the

jewel or glue it when the resin has hardened.



# IF YOU WANT TO MAKE YOUR OWN PENDANT WITH SEMIPRECIOUS STONE...

1.The first thing to do is to choose the semi-precious stone that most symbolizes the personality of a strong, resourceful woman.

2. Then, you have to insert the gold or silver thread inside.

3. The dimensions of the pendant shall be

Height: 3,5 cm

Width: 3 cm

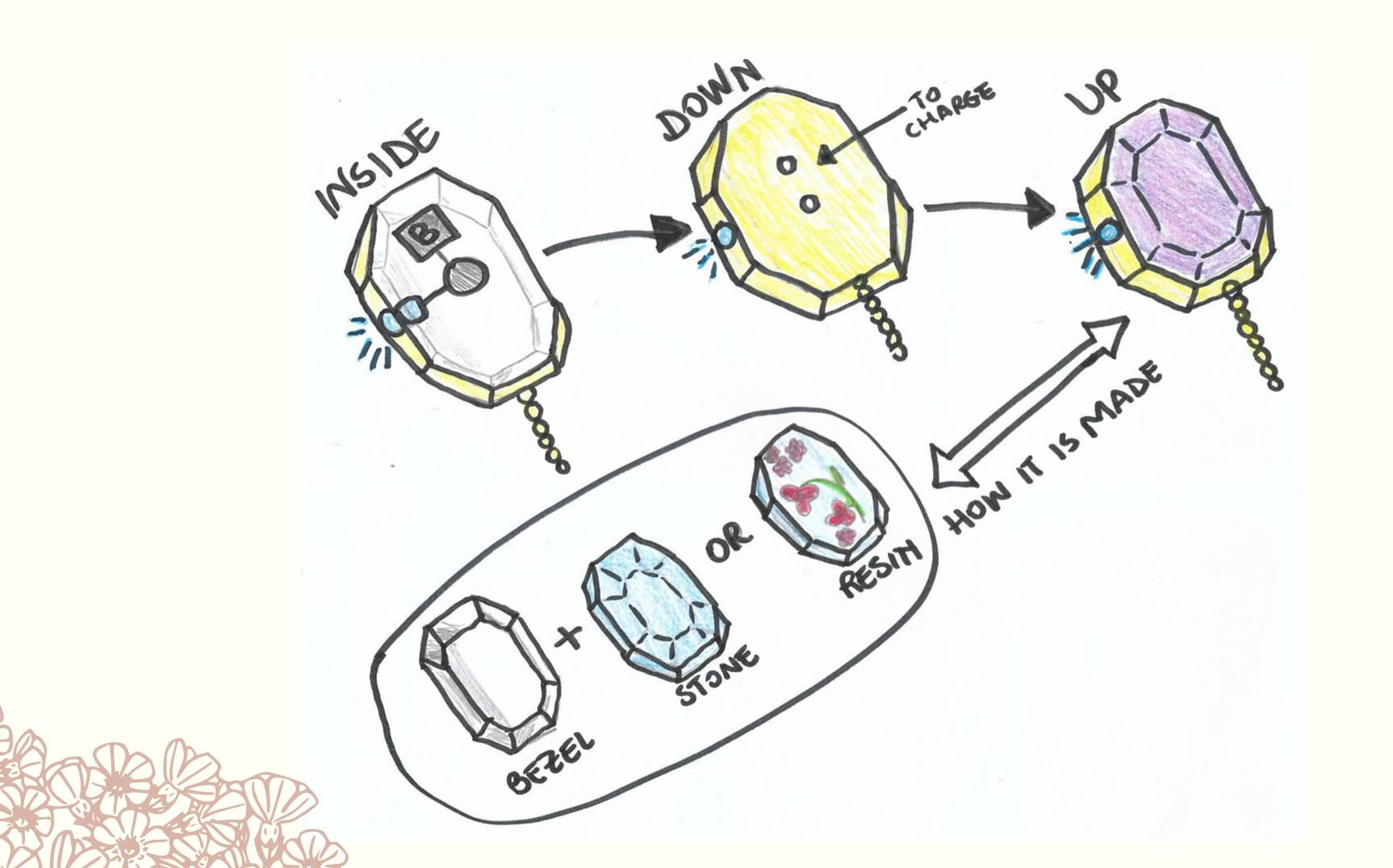
Depth: 1 cm



By doing this you can put in the lower part the technology that will allow you to connect to the app in your bracelet, while still keeping it stylish.



At this point, all you have to do is take two metal hooks and place the stone or resin pendant between the gold/silver chains.





#### **TECHNOLOGY**

You will need:

·A prototyping board

·Bluetooth Low Energy systems-on-chip

·Lithium Batteries

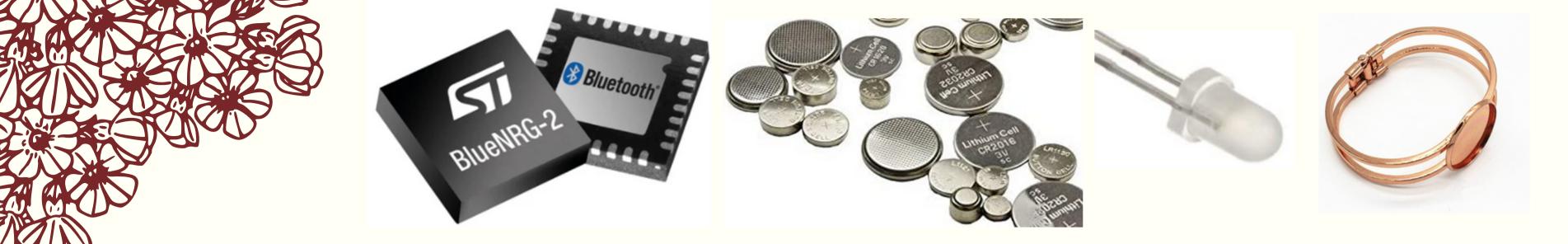
·Led lights

Bezels (one for the technological part and one for the stone/resin)
 USB chargers

What is a prototyping board? It's a board that allows you to program the Bluetooth system, connecting it to the app, that will light up the led light of the jewel when the woman reaches the location of the activity. You will need just one prototyping board, to program all the Bluetooth chips.







#### How to assemble

The Bluetooth chips and the led lights are connected to the lithium batteries; they are in a bezel closed like the one of the watches. The bezel has to have a hole to let the led light be seen.

