

Pre-Seed Investment Opportunity

# Municipal Robotics

Autonomous sidewalk maintenance for cities

Cam Pedersen, Founder  
[info@muni.works](mailto:info@muni.works)

# The Problem

## Sidewalks are failing Americans

- **1 million+ slip-and-fall injuries** per year from icy sidewalks
- **\$35 billion** in annual liability costs for municipalities
- **20% of Americans** have mobility challenges requiring clear paths
- Parents, elderly, disabled forced into the street



## Why it's not getting fixed

- Manual labor: expensive, unavailable, unsafe
- Existing equipment: too big for sidewalks
- Property owner mandates: unenforceable
- **No good solution exists today**

Cities face impossible tradeoffs:  
clear sidewalks or fund other services

# Our Solution



## BVR: Base Vectoring Rover

Autonomous electric rover designed for sidewalk-scale work.

- **Sidewalk-sized:** 24" wide, fits anywhere pedestrians walk
- **Electric:** Zero emissions, quiet operation
- **Modular tools:** Snow auger, plow, spreader, mower
- **Safe by design:** LiDAR stops on any obstacle
- **Remote operation:** One operator monitors 10+ rovers

**10x more efficient than manual clearing**

# See It In Action

## ► Demo Video

BVR clearing sidewalk in real conditions  
*90 seconds*

bvr0 prototype operational December 2025  
bvr1 production units shipping Summer 2026

# Market Opportunity

**Total Addressable Market: \$14B+**

Segment	TAM	Entry Strategy
Municipal sidewalks	\$2B	Pilot program (current focus)
Municipal parks/paths	\$3B	Same customer, new use case
University campuses	\$1B	Robotics labs + facilities
Corporate campuses	\$2B	Tech companies, HQs
Shopping centers/retail	\$1.5B	Property management cos
Airports (airside)	\$500M	Specialized, high-value
HOAs/residential	\$4B	Volume play, later phase

**At just 1% market share: \$140M revenue**

# Business Model

## Hardware + Subscription

BVR rover (bvr1)	<b>\$18,000</b>
Depot base station	\$6,000
Annual software subscription	\$3,600/yr
5-year LTV per rover	<b>\$36,000</b>

**Gross margin:** 65% hardware, 85% software

**Recurring revenue** creates predictable growth

## Fleet Packages

Package	Rovers	Price
Pilot	2	\$50k
Small	10	\$220k
Medium	25	\$500k
Large	50	\$950k
Enterprise	100+	\$2M+

One Chicago-sized deal = entire year's revenue

# Traction

1

3-5

100%

## Working Prototype

bvr0 complete  
December 2025

## Pilot Partners Sought

Midwest municipalities  
Winter 2026

## Open Source

Build community  
Earn trust

**Milestone:** bvr1 production units shipping to pilot partners Summer 2026

# Competitive Landscape

	Muni	Manual Labor	Toro RT-1000	Yarbo
Sidewalk-sized	✓	✓	✗	✓
All-weather	✓	✓	✓	✗
Municipal-grade	✓	✓	✓	✗
Autonomous	✓	✗	✓	✓
Affordable at scale	✓	✗	✗	✗
Available now	2026	Yes	Yes	Yes

**Key insight:** Toro's RT-1000 is ATV-sized (56" wide) and costs \$50k+. Yarbo targets residential driveways, not municipal infrastructure. No one serves sidewalk-scale municipal maintenance.

# Team



## Cam Pedersen, Founder

- Autonomous vehicle scheduling, Uber
- CTO & Co-founder, DitchCarbon (carbon accounting SaaS)
- Director of Engineering, Vanilla
- Based in Cleveland, Ohio

## Hiring with this round:

### Robotics Engineer

Autonomy, perception, controls

### Business Development

Municipal sales, partnerships

# Roadmap

When	Milestone	Capability
Dec 2025	bvr0 prototype complete	Teleop with safety stop
Q1 2026	Pre-seed close	Hire team, scale production
Q2 2026	bvr1 production	First pilot units built
Q3 2026	Pilot deployments	3-5 municipal partners
Q3 2026	Supervised autonomy	1 operator : 10 rovers
Q4 2026	Seed round	\$3M at \$12M post
2027	Scale production	100+ rovers deployed
2028	Series A	National expansion

# Financial Projections

## Revenue Forecast

Year	Revenue	Driver
2026	\$500k	Early pilots
2027	\$4M	University + enterprise
2028	\$15M	Subscription + national
2029	\$50M	Federal + platform
2030	\$160M	International + RaaS

## Path to Profitability

Year	EBITDA	Margin
2026	(\$325k)	-65%
2027	(\$700k)	-18%
2028	(\$2M)	-13%
2029	\$1.5M	3%
2030	\$31M	19%

Profitable by 2029 with subscription revenue

# The Ask

# \$500-600k Pre-Seed

## Use of Funds

at \$3M post-money valuation

Team (2 hires, 12 mo)	\$220k
Hardware (10 pilot units)	\$100k
Facilities	\$40k
R&D / prototyping	\$50k
Sales / marketing	\$40k
Legal / admin	\$25k
Buffer	\$75k
<b>Total</b>	<b>\$550k</b>

## Milestones to Seed

- ✓ 3 paying pilots (\$100k+ revenue)
- ✓ 10 rovers deployed in field
- ✓ Supervised autonomy working (1:10)
- ✓ 2-3 LOIs from larger cities

**Seed target:** \$3M at \$12M post

**Timeline:** Q4 2026

## Our Vision

# The AWS of outdoor autonomy

Starting with sidewalk snow removal.

Expanding to all outdoor surface maintenance.

Becoming the platform that powers every robot that works outside.

**Exit potential:** \$400-600M acquisition by 2029-2030  
by John Deere, Caterpillar, or Husqvarna

**Cam Pedersen**  
**[info@muni.works](mailto:info@muni.works)**