



Revolutionizing Survey Workflow Automation

# Meet the Founder



Over years of working with multiple firms, I've consistently identified recurring issues in workflow inefficiencies and technology gaps. My vision is to modernize the surveying industry through AI-driven solutions, bridging these gaps and creating future-proof operations.

## Professional Background

- Decade of experience in land surveying
- Expert in workflow optimization
- Specialized in automation solutions
- FAA Part 107 licensed UAS pilot
- Years of experience with 3D laser scanning
- Skilled in 3D point rendering and registering
- Entrepreneurial experience, learning from challenges
- Well-versed in survey transit equipment and map making

## Non-Profit Projects

- AI-powered chess training applications
- Large Language Model training platforms
- Personality-focused AI agent frameworks

## Personal Hobbies

- Traveling and learning new languages
- Watching ice hockey
- Playing chess
- Reading about new technologies
- Smite the Game

## Advisory Board

- Industry Experts: Advisors with deep connections in surveying and AI technology.
- Technical Expertise: Access to seasoned professionals for guidance on complex technical challenges.

## Team Expansion

- CTO & CFO: Aiming to onboard by the end of 2025, with promising candidates already identified.
- Customer Service Agents: Exploring the creation of in-house AI agents to reduce labor costs and enhance efficiency.

# The Surveying Industry Crisis

## Workforce Challenge

- 65,000+ surveyor deficit by 2030
- Average surveyor age: 58 years
- 40% drop in new industry entrants
- Critical knowledge transfer gap

## Technological Gap

- 70% of time spent on manual processing
- Less than 20% using modern automation
- Outdated workflows from 2010 era
- \$1.2B annual productivity loss

## Market Impact

- Rising project costs and delays
- Increasing complexity demands
- Young talent choosing other fields due to lack of interest or lack of awareness of the industry
- Industry growth bottleneck

# Transformative Solution

## AI-Powered Automation

- Intelligent workflow optimization
- Automated data processing
- Real-time error detection
- Smart quality control

## Knowledge Amplification

- Capture expert knowledge
- Standardize best practices
- Accelerate training
- Reduce learning curve

## Competitive Edge

- 45% productivity improvement
- 70% reduction in manual tasks
- Enhanced accuracy and reliability
- Future-proof operations

## Why Now?

- Market trends indicate a growing demand for AI-driven solutions in surveying, making this the ideal time for Gunter AI.

## Moat & Defensibility

- Proprietary Technology: Unique algorithms and data sets differentiate Gunter AI. Patent applications are in progress.
- Competitive Advantage: Our solution offers seamless integrations and AI capabilities that are difficult for competitors to replicate.

# GUNTER AI Platform

## Core Product

Inspired by Jarvis from Iron Man, Gunter AI is an American-made, Utah-based AI assistant with a familiar chat interface, designed specifically for surveyors and civil engineers. Users can interact through text or voice commands to automate workflows, process data, and receive expert guidance.

### Interface & Interaction

- Natural language chat interface
- Voice command capability
- Context-aware responses
- Multi-session memory