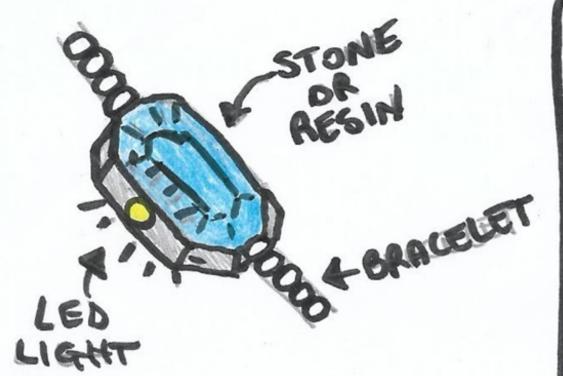
Above this bezel, there is the one where the stone/resin will be put in.

#### Costs

- ·A prototyping board: from 56 TRY, to 112 TRY (you will need just one for all the jewels)
- ·Bluetooth Low Energy system-on-chip: 22 TRY for each piece (each jewel needs one chip)
- ·Lithium Batteries: from 11 TRY to 22 TRY for each piece (each jewel needs one battery)
- ·Led lights: approximately 28 TRY for 10 led lights (dimension of 3mm) / (each jewel needs one led)
- ·Bezels: approximately 11 TRY to 33 TRY (each jewel will need two bezels)
- ·USB chargers: approximately 90 TRY (each jewel will need one)

Total cost for one jewel (technology): 205 TRY + from 56 TRY to 112 TRY for the prototyping board.

