

Postgraduate Certificate Data Science in Business Areas and Sectors





Postgraduate Certificate Data Science in Business Areas and Sectors

Language: English

Course Modality: Online

Duration: 12 weeks

Certificate: TECH Technological University

Official N° of Hours: 300 h.

Target Group: University graduates and postgraduates
who have completed a degree in computer engineering.

Website: www.techtute.com/in/school-of-business/postgraduate-certificate/data-science-business-areas-sectors

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01 Welcome

Having knowledge of *Data Science* is highly valued in the business environment, as it helps to predict the success of a product or to improve the departmental process of the organization. When carrying out a digital transformation process, industries are obliged to have computer engineers with managerial skills to establish a system to use data to improve. With this program, the needs within each department will be analyzed to identify those areas to improve with the use of Data Science. In this way, it becomes a complete program for future graduates who aspire to a managerial position.



Postgraduate Certificate in Data Science in Business Areas and Sectors.
TECH Technological University



“

*Start your professional journey by
establishing new processes with
the help of data science”*

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University



Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+
executives trained each year

200+
different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+ | collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

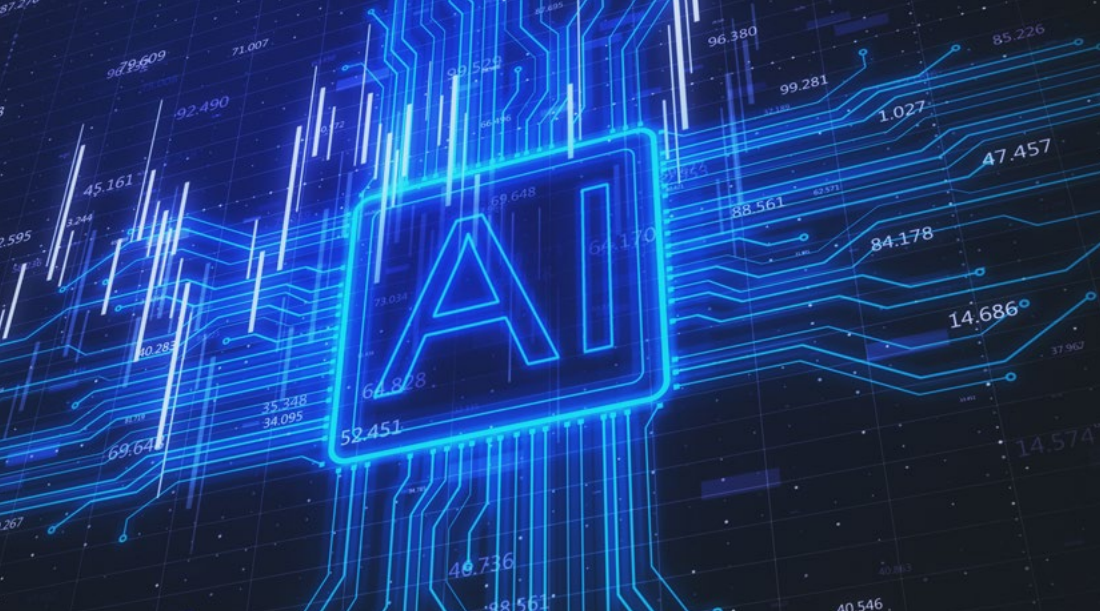
After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

03

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"

This program will provide students with a multitude of professional and personal advantages, particularly the following:

01

A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of companies

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06

Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.

07

Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08

Be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to train with a team of world renowned teachers.

04 Objectives

With this program, computer engineers will be able to learn the benefits of applying data analysis techniques in each department of a company. This means that not only the student's scientific knowledge will be put to the test, but also their managerial knowledge, allowing them to choose the strategy that best suits the needs of their team.



“

Test your knowledge and develop your managerial skills to lead a team to excellence”

TECH makes the goals of their students their own goals too.

Working together to achieve them.