### Workflow Integration

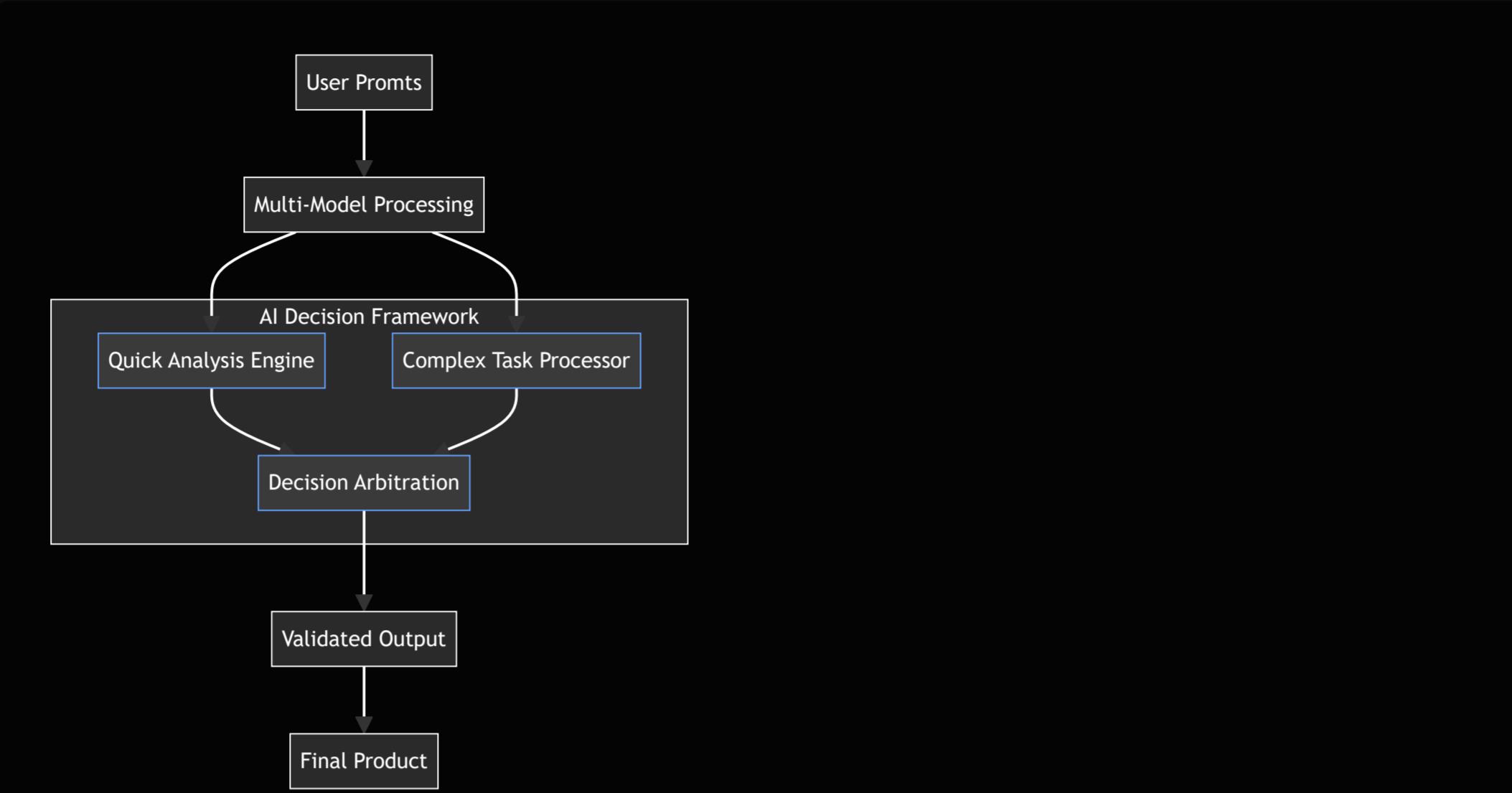
- CAD automation (in development)
- Data processing pipelines
- Document management
- Quality control systems
- Desktop control (under heavy development)

### Industry Focus

- Survey-specific knowledge base
- Engineering best practices
- Regulatory compliance
- Industry standards integration

# Advanced AI Architecture

## Multi-Model AI Processing



## Core Capabilities

- Automated CAD processing
- Survey data optimization
- Real-time error detection
- Intelligent quality control

## Safety & Security

- Multi-layered validation
- NIST framework compliance
- Continuous monitoring
- Secure data handling

# Current Development Status

## Operational Features

### Core AI System

- Advanced language processing
- Context-aware responses
- Multi-session memory
- Knowledge retention

### CAD Capabilities

- AutoCAD/Civil3D script generation
- Coordinate system translation
- Command optimization guidance
- Troubleshooting assistance

### Administrative Features

- Document analysis & generation
- Project data organization
- Task management automation
- Workflow optimization

## Development Progress

### Completed

- UI/UX framework
- Core AI engine
- Basic CAD scripting
- Expert CAD knowledge base