## I SIL JEWELS TECHNOLOGY



prototyping

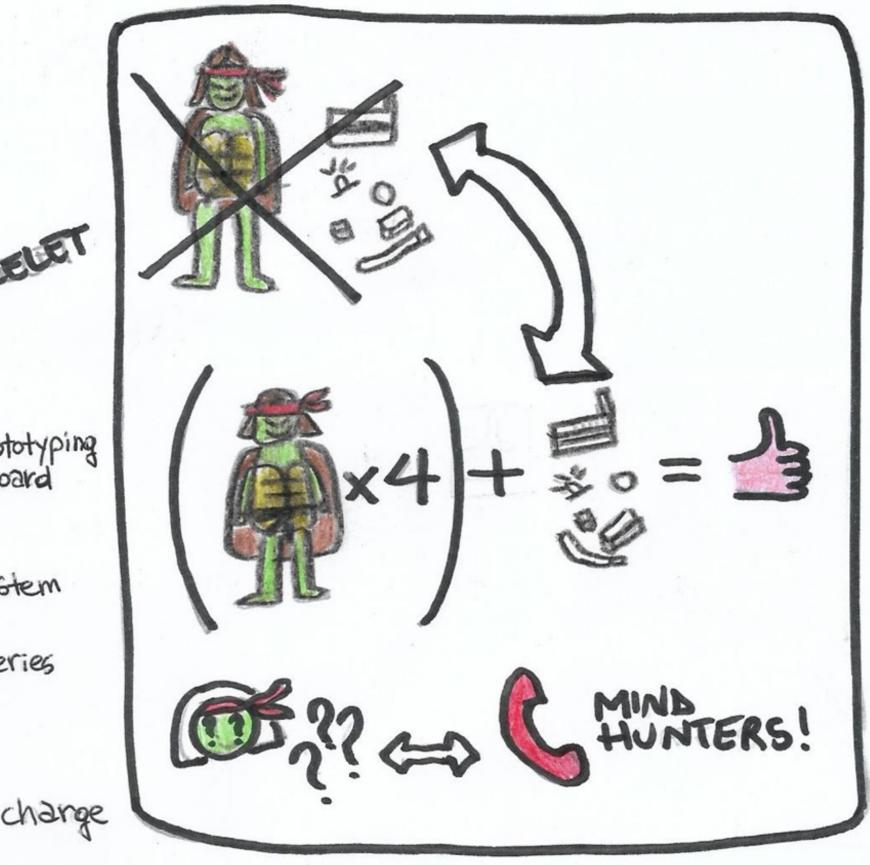
17000 X By Bluetooth system

1 TO 00 x 0 Lithium batteries

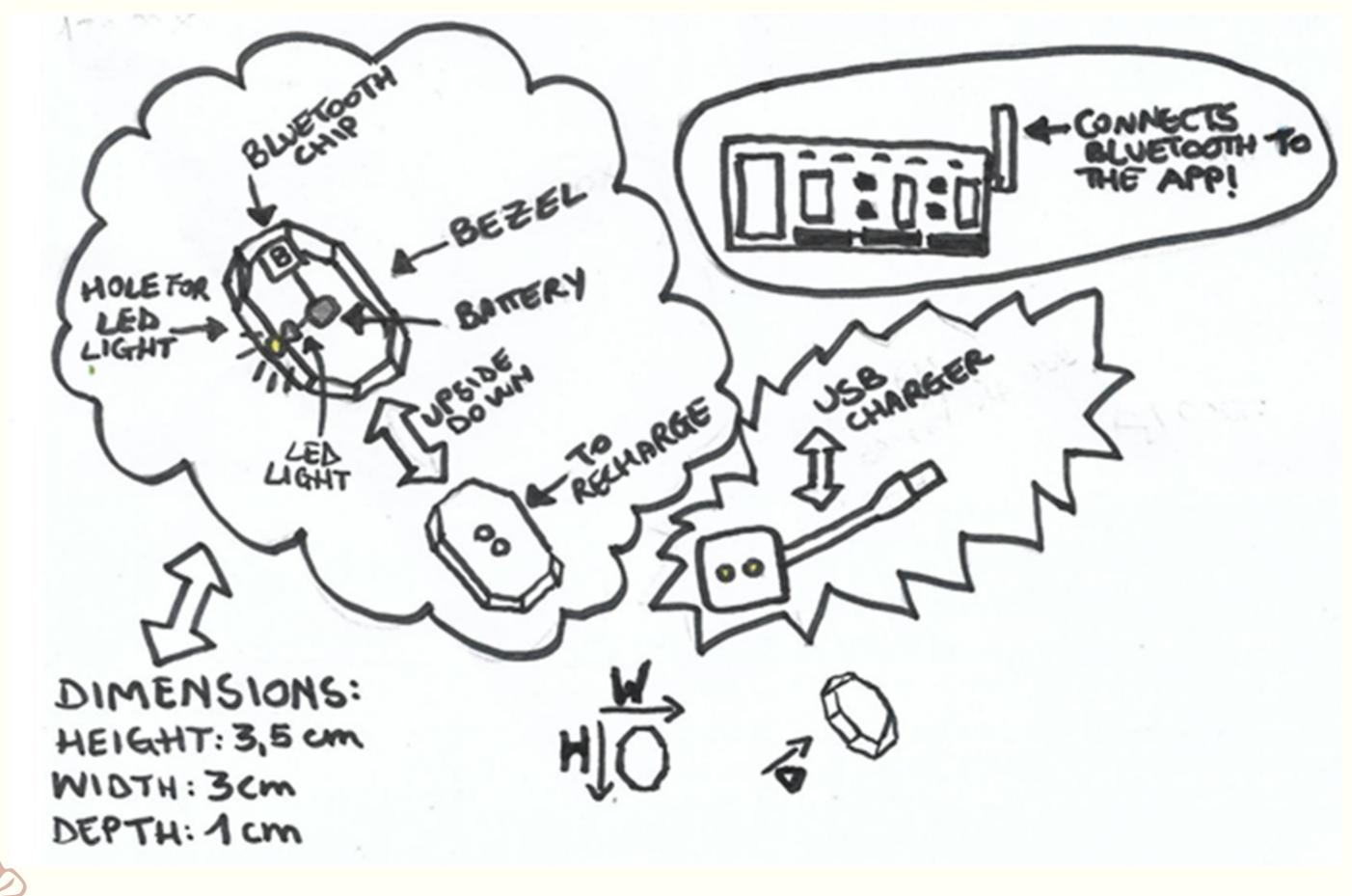
47000 x 1 Led light

ATO OOX Dezels

ATO OOX = platform to charge







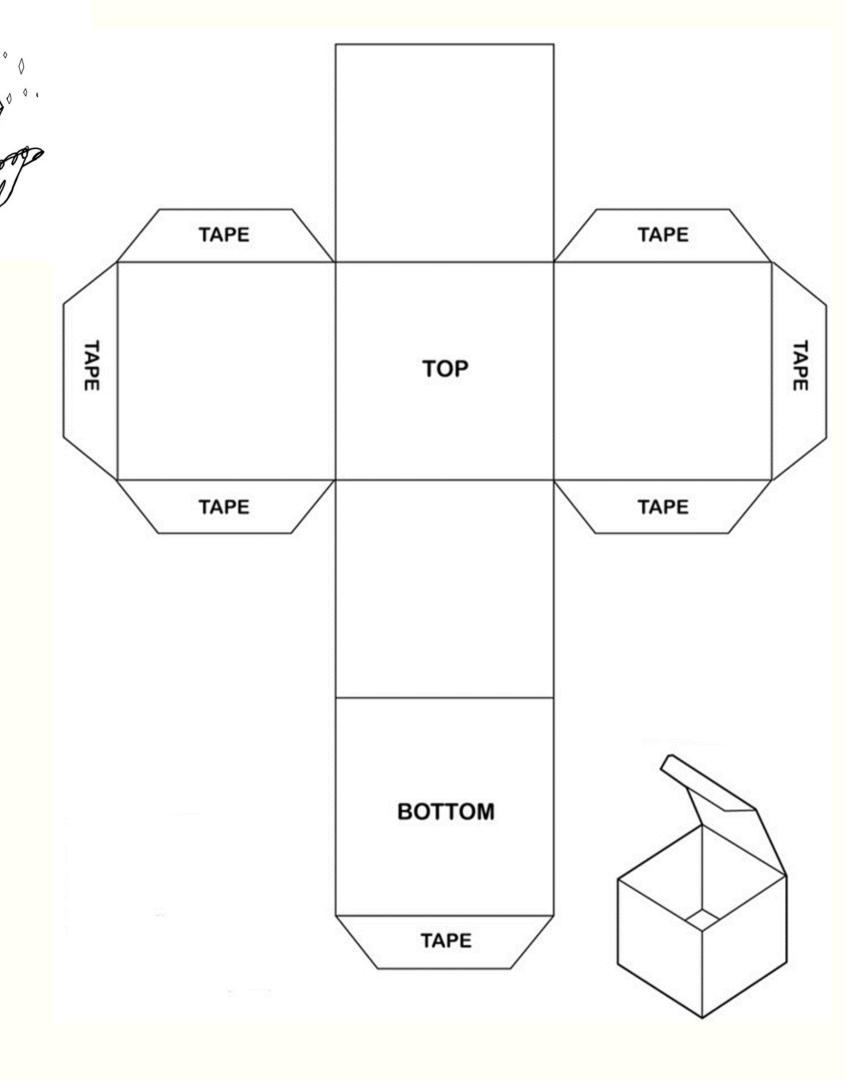


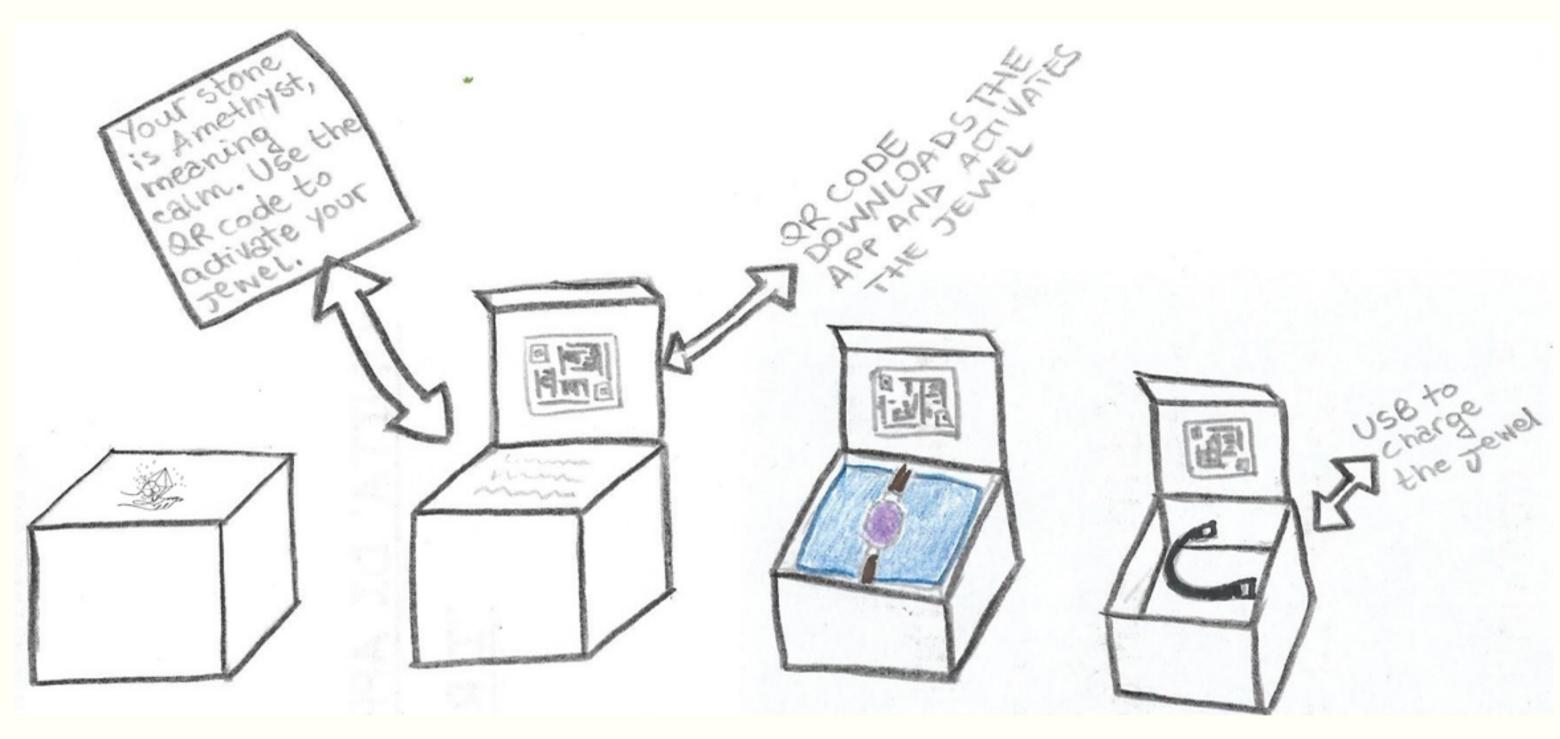
#### PACKAGING

Cubic box, 12x12 cm.

On the top, there must be the logo. And in the inside there is the QR code to downolad the app and activate the jewel. Inside, before seeing the jewel, there is a card that explains the stone or the flower. Then there is the bracelet, on a velvet pad.

Under the velvet pad, there is the USB charger.









#### ELIFA KAYA

Elifa Kaya is a 42 year old woman who loves life and her two children Ülkü and Özlem. Engaged in her work as an architect and having to take care of her two children alone, Elifa does not have much time for herself and her passions. In fact, it is some time now that she has given up theater, cinema, going out with her friends and Pilates. She has a very tight and schematic routine. In fact, after waking up around 6 a.m., she devotes herself to preparing breakfast, backpacks and snacks for her children. Around 7.30 she wakes up and prepares the two children, who are quite fussy. Once they are taken to school, which is about 10 minutes away by car, she goes to her studio in the center of Ankara. Overwhelmed by a substantial amount of work, she dedicates herself to the realization of the projects. Towards lunchtime, together with a colleague, she usually goes to a restaurant serving Italian cuisine for her lunch break. At 3 p.m. she returns to pick up Ülkü and