

Sailors Pitch

What is Sailors?

Sailors is a Realtime Workflow System for Digital Teams which use IoT(THINGS) as their Digital Servants.

Problem:

Integration of workflow systems with THINGS is cumbersome. The cause for this is the difference in granularity of both. While workflow systems are built on tasks as units of workflow, THINGS are built on more granular units i.e. activities. So existing Workflow Systems in the market remain non-realtime as they do not integrate well with THINGS.

Solution:

The solution we have created is to build ground up a granular, activity based workflow system. So now team members can plug & play THINGS. Creating a workflow is as easy as drag & drop from activities supported by the plugged-in THINGS.

Differentiator:

We built the system as a decentralized workflow system. This lets us to handle both planned and responsive workflows which is a significant advantage expected out of a real time workflow system. Another gain is the ability to integrate THINGS either at edge or at cloud.

Business model:

Though sailors is a new type of workflow system, we believe that our business is in *Servicification* of THINGS for makers i.e. sell THINGS as service and instead of one time purchase. So we intend to give Sailors free for Teams. We will charge commission out of the service charges that makers are going to earn from teams.

Chicken-Egg:

Teams will not use Sailors if not many THINGS are supported. Makers will not connect their THINGS into Sailors if not many Teams sign up. But we have two advantages to make use of. Currently a realtime responsive system is badly missed by hyper-responsive teams like emergency care crews, field service teams etc. Makers are slowly adopting open standards like BLE, OCF, Thread etc. We want to target those teams and makers to gain the initial momentum.