### Under Development

- Advanced CAD automation
- Direct software integration
- Batch processing systems
- Custom workflow templates

### Next Phase

- Real-time CAD assistance
- Multi-platform plugins
- Automated quality control
- Enterprise integration

# Market Opportunity

## Total Addressable Market

**350,000+**

Civil Engineering & Survey Professionals using CAD (US)

**45%**

Average Productivity Gain

### Growth Drivers

- Critical workforce shortage
- Increasing project complexity
- Digital transformation demand

### Competition

- In-Depth Analysis:** Gunter AI offers unique integrations and AI-driven insights that competitors like AutoCAD lack.
- New Entrants:** Our proprietary technology and established partnerships create a strong defensive position.

### Target Users

- Engineering firms
- Survey companies
- Government agencies
- Construction companies

### Go-to-Market Strategy

- Utah-First Strategy: Leveraging local networks and industry events to build a strong initial user base.
- CAC & Sales Cycle: Targeting a \$200 CAC with a 3-month sales cycle, focusing on relationship building and value demonstration.

### Risk Analysis

- Regulatory Challenges: Navigating data privacy laws with robust compliance measures.
- Liability Concerns: Implementing rigorous testing and error mitigation protocols.
- Market Adoption Barriers: Addressing resistance with education and demonstration of ROI.

# Business Model

## Tiered Subscription Model

### Free Tier

- Basic automation features
- Limited monthly prompts
- Community support
- Perfect for trials

### Pro (\$299/month)

- Unlimited prompts
- Project database
- Advanced automation
- Priority support

### Team (\$599/month)

- Multi-user access
- Team collaboration
- Advanced analytics
- Dedicated support

### Enterprise (\$1000+)

- Custom solutions
- Full API access
- White-label options
- Dedicated success manager

## Revenue Streams

### Primary

- Subscription revenue
- Enterprise customization
- Priority processing fees

### Secondary

- Implementation services
- Training programs
- API access fees

# Cost per Bot Analysis

## Detailed Monthly Costs per Bot

Based on average usage of 100, 500, and 1000 calls per month, including cloud storage, server maintenance, implementation, and guidance.

### 100 Calls

- AI API Costs: \$6.00
- Cloud Computing: \$23.00
- Storage: \$4.00
- Memory & Processing: \$10.00
- Database Operations: \$4.00
- Security: \$3.50
- Networking: \$4.00
- Monitoring & Logging: \$4.00
- Support Services: \$3.00
- Additional Services: \$4.00

**Total: \$63.50**

### 500 Calls

- AI API Costs: \$30.00
- Cloud Computing: \$25.00
- Storage: \$8.00
- Memory & Processing: \$15.00
- Database Operations: \$6.00
- Security: \$5.00
- Networking: \$6.00
- Monitoring & Logging: \$5.00
- Support Services: \$4.00
- Additional Services: \$5.00