Özlem from school. Once she has dropped off her children at the after-school program, she returns home to take care of the household chores. Once the three of them are reunited, Elifa is tired and all she wants to do is go to sleep, but not before preparing dinner and putting the children to bed. Living in a society that frowns on single women with children, she has lost all stimulus towards herself and her passions.



Profile

Name: Elifa

Last name: Kaya Gender: Female Age: 42 years old

Where she lives: Ankara

Education: Bachelor of Architecture

#### Goals and Challenges

Elifa wants to get back to living and devoting more time to herself. Too busy with work and children, she doesn't have much time for herself.



#### GIZEM DEMIR

Gizem Demir is a 40-year-old single mother. Due to an abusive husband she found herself disrupting all her life plans. She works at the library of Karabuk University. Because of her job she has to organize her day in every detail. She wakes up early, prepares a hearty breakfast for her son Çetin and then takes him to Karabuk Middle School. Her workday starts at 9 am, so once she arrives at the library she has time to have tea with her best friend Banu. At the end of her work shift she picks up her son and together they go to eat at a fast food restaurant that is a 10 minute drive away. In the afternoon he goes to visit his mother, which is a good reason to spend some time with her, as the grandmother is happy to keep her grandson Çetin. Since Gizem lives in a state of anxiety, because of what she has been through in the past, what her psychologist advises her to do is to go out, have fun and do something new every day.