Postgraduate Certificate in Data Science in Business Areas and Sectors qualifies students to:

01

Develop analytical skills in order to make quality decisions

04

Generate specialized knowledge to develop predictive analytics

02

Examine effective marketing and communication campaigns

03

Determine the creation of scorecards and KPI's according to the department



05

Propose business and loyalty plans based on market research

06

Develop the ability to listen to the customer

07

Apply statistical, quantitative and technical knowledge in real situations

08

Analyze the state of the art of Artificial Intelligence (AI) and data analytics



09

Develop specialized knowledge of the most widely used technologies

12

Determine the fields of application

10

Generate a better understanding of the technology through use cases

11

Analyze the chosen strategies to select the best technologies to implement



13

Examine the actual and potential risks of the technology used

14

Propose benefits derived from the use

15

Identify future trends in specific fields

16

Examine the evolution of these technologies and where they are headed in the coming years



05

Structure and Content

This program is composed of a series of modules that will offer a theoretical and practical perspective to establish the importance of having a good data analytics system. For this reason, and taking into account the working life of the students, the program is available in an online modality, allowing to take it from anywhere.



“

Manage a data analysis system and propose new strategies to improve a department in the company"

Syllabus

The Postgraduate Certificate in Data Science in Business Areas and Sectors from TECH Technological University is a unique experience that will help students to find and use an analysis system that benefits every team in an organization.

For this reason, this program has been designed to promote the managerial skills that all computer engineers must have if they wish to advance in their professional career.

This will be achieved through a set of theoretical classes, where the importance of new technologies, such as artificial intelligence, will be demonstrated to ensure the automation of processes that hinder the work of some teams.

By means of practical cases, students will have a much better understanding of the knowledge imparted. In turn, they will be encouraged to achieve excellence in the field of leadership and management of a technology department in a company. This way, they will understand the needs of the business and will be able to propose new and innovative strategies.

This Postgraduate Certificate is developed over 12 weeks with 2 study modules:

Module 1

Data Analysis in a Business Organization

Module 2

Practical Application of Data Science in Business Sectors



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Data Science in Business Areas and Sectors completely online. Over the course of 12 weeks, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

Module 1. Data Analysis in a Business Organization

1.1. Business Analysis

- 1.1.1. Business Analysis
- 1.1.2. Data Structure
- 1.1.3. Phases and Elements

1.2. Data Analysis in the Business

- 1.2.1. Scorecards and KPIs by Departments
- 1.2.2. Operational, Tactical and Strategic Reports
- 1.2.3. Data Analytics Applied to Each Department
 - 1.2.3.1. Marketing and Communication
 - 1.2.3.2. Commercial
 - 1.2.3.3. Customer Service
 - 1.2.3.4. Purchasing
 - 1.2.3.5. Administration.
 - 1.2.3.6. HR
 - 1.2.3.7. Production
 - 1.2.3.8. IT

1.3. Marketing and Communication

- 1.3.1. KPIs to be Measured, Applications and Benefits
- 1.3.2. Marketing Systems and Data Warehouse
- 1.3.3. Implementation of a Data Analytics Framework in Marketing
- 1.3.4. Marketing and Communication Plan
- 1.3.5. Strategies, Prediction and Campaign Management

1.4. Commerce and Sales

- 1.4.1. Contributions of Data Analytics in the Commercial Area
- 1.4.2. Needs of the Sales Department
- 1.4.3. Market Research

1.5. Customer Service

- 1.5.1. Loyalty
- 1.5.2. Personal Coaching and Emotional Intelligence
- 1.5.3. Customer Satisfaction

1.6. Purchasing

- 1.6.1. Data Analysis for Market Research
- 1.6.2. Data Analysis for Competency Research
- 1.6.3. Other Applications

1.7. Administration.

- 1.7.1. Needs of the Administration Department
- 1.7.2. Data Warehouse and Financial Risk Analysis
- 1.7.3. Data Warehouse and Credit Risk Analysis

1.8. Human resources.

- 1.8.1. HR and the Benefits of Data Analysis
- 1.8.2. Data Analytics Tools in the HR Department
- 1.8.3. Data Analytics Applications in the HR Department