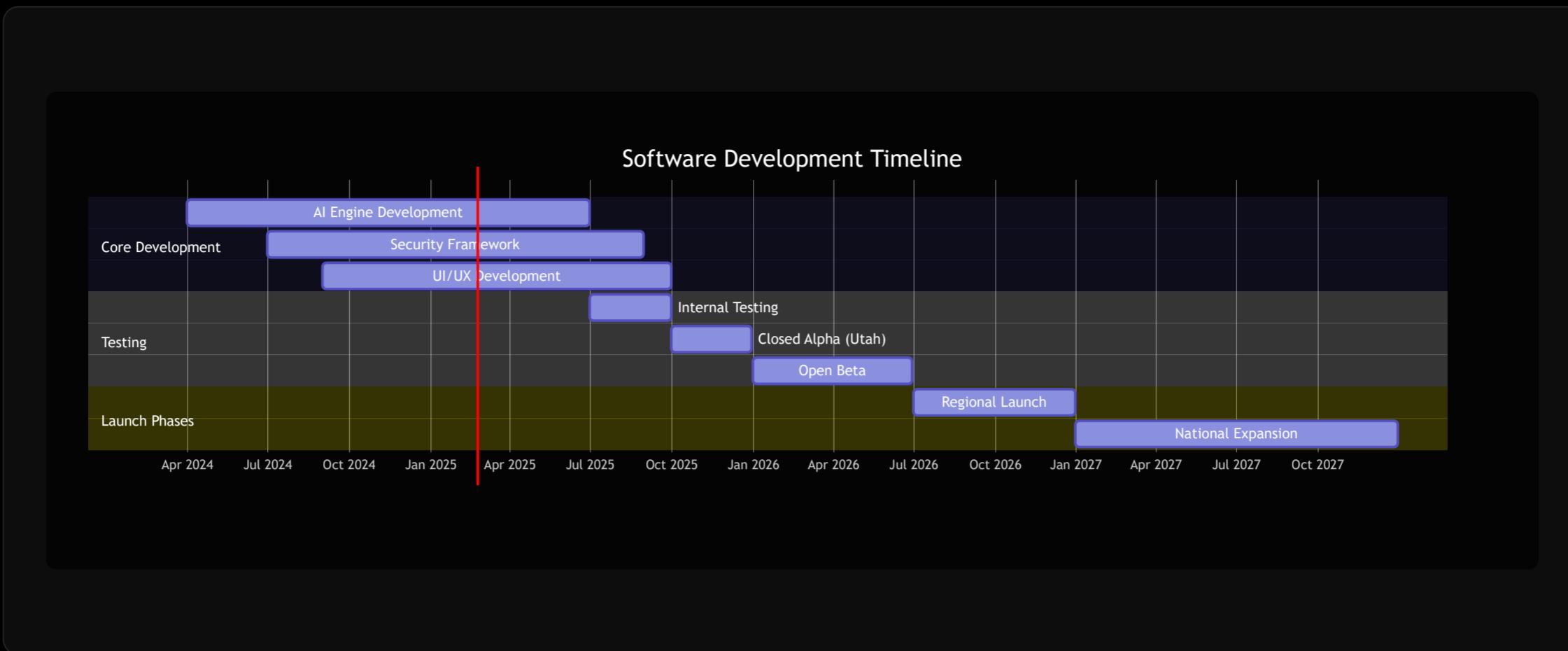
**Total: \$109.00**

### 1000 Calls

- AI API Costs: \$60.00
- Cloud Computing: \$30.00
- Storage: \$12.00
- Memory & Processing: \$20.00
- Database Operations: \$8.00
- Security: \$7.00
- Networking: \$8.00
- Monitoring & Logging: \$6.00
- Support Services: \$5.00
- Additional Services: \$6.00

**Total: \$162.00**

# Development Roadmap



## Alpha Phase (Q4 2025)

- Initial deployment with Utah partner
- Core feature validation
- Performance optimization
- Security auditing

## Beta Launch (Q1 2026)

- Open beta release
- Regional expansion
- Feature refinement
- Early adopter program

# Growth & Return Projections

## Revenue Milestones by Subscriber Count

### 100 Users

- Monthly Revenue: \$29,900
- Annual Revenue: \$358,800
- Market Share: 0.03%

### 500 Users

- Monthly Revenue: \$149,500
- Annual Revenue: \$1.79M
- Market Share: 0.14%

### 1000 Users

- Monthly Revenue: \$299,000
- Annual Revenue: \$3.58M
- Market Share: 0.29%

## Investment Returns by Milestone

Based on a \$280K Pre-Seed Investment

### At 100 Users

- Company Value: \$2.5M
- Investment Worth: \$700K
- Return Multiple: 2.5x

### At 500 Users

- Company Value: \$12.5M
- Investment Worth: \$3.5M
- Return Multiple: 12.5x

### At 1000 Users

- Company Value: \$25M
- Investment Worth: \$7M
- Return Multiple: 25x

## Financial Assumptions

- Assumptions: User acquisition through targeted marketing, pricing models based on tiered subscriptions, and growth rates aligned with industry trends.
- Valuation Justification: Valuation increases are supported by strategic partnerships and market expansion opportunities.