Profile

Name:Gizem

Last name:Demir

Gender: Female

Age: 40

Where she lives: Karabuk

Education: Secondary school

Goals and Challenges
Getting out of the
routine and
patterns of an
oppressive

society



### User Journey

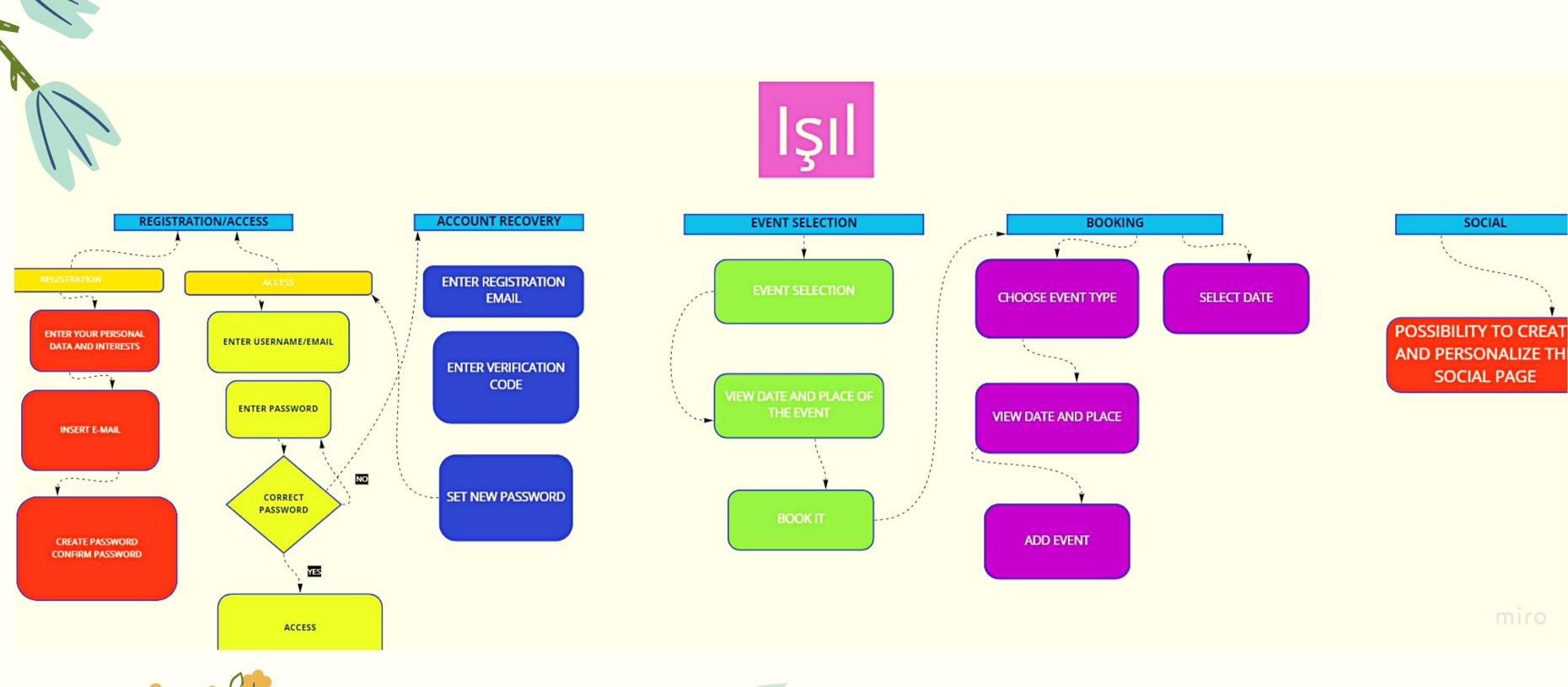
Elifa Kaya

This morning,
remembering a friend's
recommendation, I took a
look at the Işıl jewelry
collection. I was really
impressed with the
offerings of this
interactive jewelry line. I
saved the page to my
favorites and returned to
my work.

After lunch and dropping my kids off at after-school care, I decided to purchase a ring from the Işıl line in my favorite color. Once I carefully read the guide and scanned the Orcode to download the app, I found myself in a really comfortable and well-organized community.

When my kids were busy watching TV after dinner, I decided to schedule activities through the app. To figure out what it was all about, I decided to select the "coffe together" item . I can't wait to find out what this is all about.

MORNING AFTERNOON EVENING











#### COUSTUMER JOURNEY

#### PHASE OF ATTENTION

#### PHASE OF INTEREST

#### PHASE OF DESIRE

#### PHASE OF ACTION

What is the emotional impact of the potential client?

the user has little free time, but despite this has a great desire to return to take care of himself and his passions

the user discovers that there is a line of smart jewelry that can plan and organize activities of interest through the use of an App after inquiring about the features and how to use the jewelry line, still not sure about the purchase, contact users already in possession to get feedback

the user is ready to buy the product. He has defined the budget at his disposal and has acquired all the information about the product

What are the customer's potential actions?

The user starts asking her friends, who have already bought the jewelry, if they know how to use it and what the product does, then she starts looking for information from the information acquired, will start following the product's blogs and social pages. She will also begin to evaluate the differences between different collections that offer the same features

The user will analyze the prices and features of the various competitors rereads functionality and usage patterns to see if that's what you need

What and where is the potential customer looking for information? Usually the target user uses search engines to find information, typing in keywords: e.g. "jewelry, interaction, community"

In general on social but also and above all through search engine, where it looks for information on various similar products

websites of different companies, specifically the user is interested in the pricing page, functionality and support

reading product reviews

How we intercept and engage the user? be present on search engines, investing in sponsors and improving the organic positioning of keywords make targeted sponsorships on social media, especially to users who fall within our target audience or who have searched for similar items

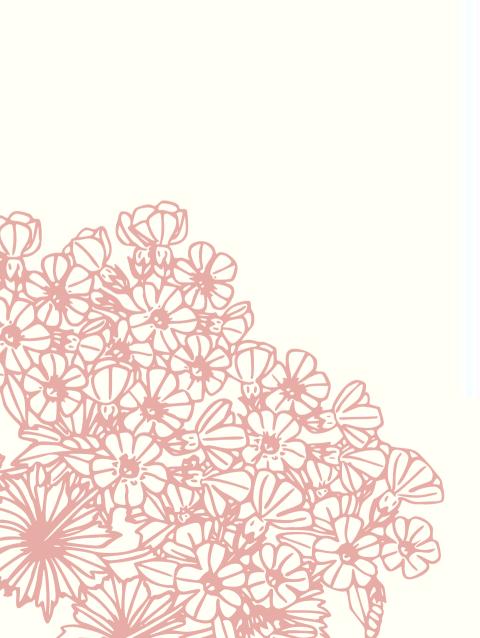
a series of videos explaining the operation of the device in order to remove any doubt

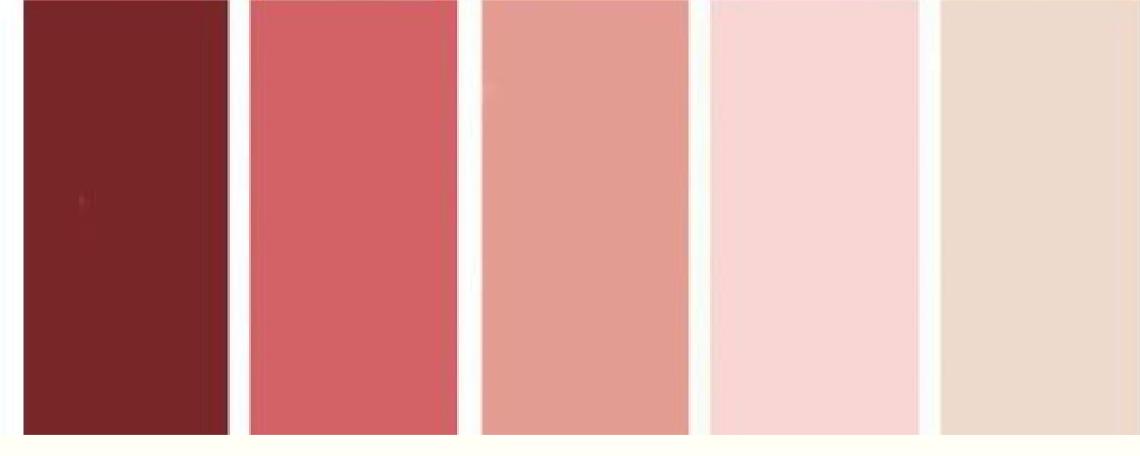
customer support via chatbot, warranty for 1 year if you choose deluxe



