

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 (auger, plow, spreader, mower). LiDAR safety system stops on any obstacle. One operator monitors 10+ rovers remotely.

Market

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

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 complete (Dec 2025)
- bvr1 production units shipping Summer 2026
- Seeking 3-5 Midwest municipal pilots
- 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

info@muni.works · muni.works
Cleveland, Ohio