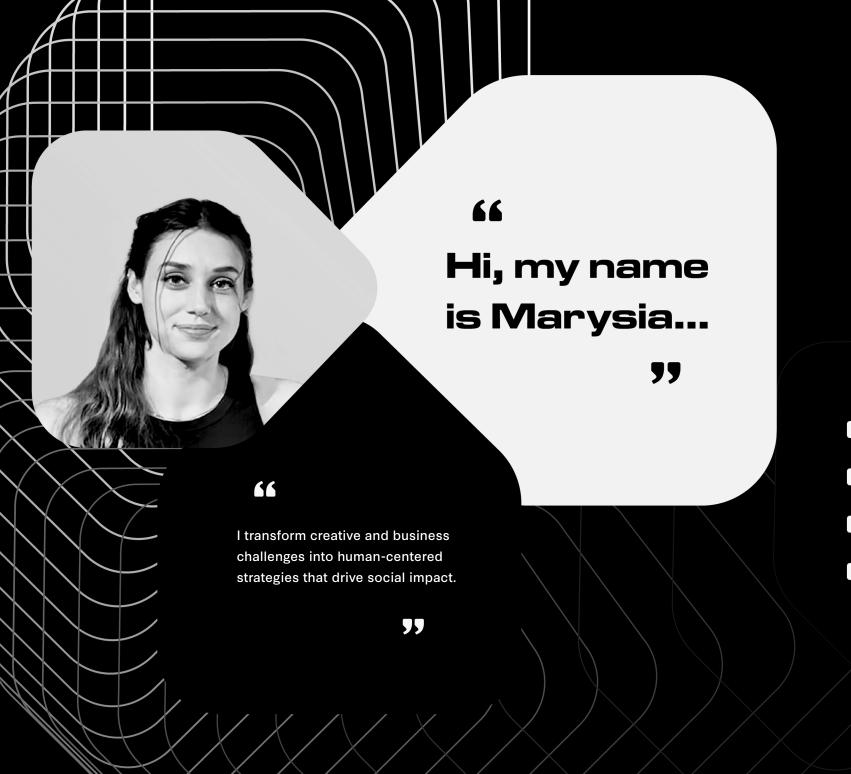
PORTFOLIO

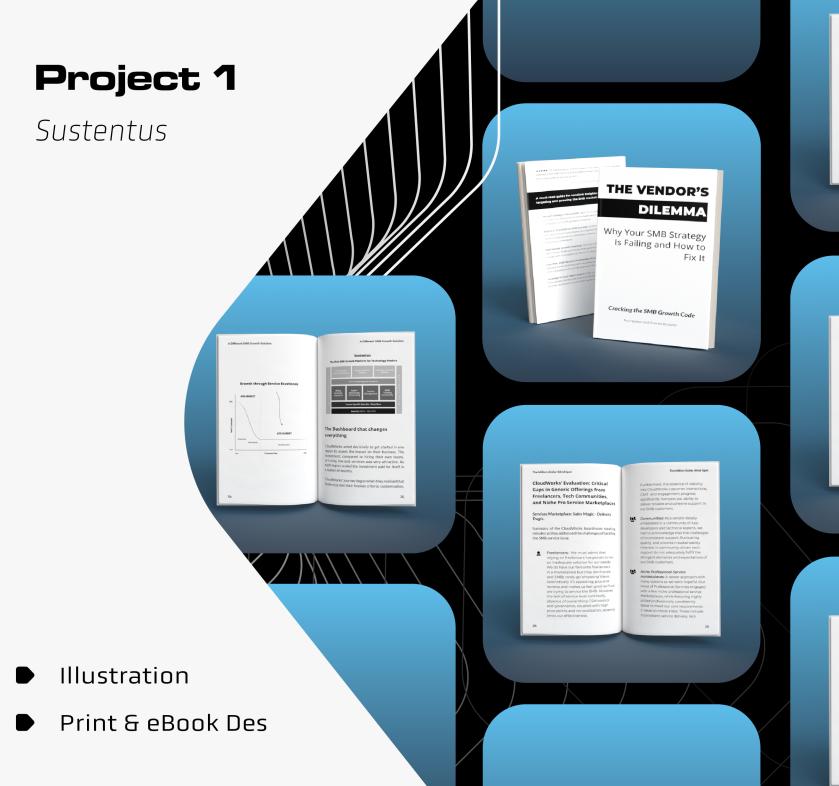
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- Illustration
- Branding
- Typography
- Innovation



Stuck in the Growth Rut

Big Rewards, Limited Risk: Cracking

CloudWorks' enterprise market thrived due to a robust sales and marketing strategy. Despite high

Conversely, the SMB market presented a persistent challenge. The lack of a comprehensive service solution for SMBs frustrated leadership, resulting in underinvestment in this vast and complex segment.

"With at least E19 billion lost every year due to lack of productivity thanks a significant case for software to be utilized. After all without is remained for its automation copelations which an

-34.40

Stuck in the Growth Rut

such as CSAT, NDR, ARR, and CLV by region and sector. This analysis highlighted the SMB segment as a drag on overall business growth.

while also meeting consultant utilisation targets and profit goals. Cloud/Works found themselves struggling to effectively serve the SMB segment, owimming against a rising 15-knot tide.