1.9. Production

- 1.9.1. Data Analysis in a Production Department
- 1.9.2. Applications
- 1.9.3. Benefits

1.10. IT

- 1.10.1. IT Department
- 1.10.2. Data Analysis and Digital Transformation
- 1.10.3. Innovation and Productivity

Module 2. Practical Application of Data Science in Sectors**2.1. Health Sector**

- 2.1.1. Implications of AI and Data Analysis in the Health Sector
- 2.1.2. Opportunities and Challenges

2.2. Risks and Trends in the Health Sector

- 2.2.1. Use in the Health Sector
- 2.2.2. Potential Risks Related to the Use of AI

2.3. Financial Services

- 2.3.1. Implications of AI and Data Analysis in Financial Services Sector
- 2.3.2. Use in the Financial Services
- 2.3.3. Potential Risks Related to the Use of AI

2.4. Retail

- 2.4.1. Implications of AI and Data Analysis in the Retail Sector
- 2.4.2. Use in Retail
- 2.4.3. Potential Risks Related to the Use of AI

2.5. Industry 4.0

- 2.5.1. Implications of AI and Data Analysis in Industry 4.0
- 2.5.2. Use in the 4.0 Industry

2.6. Risks and Trends in Industry 4.0

- 2.6.1. Potential Risks Related to the Use of AI

2.7. Public Administration.

- 2.7.1. Implications of AI and Data Analytics for Public Administration
- 2.7.2. Use in Public Administration
- 2.7.3. Potential Risks Related to the Use of AI

2.8. Educational

- 2.8.1. Implications of AI and Data Analysis in Education
- 2.8.2. Potential Risks Related to the Use of AI

2.9. Forestry and Agriculture

- 2.9.1. Implications of AI and Data Analysis in Forestry and Agriculture
- 2.9.2. Use in Forestry and Agriculture
- 2.9.3. Potential Risks Related to the Use of AI

2.10. Human Resources

- 2.10.1. Implications of AI and Data Analysis in Human Resources
- 2.10.2. Practical Applications in the Business World
- 2.10.3. Potential Risks Related to the Use of AI



*Artificial Intelligence is the Future.
Develop a plan for its application in
the enterprise and position yourself
as a leading innovator"*

06

Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”



This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

Our Students' Profiles

The Postgraduate Certificate is aimed at University Graduates and Postgraduates who have previously completed any of the following degrees in the field of computer engineering, systems engineering, software engineering, or any branch related to these fields of study.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

The Postgraduate Certificate is also open to professionals who, being university graduates in any field, have two years of work experience in the field of tax consultancy.





“

*Developing new business strategies
will enable you to position yourself
as a leader and agent of change”*