# PALETTE OF COLOURS









## FONT

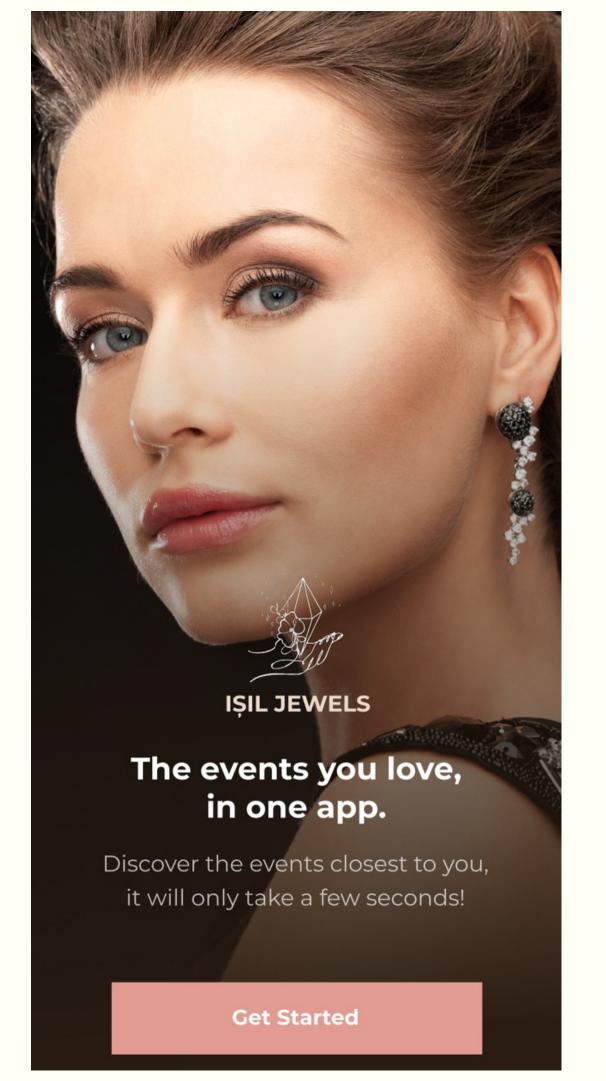
Second proposal

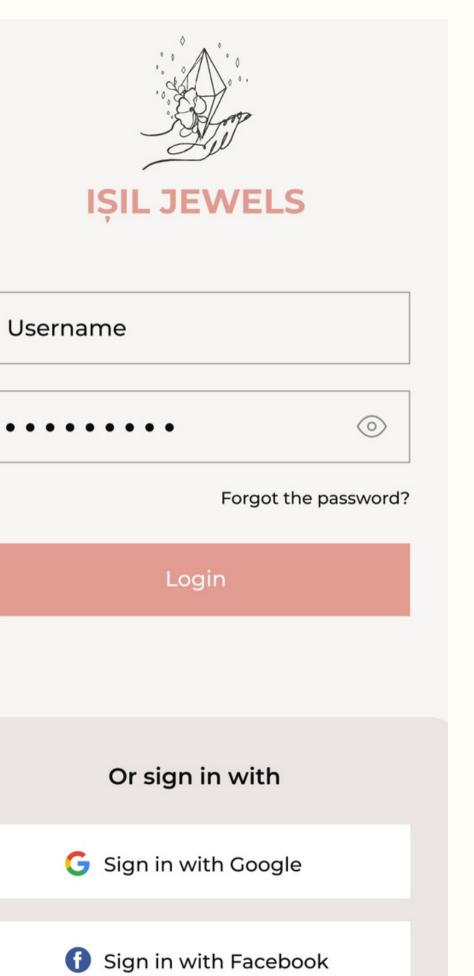
#### Montserrat

Işil Jewels is a new concept of jewelry made up for women IŞIL JEWELS IS A NEW CONCEPT OF JEWELRY MADE UP FOR WOMEN

