Tesla
Contact: Nathan Ash — Head of Software Integration
Sales Stage: Early Demo
Deal Size: $600K (initial scope)
Meetings:

May 10: Robotics analytics walkthrough.

May 14: Discussion with manufacturing systems team.

Needs:

Predictive maintenance alerts for Gigafactory robotics arms.

Offline deployment (low latency / no external traffic).

Objections:

Concern about vendor lock-in; prefers modular system.

Internal Notes:

Use on-prem reference from Vantage Energy rollout.

Next Steps:

Share local agent deployment option + performance benchmarks.