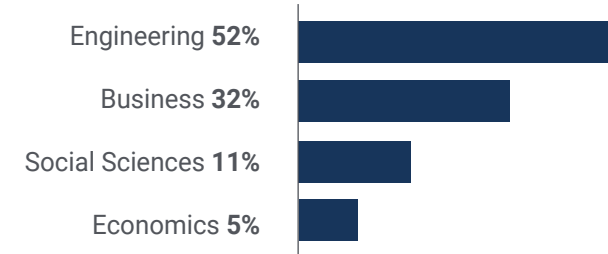
Average Age

Between **35** and **45** years old

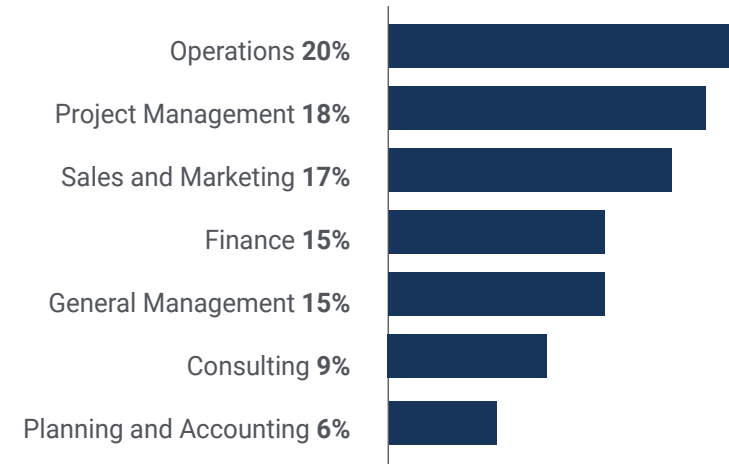
Years of Experience



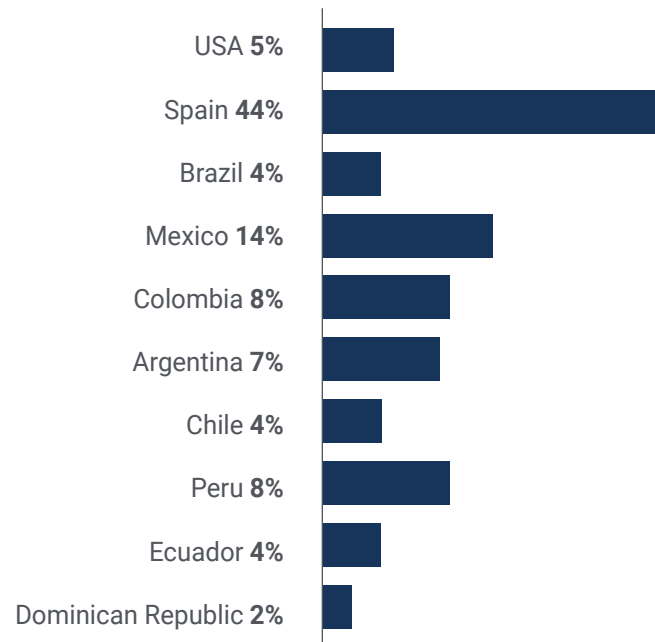
Training



Academic Profile



Geographical Distribution



Daniel Torrealba

Computer engineer and intelligence analyst

"With this Postgraduate Certificate, I managed to learn new technologies to work in the sector, besides learning about management and the needs in business. Artificial intelligence is the future and therefore, this type of program represents innovation"

08

Course Management

The content of the program has been developed by this select group of experts, making available to students their many years of experience and multidisciplinary competencies. Together, they have created a program that will enhance the students' skills in a practical and educational way.



“

*Take your career to excellence.
During the program you will
have professionals capable of
elevating your level"*

Management



Dr. Peralta Martín-Palomino, Arturo

- ♦ CEO and CTO at Prometheus Global Solutions
- ♦ CTO en Corporate Technologies in Corporate Technologies
- ♦ CTO in AI Shephers GmbH
- ♦ Doctorate in Psychology from the University of Castilla La Mancha
- ♦ PhD in Economics, Business and Finance from the Camilo José Cela University. Outstanding Award in her PhD
- ♦ PhD in Psychology, University of Castilla La Mancha
- ♦ Master's Degree in Advanced Information Technologies from the University of Castilla la Mancha
- ♦ Master MBA+E (Master's Degree in Business Administration and Organisational Engineering) from the University of Castilla la Mancha
- ♦ Associate lecturer, teaching undergraduate and master's degrees in Computer Engineering at the University of Castilla la Mancha
- ♦ Professor of the Master in Big Data and Data Science at the International University of Valencia
- ♦ Lecturer of the Master's Degree in Industry 4.0 and the Master's Degree in Industrial Design and Product Development
- ♦ Member of the SMILe Research Group of the University of Castilla la Mancha

Professors

Ms. Rissanen, Karoliina

- ◆ Responsible for the development of training programs Professional Experience
- ◆ HR Specialist, Oy Sinebrychoff Ab (Carlsberg Group)
- ◆ Assistant Manager, People, Performance and Development, IATA Global Delivery Center
- ◆ Assistant Manager, Customer Services, IATA Global Delivery Center
- ◆ Trained and Certified as an instructor for IATA
- ◆ Training of customer service personnel
- ◆ Certificate in Tourism from Haaga-Helia University
- ◆ Master's Degree in Protocol and External Relations from Camilo José Cela University
- ◆ Certificate in Human Resources Management from Chartered Institute of Personnel and Development