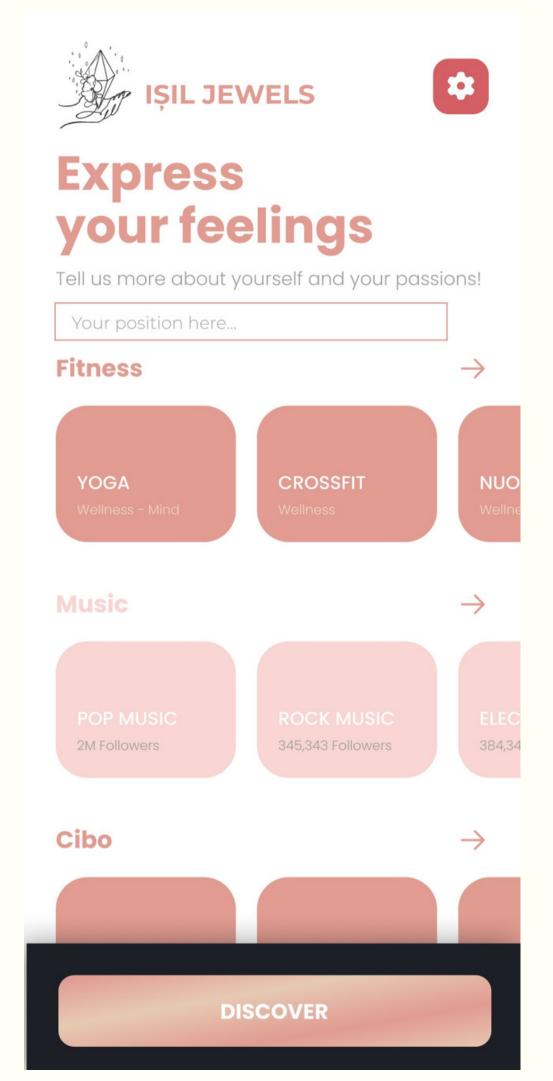


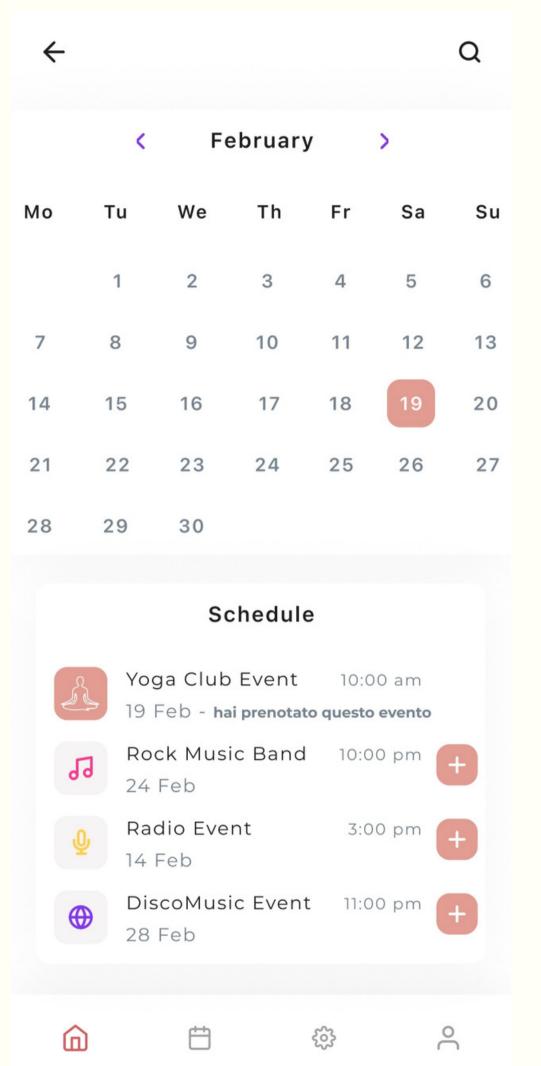
#### OUR APP





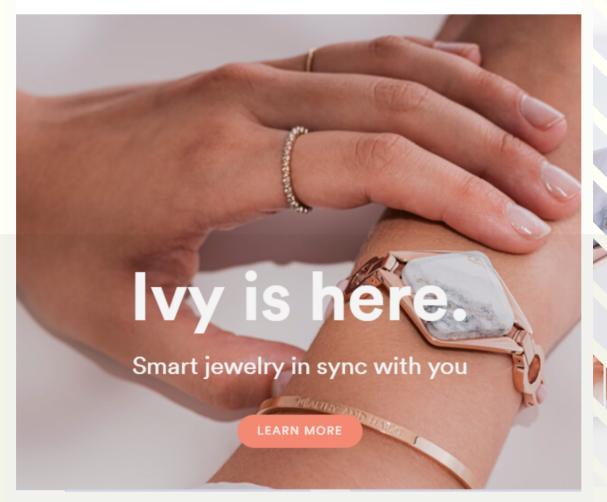
Don't have an account? Sign up

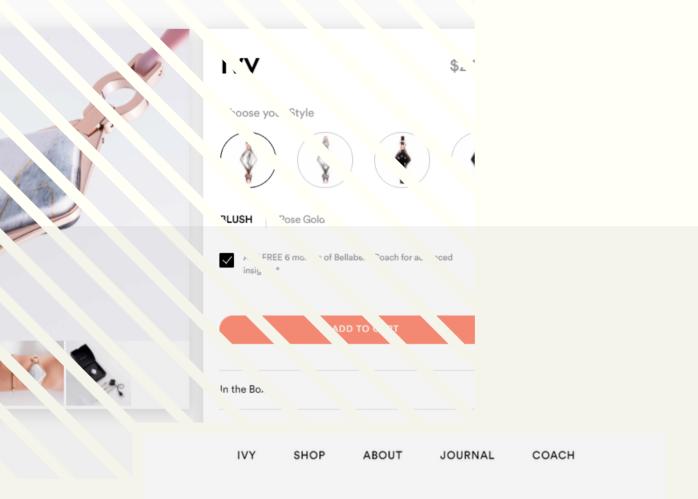




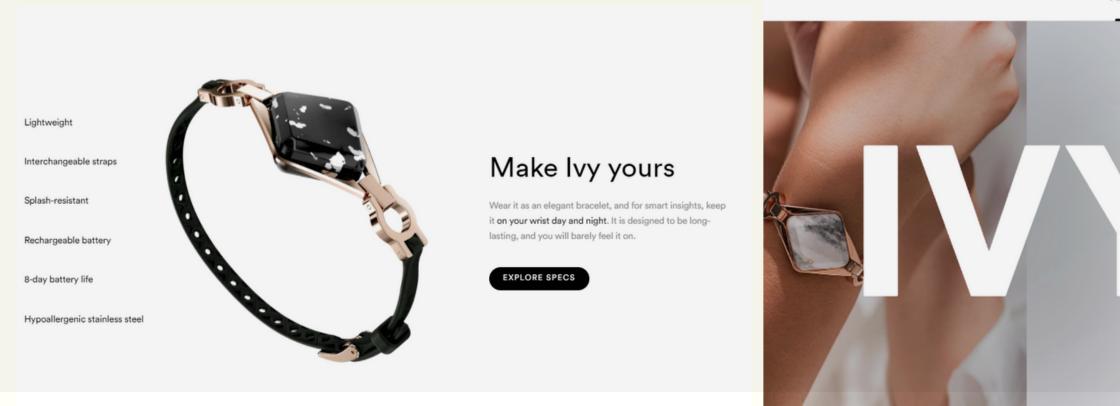


MARKET ANALYSIS IVY SHOP ABOUT JOURNAL COACH





Features Tech & Spec





# ANALISYS OF COMPETITORS: BELLABEAT

#### Analisys of Competitors: Bellabeat

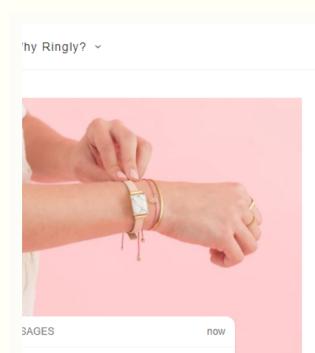
url: https://bellabeat.com/

Description/ features	Strenghts	Weakness	Benefits	Analisys
<ul> <li>Wearable devices that monitor biometric and lifestyle data to help women better understand how their body works and make healthier choices</li> <li>The brand focuses on women's well-being with an ecosystem of products and services focused on women's health</li> <li>There is the possibility to download the application "Ivy" with which you can track and collect data</li> </ul>	<ul> <li>We use feminine design and technology adapted to female bodies</li> <li>The design and technology adapted to the female bodies</li> <li>You can set your goal via the app and start the most suitable program</li> <li>the first six months of the premium subscription are</li> </ul>	• To have more features in the app there is a premium subscription with which to get a professional guide and you will turn the data into action	Aims to give women tools to live in harmony with themselves helping them achieve personal goals by synchronizing body mind and cycle	<ul> <li>The costs are affordable, the app connected to the devices can be installed on los and Android devices. It's possible to track your data and start wellness programs</li> </ul>

•

and calculate well-being

included



#### Enjoy a night out, worry free.

Be the one who isn't glued to he during dinner. Tuck your phone still know when there's an impo or message.





MOBILE ALERTS VIBRATION & LIGHTS



RINGLY

**ANALISYS OF COMPETITORS:** RINGLY

Ringly connects with over 200 apps. You pick which ones alert you.

RINGLY

) you have a minute, it's important.

Why Ringly? ~



FITNESS TRACKING







GUIDED

MEDITATION



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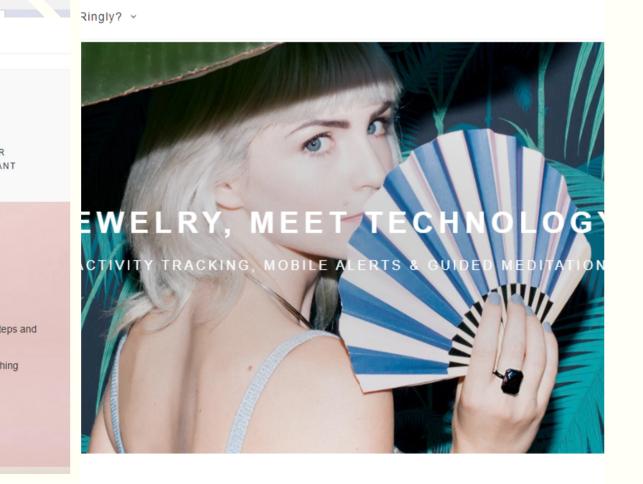


WATER RESISTANT



Activity tracking that complements your outfit.