SMB State

			ARR growth		ACV
SMB (good)		2.5x		<126	
SMB (great)		3.0x		126	
SMB (best)		3.5x			>128
	Payback months		Annual gross lego chum		Net 5 resention
	12-18		40%		80%
	12		30.35%		90%

The Talent Crisis: Why Our Growth

sing, educating, and retaining talent in the inded community was tough for CloudiVorks. In the training supply and demand, they expersed a roller-coaster of talent. High demand low resources drove the hourly skills prices up the most implementations expensive.

As innovation with CloudWorks was constant the mix of knowledge & skills in the market varied exomously making the task of resource supply a contrast headach. This skills pool dichotomy made for choppy growth, especially when in fast-scaling ieritories.

CloudWorks struggled to effectively transfer internal protessional services expertise to partners and customers. Best practices and methodologies were then distant when disseminated, and training uddets frequently lagged behind product releases. An ersult, SMB customers received subpar service empared to direct (CloudWorks implementations.

le know that top talent in the market comes with high price tag, especially as these professionals ark for partners who need to cover their costs

Chapter 1

CloudWorks, a SaaS underdog determined to challenge industry giants

The Illusion of Early Wins

Barly successes often colour a startup's initial days—like the MVP, first order, and first happy sostomer. Gloudvorkes superineed rapid user skeption and investments, creating an illusion of unsteopable growth. However, scaling issues borred despite the promising pitch decks and sales startovia.

The Reality of Cash Burn

Use many startups, CloudWorks faced cash burn

Brought publishing into the digital age through a seamless print-to-digital book design, showcasing illustration and publication expertise.























uninet









Born from remote learning during COVID-19, designed a VR social networking app enabling global creative collaboration. Transformed student isolation into creative connectivity.









studio

















Safer Ventures



Vibrating disk in ear gear resting on the mastoid process (bone behind your earlobe) warns user of approaching traffic.

Supporting band connecting the L & R ear gear for added placement reinforcement and battery power.

Developed a bike safety system from concept to market-ready product, creating comprehensive brand identity and visual language through testing.

Click Urban Caution below to play animation (compatible w/ Acrobat)



Option of dark lenses, clear lenses, transition lenses, perscription.

LED on the inside of of the metal arms of the glasses just above the temple warning uses of approaching traffic.

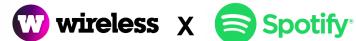
Vibrating disk in ear gear resting on the mastoid process (bone behind your earlobe) warns user of approaching traffic.







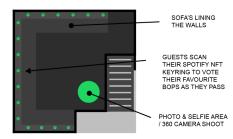






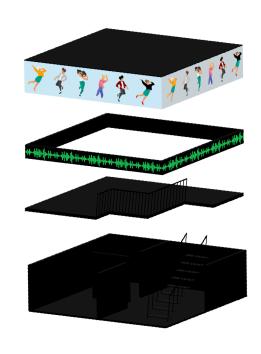


FIRST FLOOR



GROUND FLOOR SPOTIFY THEMED GREEN SCREEN ROOM DRINKS BAR FOR RECORDING DANCE SHORTS GUESTS SCAN SPOTIFY NFT KEYRING TO LINK TO STAIRS THEIR SPOFTIFY PROFILE "HOT BOPS" SELEIE BOARD GUEST FAVOURITE / NETWORKING BOARD / FACT BOARD (ABOUT BOPS DISPLAYED SPOTIFY / MUSIC / DANCING) LISTENING STATION

Conceptualized a VIP shipping container experience for Spotify at Wireless festival, merging industrial design with premium entertainment for high-footfall engagement.



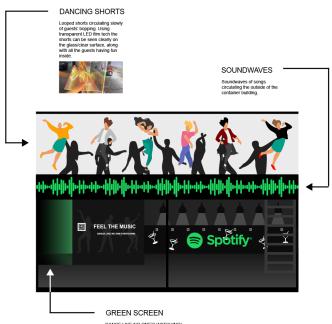




CONTAINER ACTIVATION PLAN



GROUND FLOOR



DANCE LIKE NO ONE'S WATCHING!
Using the green screen, Spotify staff record short videos of guests dancing their favourite or even own made, original bop. This bop is put on loop and cast to the 360 screen for everyone to enjoy.



The Island Cage



Created a custom Arabic-inspired typeface and menu design for a Lebanese restaurant, working with the local community to enhance their dining experience while honoring cultural heritage.



Served with rice and salad

LAMB CHOPS

£ 12.45

SHISH TAWOOK

and tomatoes

Two stewers of marinated chicken breast, charcoal grilled, served with rice, salad and garlic sauce

THANK You

 Through design, I transform social challenges into opportunities for connection, from digital spaces to cultural bridges.

I look forward to unfolding the stories, strategies and thinking behind these projects.

Thank you for your time. Marysia Abbott

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