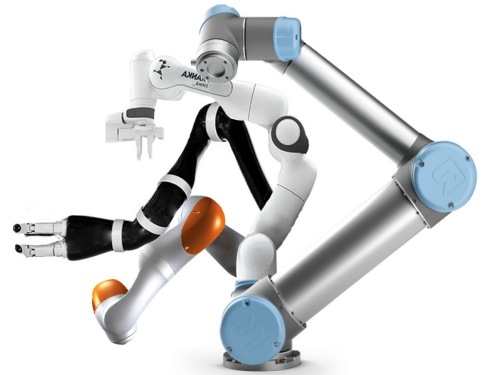


Feasibility Studies

Phase 0 Discovery



Before launching a large project with a new client, we have found it beneficial to our clients to conduct a small fixed-price consulting engagement that generates an in-depth Feasibility Study report. This allows both parties to test the waters and fully understand each other. You are of course free to use the report internally or with other service providers without further engaging in PickNik.



APPROACH

PickNik will collaborate with your company via email and video calls to deliver a Phase 0 Feasibility Study report that is typically between 15 and 30 pages. The report includes:

- **Technical analysis** that discusses the approach we plan on taking.
- **Assessment of risks** in the project, including technology maturity level.
- **Software development milestones** and roadmap to implement the proposed project.
- **Architecture diagrams** visually describing the high level layout of the proposed solution.
- **Time estimates** for the required effort

BENEFITS

In addition to what's outlined above, you receive:

- **Peace of mind:** Once complete, you'll know the next phase of work has been researched, planned, and discussed to ensure your robotics initiatives drive business forward.
- **More hours in the week:** The feasibility study will provide you with insights that would have taken countless hours of academic paper reading, code experimentation, and trial & error.
- **A trusted advisor:** Have future quick questions about the robotics industry? Shoot Dave an email and let's stay in touch.

"We've gotten a lot of value out of working with PickNik. My biggest concern as a manager is to make sure my technical team has access to the robotics knowledge they need."

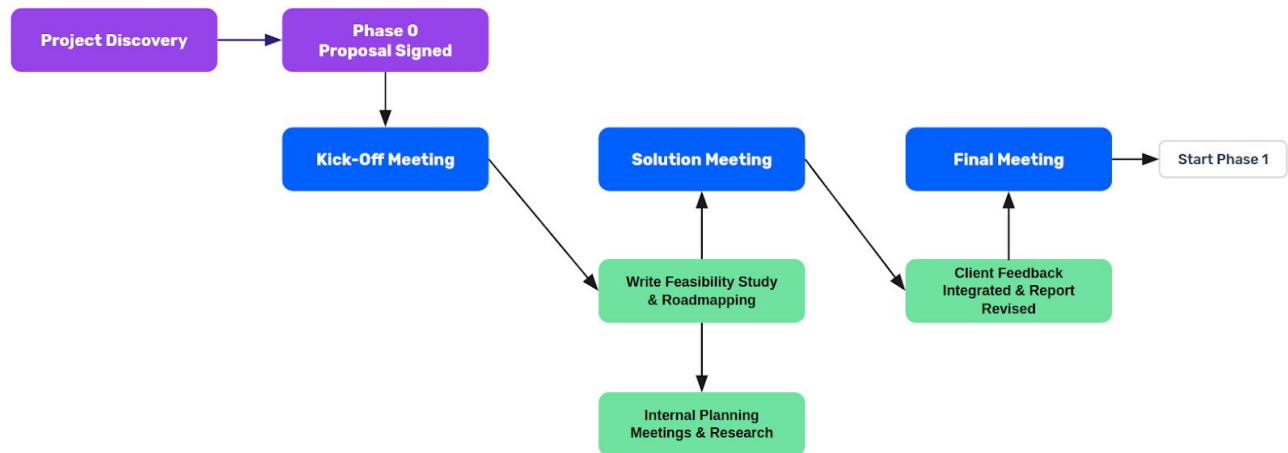
- Brian Harms, Samsung R&D

"The PickNik team's approach to the feasibility phase is differentiating and of extremely high value. In a very short time, the team understood the problem they were tackling – and the risks they were taking on – with such high precision. It gave us confidence in their ability to solve the challenge and their estimation of needed resources."

- Nick Bush, Bush Consulting

PHASE 0 PROCESS

As shown in the following diagram, our typical Phase 0 Discovery offering starts with a *Kick-Off Meeting* where we work closely with you to understand your technical problems and application requirements. PickNik then works internally to write up our recommendations, risk assessments, and time estimates, as well as create an architecture diagram of the proposed system.



At this point we have a *Solutions Meeting* with you where we present our progress, ask remaining questions, and solicit your feedback. PickNik then revises the Feasibility Study and integrates your feedback and our further research. The engagement ends with our third, *Final Meeting*, where we discuss the proposed solution, answer any remaining questions you have, and go over the next steps for Phase 1.

ENGAGEMENT

Our Feasibility Studies are a low fixed rate fee, which we believe to be a great value for the brain dump of tailored knowledge we provide. Our legal contract to get started is a simple 1 page engagement letter.

ABOUT PICKNIK

The PickNik team is a unique combination of expert robotics research scientists and senior software developers. Our engineering team comprises over 85% PhDs and Masters in robotics, while all grounded with high quality coding abilities at the same time.

PickNik's mission is to dramatically reduce your development time and costs for advanced robotic applications. We achieve this by supporting and collaborating with the worldwide open source robotics movement, providing you with cutting edge research. While open source robotics is our passion, we are committed to protecting your core IP.

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