COPILOT AI

INTELLIGENT ASSISTANT FOR INDUSTRIAL PROCESSES

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EXECUTIVE SUMMARY

Copilot AI believes that augmenting human operators is the future of work, not full hands-off automation. Through smart design principles and the effective application of Artificial Intelligence (AI), we provide industrial workers with intelligent wearable assistants to help them perform their work faster while eliminating errors from their workflows.

Currently, we offer an Augmented Reality (AR) application that makes warehouse order-picking faster while virtually eliminating errors: We achieve up to 30% faster operations in the picking process while reducing errors by at least 90%, a 10x improvement on the current industry-standard methods.

Our unique value add? We track worker gestures and, in real-time, use AI to adjust visual, auditory, and haptic prompts. We also perform advanced Computer Vision to verify operators' picks without their input. Doing so dramatically increasing increasing worker productivity, comfort, and accuracy when compared to any competitor products.

MISSION STATEMENT

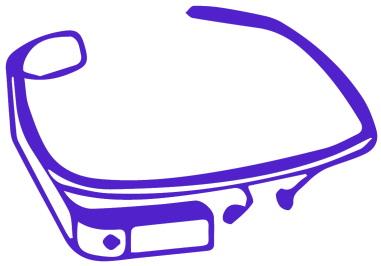
Copilot believes augmenting human workers is the future of work. We design the most intuitive and user-friendly interfaces to provide contextually-useful information. We build an AI-powered AR application that intelligently assists industrial workers to perform their work faster, more effectively, and with greater comfort.

Current Status

We are currently a pre-revenue startup with a fully-developed Android-based AR application and Python-based backend API for our MVC. In this business plan, we also present a complete go-to-market plan and plan for future product enhancements. We are actively pursuing and converting pilot projects with customers in the San Francisco Bay Area.

Products and Services

1. **Copilot Vision**: An AR application delivered via a head-worn display (HWD, e.g. Google Glass - pictured) for warehouse workers that speeds up order-picking and virtually eliminates errors. Contextual information about the worker's current task, an item to pick, is displayed in the HWD.
2. **Copilot Vision Integration**: An integration middleware that communicates between a facility's existing WMS systems and the **Copilot Vision** solution. Our middleware can also perform common warehousing optimizations[1] before sending tasks to users.



Target Market Analysis

1. Target cities: San Francisco Greater Bay Area, California, United States

[1] supported optimizations include zone picking, batching, interleaving, and pick-path optimization

2. Target users: Warehousing order-pickers, 71% males typically aged 18-28 earning $10-18/hour
3. Target buyers: VPs of Continuous Improvement (CI)[2] & VPs of Information Technology (IT)
4. Target market: The primary receiving point for Asian freight; accepting of new technologies
5. Headquarters: Bay Area/Stanford has access to engineering talent and hardware vendors

Strategic Competitive Advantage

A few other companies (i.e. Ubimax, Picavi, LogistiVIEW) provide AR headset software for order-picking. Our strategic competitive advantages:

1. These companies *do not* design from a **user-centered approach** leading to interfaces that are not useable for long shifts.
2. These companies *do not* perform **activity detection**, a vital AI feature that will eliminate the need for using a keyboard or touch controls. We perform activity detection using a system of wrist-worn and body-worn **wearable computers**.
3. These companies still require manual verification that a pick is done correctly. Copilot offers a novel hands-free **computer-vision (CV) based system for performing verification**.

We also compete with companies like Vocollect, Fetch Robotics, RightHand Robotics in warehousing. Our strategic competitive advantages:

1. Voice-based systems: See Appendix I: FAQs :: What's wrong with voice systems?
2. Robotics systems: See Appendix I: FAQs :: What about automation?

Conferred Benefits for Customer

Copilot Vision offers benefits to both the buyers and users:

➔ Buyers (VPs of CI and VPs of IT) benefit from a more productive workforce that works faster and produces fewer errors.

➔ Users (warehouse operators) benefit from a more comfortable, hands-free, visual, and contextually-useful assistant that is available where we consume fastest: our eyes.

Long-Term Objectives

Our first objective is to sign contracts for $10,000 ARR by the end of the calendar year 2019. By the end of the calendar year 2020, we hope to achieve $100,000 ARR. By the end of 2021, we hope to achieve a sustainable $1m ARR. Within five to seven years, we hope to exit through an acquisition by a larger WMS provider (e.g. SAP, Manhattan Associates, HighJump, JDA).

Funding Request

We are currently requesting USD 50,000 in pre-seed equity funding to aid in final customer discovery, visits to customers around the Bay Area, and finalizing our MVP with enterprise hardware.

[2] Continuous Improvement involves analyzing business processes to gain incremental efficiencies. See *Lean Six Sigma*