

# Municipal Robotics

## Pre-Seed Investment Summary

### Company

Autonomous sidewalk maintenance vehicles for municipalities. Starting with snow removal, expanding to all outdoor surface maintenance.

### Problem

- 1M+ slip-and-fall injuries annually from icy sidewalks
- \$35B in municipal liability costs
- Manual clearing: expensive, unavailable, unsafe
- No sidewalk-scale autonomous solution exists

### Solution

**BVR (Base Vectoring Rover):** Electric, sidewalk-sized rover with modular tools. LiDAR safety stops on any obstacle. One operator monitors 10+ rovers. Currently in development: bvr1 production units shipping Summer 2026.

### Market

|                          |               |
|--------------------------|---------------|
| Municipal sidewalks      | \$2B          |
| Parks / paths            | \$3B          |
| University campuses      | \$1B          |
| Corporate / retail       | \$3.5B        |
| HOAs / residential       | \$4B          |
| <b>Total addressable</b> | <b>\$14B+</b> |

### Business Model

- Hardware: \$18k per rover (65% margin)
- Software subscription: \$3,600/year (85% margin)
- 5-year LTV: \$36k per rover
- Fleet packages: \$50k (pilot) to \$2M+ (enterprise)

### Traction

- bvr0 prototype: drivetrain, teleop, GPS, depot (Dec 2025)
- F.Inc Artifact residency: bvr1 R&D, autonomy (Jan 2026)
- bvr1 production units shipping Summer 2026
- 100% open source (builds trust, community)

### Team

#### Cam Pedersen, Founder

Autonomous vehicle scheduling at Uber. CTO & Co-founder at DitchCarbon. Based in Cleveland, Ohio.

**Hiring:** Robotics engineer, Business development

### Financial Projections

| Year | Revenue | EBITDA   |
|------|---------|----------|
| 2026 | \$500k  | (\$325k) |
| 2027 | \$4M    | (\$700k) |
| 2028 | \$15M   | (\$2M)   |
| 2029 | \$50M   | \$1.5M   |
| 2030 | \$160M  | \$31M    |

### The Ask

## \$500-600k Pre-Seed

\$3M post-money valuation

#### Use of funds:

- Team: \$220k (2 hires, 12 months)
- Hardware: \$100k (10 pilot units)
- Operations: \$155k (facilities, R&D, sales)
- Buffer: \$75k

### Milestones to Seed (Q4 2026)

- 3 paying pilots (\$100k+ revenue)
- 10 rovers deployed in field
- Supervised autonomy (1 operator : 10 rovers)
- Seed: \$3M at \$12M post

### Exit Potential

\$400-600M acquisition by 2029-2030 by industrial OEM (John Deere, Caterpillar, Husqvarna) consolidating outdoor autonomy.

Cam Pedersen

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