A healthly lifestyle requires balance. Track your steps and calories burned while also taking a breather. Set mediation goals, and use our in-app guided breathing exercises to help you achieve them.

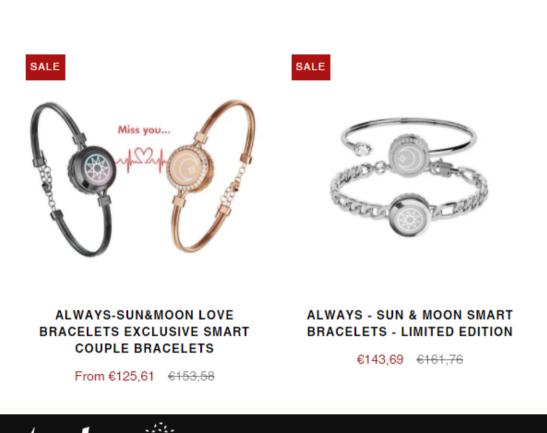


#### Analisys of Competitors: Ringly

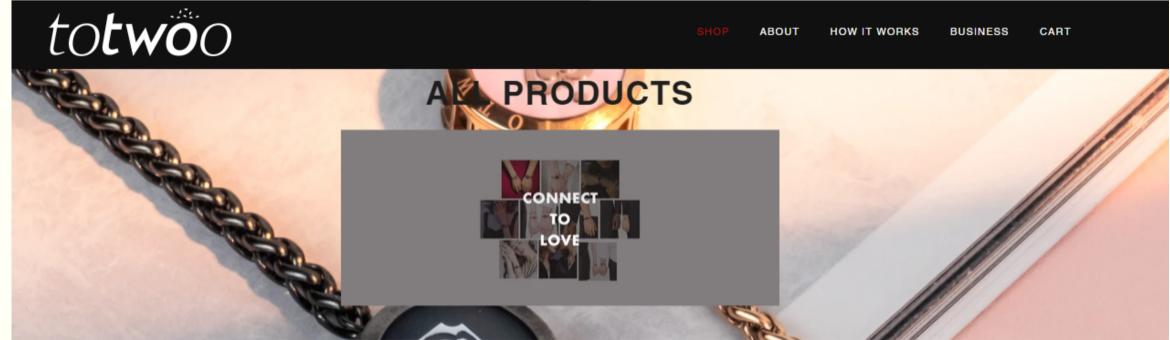
url: https://ringly.com/

Description/ features	Strenghts	Weakness	Benefits	Analisys
<ul> <li>Interactive jewels that monitor activities to help you live healthy with exercises for meditation with the mission to live happy.</li> <li>Ringly helps you stay present and focused at work or at home by only notifying you when notifications arrive that you consider important.</li> </ul>	nt	• There is little choice on the site, there is no variation in colors or materials.	burned while you catch your breath.  Establish mediation goals and use our in-app guided breathing exercises to help	notifications from over 200 compatible apps, which can be connected to ios and Android.  • There are 4 colored lights and different vibrations to distinguish the warnings.

#### **ALWAYS BRACELETS**









## ANALISYS OF COMPETITORS: TOTWOO

#### Analisys of Competitors: Totwoo

url: https://totwooglobal.store

#### Description/ features

• Interactive couple jewels t hat allow couples to stay in contact through vibrations and illuminations.

Connects to various apps

to receive notifications. Totwoo Smart Jewelry can be worn at any time, reminding you to love, reminding you to keep healthy and remember the precious time of two people.

#### Strenghts

• Smart pair bracelets, with which to stay in contact through lights and vibrations to communicate with your loved ones in an original way Touch your jewel and the partner will see flash and feel vibrate from Totwoo at a distance. Image, video, audio and text can be stored in jewelry, tap the jewelry to open the story page.

#### Weakness

• Unlike other wearable Dedicated only to couples Totwoo stands

> • There is a wide choice, many different models.

technologies.

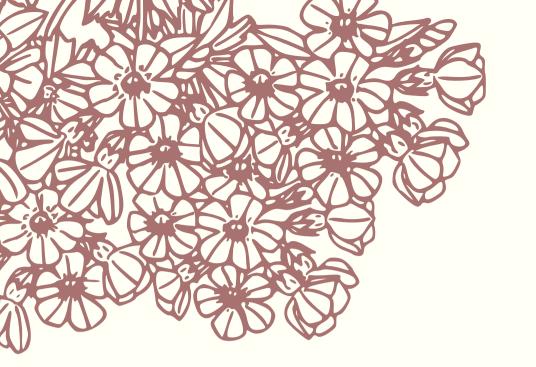
out as stylish jewelry

with features to help

with your loved ones.

you stay in touch

- Benefits Analisys
  - The jewel is not only an ornament, it is also a step counter.
  - Wear it with you and monitor the movement and consumption of calories through the Totwoo App.
  - Totwoo Smart Jewelry remembers important things like app notifications, calls and events.



#### ADVERTISING

- The launch day of this Jewel Collection will be on 8 March, International Women's Day.
- Due to the value of the products, they should be sold in jewelries.
- You can think about manifests, advertising on the magazines or on TV channels.
- The advertising should underline the aim of the jewel, that is creating connections between women.



### SOCIAL MEDIA

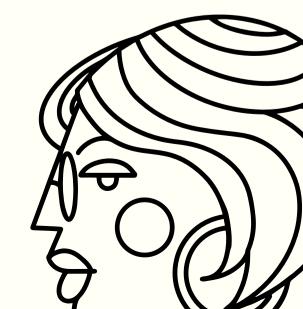


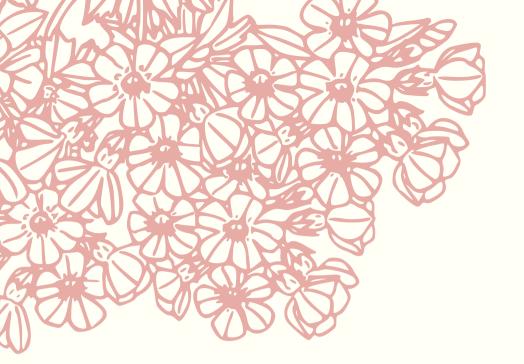


- creating an instagram page
- creating a facebook page
- creating a tiktok page



• instagram/tiktok/facebook sponsorships





Have a good time while working on this project!