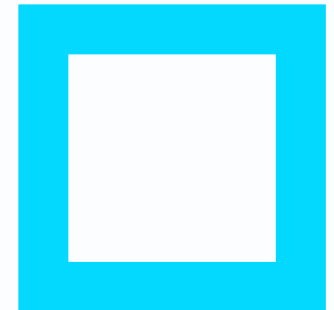


compiuta

About us

Compiuta is a software company that focuses on IoT data collection and analysis.

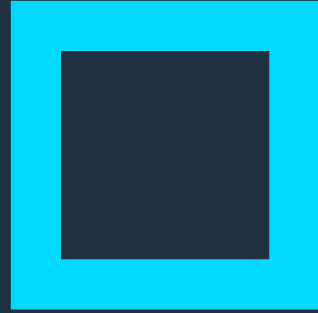
- ✓ Started in 2021
- ✓ Profitable and expanding (bootstrapping for now)
- ✓ Based in Padua
- ✓ Hiring!



About you

Today we'll discuss some advantages (and disadvantages!) of starting your own company in a **STEM** field:

- **Leverage** (especially software)
- **Low Capex** => lower entry barrier (=> caution: higher competition, lower MOAT)
- **Lower risk** involved in trying to go out on your own (you'll find another job should things go astray...)



What do you do?



Connhex

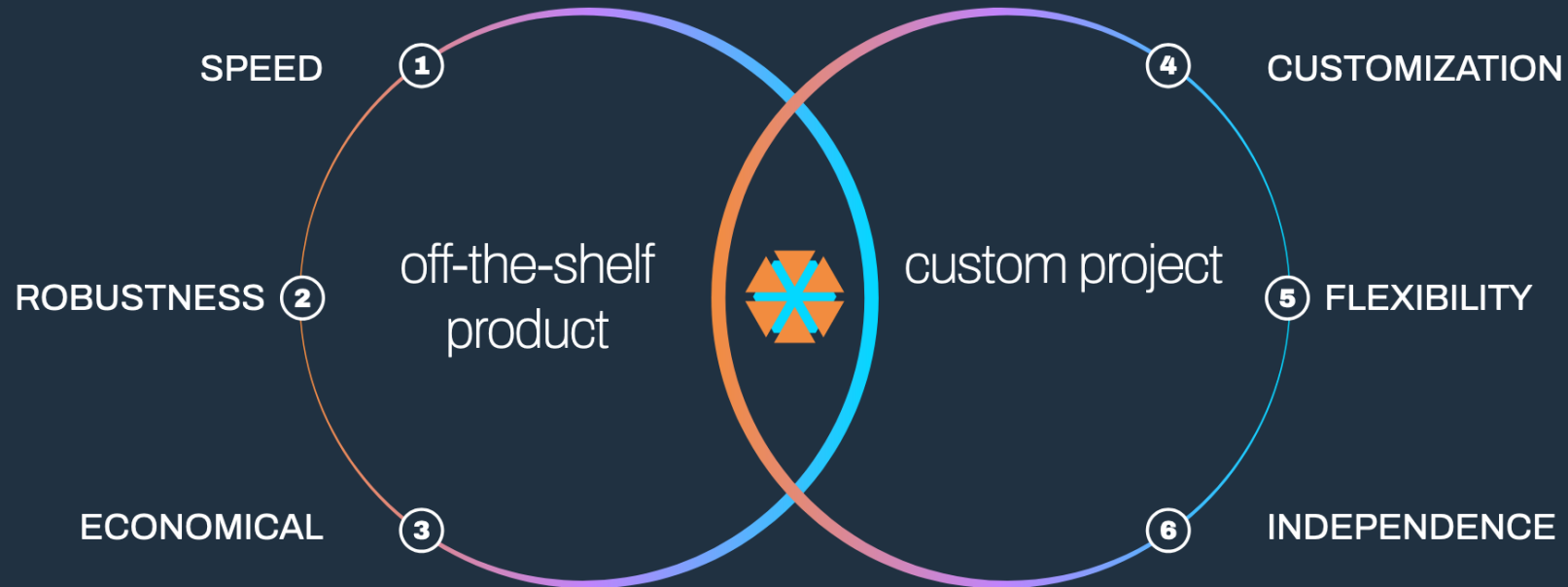
Your industrial IoT platform

The IoT suite that puts your
apps, customers and needs
centre stage.



best of both worlds

Connhex combines the advantages of an **off-the-shelf** product with those of a **custom** solution.

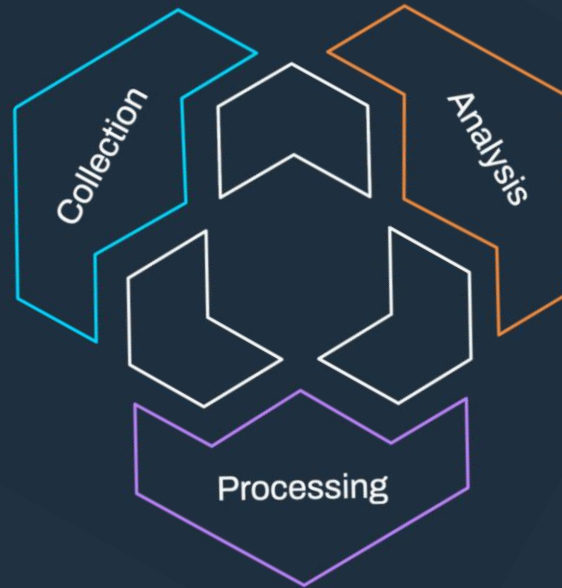


The IoT suite

A **vertically integrated** solution comprised of three modules:

Edge

On-device plug-and-play control
agent



Cloud

Industrial-grade IoT cloud
platform

AI

Advanced anomaly detection and
forecasting engine

Connhex AI is a plug-and-play machine learning module.