## Conservative Scenarios

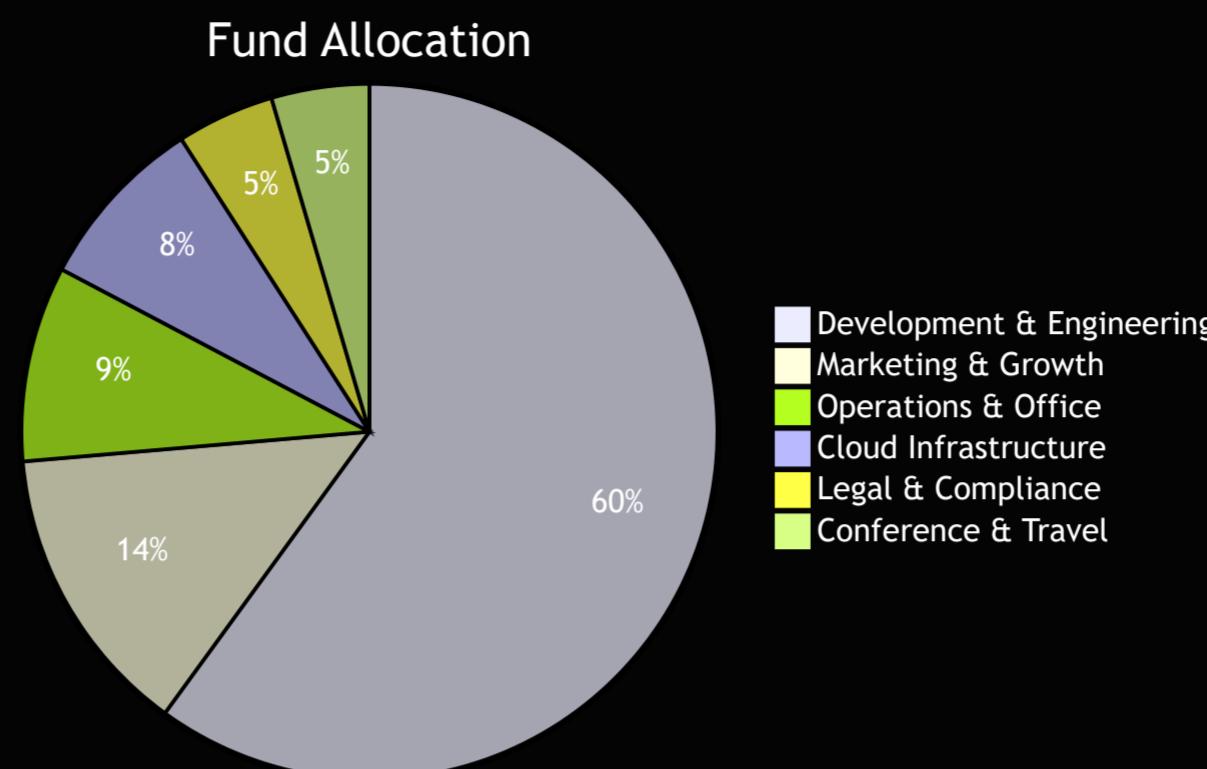
- Conservative Growth: Projected growth to 500 users with a 15x return multiple.
- User Acquisition Strategy: Focused on targeted marketing and partnerships to ensure sustainable growth.

## Milestones & Contingency Plans

- \*\*Milestones\*\*: Key development phases tied to funding rounds, ensuring accountability and progress tracking.
- \*\*Contingency Plans\*\*: Prepared to adjust timelines and resources based on market feedback and technical challenges.

# Investment Opportunity

Raising \$280,000 Pre-Seed Round



## Development (\$185,000)

- Core AI development
- Engineering team expansion
- Security implementation

## Infrastructure (\$25,000)

- Cloud services
- Development hardware
- Testing environments

## Operations (\$70,000)

- Marketing & growth
- Office space & equipment
- Legal & professional services
- Industry conferences