Mr. Martín-Palomino Sahagún, Fernando

- ◆ CTO at AURA Diagnostics (medTech)
- ◆ Business Development Spain SARLIN, Industry 4.0 applied compressed air
- ◆ Operations Management Alliance Diagnostics
- ◆ Manager at Innovation Alliance Medical
- ◆ CIO at Alliance Medical
- ◆ Field Engineer & Digital Radiology Project Management at Kodak
- ◆ Head Telecommunications Engineer MBA at Polytechnic University of Madrid
- ◆ Executive Master's Degree in Marketing and Sales, ESADE Teaching Experience
- ◆ Training of medical personnel in the use of new technologies for digital diagnostics
- ◆ Training of industrial plant personnel in the use of 4.0 applications

Ms. Martínez Cerrato, Yésica

- ◆ Electronic Security Product Technician at Securitas Security Spain
- ◆ Business Intelligence Analyst at Ricopia Technologies (Alcalá de Henares) Degree in Electronic Communications Engineering at the Polytechnic School, University of Alcalá
- ◆ Responsible for training new recruits on commercial management software (CRM, ERP, INTRANET), product and procedures in Ricopia Technologies (Alcalá de Henares)
- ◆ Responsible for training new scholarship holders incorporated to the Computer Classrooms at the University of Alcalá
- ◆ Project Manager in the area of Key Accounts Integration at Correos and Telégrafos (Madrid)
- ◆ Computer Technician-Responsible for computer classrooms OTEC, University of Alcalá (Alcalá de Henares)
- ◆ Computer classes teacher at ASALUMA Association (Alcalá de Henares)
- ◆ Training scholarship as a Computer Technician at OTEC, University of Alcalá (Alcalá de Henares)

09

Impact on Your Career

This program involves a great economic, professional and, of course, personal investment, of which TECH is aware. The ultimate goal of carrying out this great effort should be to achieve professional growth in the students' field of interest.



“

Meet your career goals and aspire to a position that allows you to work with new technologies”

Are you ready to take the leap? Excellent professional development awaits you

The Postgraduate Certificate in Data Science in Business Areas and Sectors from TECH Technological University is an intensive program that prepares you to face business challenges and decisions in the field of data analysis. The main objective is to promote personal and professional growth. Helping students achieve success.

If you want to improve yourself, make a positive change professionally and network with the best, this is the place for you.

Invest in yourself and learn with us. You will see the improvement you are looking for on the first day of class.

If you want to make a positive change in your profession, the Postgraduate Certificate in Data Science in Business Areas and Sectors will help you achieve it.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than **25.33%** for our students.



10

Benefits for Your Company

The Postgraduate Certificate in Data Science in Business Areas and Sectors contributes to elevate the organization's talent to its maximum potential by preparing high-level leaders. Participating in this program is a unique opportunity to access a powerful network of contacts in which to find future professional partners, customers or suppliers.





“

*By taking this program you will
be one step closer to getting your
company on the road to success”*

Developing and retaining talent in companies is the best long-term investment.

01

Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

Building agents of change

The student will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

Project Development

The professional can work on a current project or develop new projects in the field of R&D or Business Development within their company.

06

Increased competitiveness

This Postgraduate Certificate will equip your professionals with the skills to take on new challenges and therefore drive the organization forward.

11

Certificate

The Postgraduate Certificate in Data Science in Data Science in Business Areas and Sectors guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.





“

*Successfully complete this program
and receive your university qualification
without having to travel or fill out
laborious paperwork”*

This **Postgraduate Certificate in Data Science in Business Areas and Sectors** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations and professional career evaluation committees.

Title: **Postgraduate Certificate in Data Science in Business Areas and Sectors**
Official N° of Hours: **300 h.**



*Apostille Convention. In the event that the student wishes to have their paper certificate issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



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