Anomaly detection

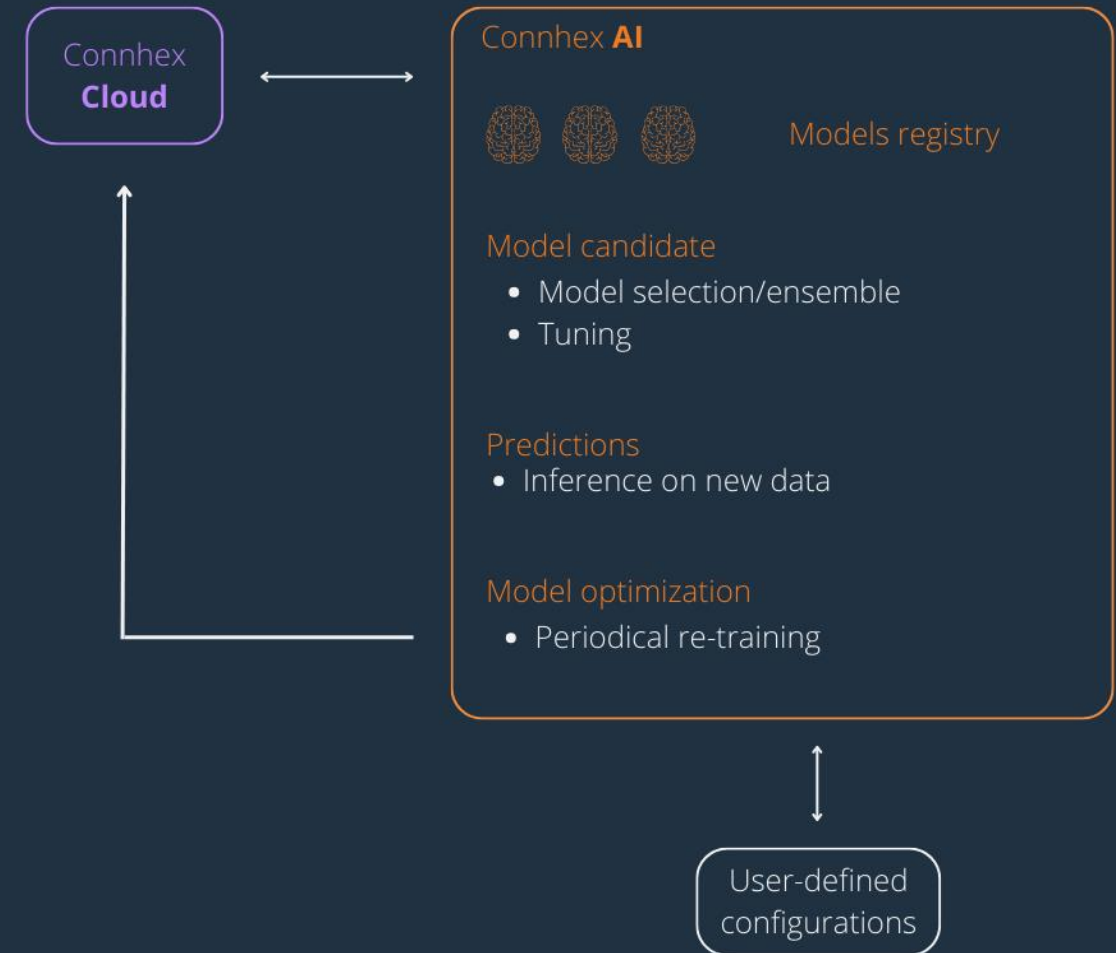
- ✓ Automatically detect anomalies in collected data
- ✓ Adjustable monitoring window size
- ✓ Customizable multi-event handling

Forecasting

- ✓ Forecast values based on sensor readings
- ✓ Variable prediction period
- ✓ Prediction quality continuous monitoring

Connhex AI is **optimized** to only do two things: predict values and detect anomalies. This allows the **complete automation** of every aspect of the training: that's why **no machine-learning expertise** is needed.

- ✓ User-defined prediction task: forecast or anomaly detection
- ✓ Automatic model(s) **selection**, optimization and training
- ✓ Auto-deployment on performance improvement



caveats

- Just our opinions, we are wrong many times!
- There's not just one way of doing things: our approach may not work for you.
- If there's something we don't cover today or if you have any questions, just feel free to reach out:

marco.pinato@compiuta.com

Ideas for discussion points

- Team is everything
- Having ideas
- It always takes more time than you think
- Doing things you don't like
- Scaling and choosing a niche
- Advantages/disadvantages of using your own money instead of fundraising
- "No say the cat is in the sac..." (<https://www.youtube.com/watch?v=tPAJomPCdZs>)
- "Talking to users" === selling
- Selling is painful, but gets better with practice
- Remote from day 1?

AMA



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