# EXECUTIVE SUMMARY

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**REALITY DATA IN THE INDUSTRY**

The world needs to be digitized for many industrial use cases: monitoring the construction of buildings and their infrastructure, getting the as-built conditions prior to any BIM projects, mapping and surveying miles of roads or power lines… Mature and new reality capture devices enable this mass digitization at a large scale and with affordable costs: laser scanners are getting cheaper, industrial drones are more efficient… New low cost scanning technologies arise as well, required in self-driving cars for situation awareness or to create 3D content for Virtual Reality. Although Reality Data becomes prevalent in most industries and can be consumed in most CAD software today, this type of data is massive, making modern cloud-based collaborative work practices impossible due to prohibitive data transfer time. Due to its huge size, Reality Data is mostly shared using physical medias (hard disks), making collaboration and sharing of project information very difficult.

**Issues to solve**: Enabling the use of ***Reality Data on the cloud*** will be the key to unlock the digital transformation of various industries, such as AEC & Infrastructure.

**Solution:** Leveraging its innovative, patented algorithms for data representation, compression and transfer, Cintoo3D develops a ***cloud-based Reality Data Management Solution with its associated Web Services***. Relying on years of academic research and of technology maturation in wavelet compression, streaming and viewing of massive Reality Data, Cintoo3D makes it possible to access high precision 3D models on demand, with no size limit, from a simple Web browser or a smartphone. Through a unique embedded polygonal structure, Cintoo3D makes it possible to not only exchange reality data over the internet, but also to leverage the power of cloud computing in order to perform heavy geometry analysis, and derive the trustful data (measurements, QA/QC, scan-to-BIM) expected by millions of professionals.

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**ABOUT Cintoo3D**

**Creation:** July 2013, a spin off from I3S laboratory, a lab from CNRS-U.Nice-Sophia Antipolis

**Technology barriers:** 5 PhD theses overs 15 years, 6 years of technology incubation, 4 exclusive patents, 40 man-years' of source code transferred to Cintoo3D.

**Founders: Leonardo Hidd Fonteles**, Phd [President & CTO], **Denis Thibaudin** [CEO], **Anis Meftah**, Phd [R&D Manager], **Marc Antonini**, Phd [Scientific Advisor, CNRS]

**Staff**: 6 FTE, all France-based.

**Advisors & Business Angels: Dominique Pouliquen** [Autodesk, USA], **Luc Robert**, Phd [Bentley Systems, France]

**Cintoo3D added-value:** Fast upload of Reality Data to the cloud, reduced storage space required on the cloud by 2 to 10 times, visualization of massive data sets with no limit in size , fast streaming for broad sharing and accessibility, platform agnostic (tablet, smartphone, web browser, desktop).

**Product offering:** Cloud-based Reality Data Management Solution and associated Web Services for Reality Data analysis.

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## MARKET FOCUS

**AEC & Infrastructure:** $8 Trillion global AEC market ($15 Trillion in 2025), 220 million people worldwide, average 80% cost overruns and 20-month delays, 69% penetration rate for tablets on job sites in the US.

**Reality Data use cases in AEC & Infrastructure Industry:** Capture the as-built conditions to design in context for building renovation or factory retrofit, capture the existing context for infrastructure projects, create up-to-date floor plans, update BIM models as built, monitor progress and quality during construction, measure differences with the original design intent, prepare and design maintenance operations, monitor assets…

**Market Size:** TAM of 16 million Construction Technicians active in North America & E.U, with 20 000+ companies having more than 100 employees.

## GO TO MARKET

**Business model:** Yearly subscriptions from $10k to $50k annually based on number of Reality Data consumers, and consumption-based Web Services from $5 to $50 per usage of the service upon complexity.

**Partnerships:** Cintoo3D is at the intersection of a rich ecosystem, allowing multiple strategic partnership opportunities, leveraging partner programs from hardware manufacturers (Leica, Faro, Trimble…), software vendors (Autodesk, Siemens, Dassault Systemes, ESRI…) or cloud solution developers (Amazon, Microsoft, Oracle…).

**Sales:** Targeting direct sales to large accounts from tradeshows & conference, Web marketing, and one-to-one contacts.

**Current Partners:** Microsoft, AMD, CGI, SII, ESA

**Current Customers:** Art Graphique et Patrimoine, Cyclomedia, Pixmap, Microsoft

## FUNDING

**Funding:** Looking for a round of **1,2 M€**

**Financials:** More than 1 M€ euros invested to date – Current burn rate: 30 K€/month

**Breakeven:** anticipated late 2018

**Yearly Revenue Forecast: [**2017**: 330 K€ ] [**2018: **1,5 M€] [**2019: **5,6 M€] [**2020: **18,2 M€]**

**[**2021: **45,1 M€] -** 4 large accounts expected to be signed in 2017

**Staff (post funding):**

EU: 11 [2017] 12 [2018] 24 [2019] 30 [2020] 38 [2021]

USA:  1 [2017]  4 [2018]  6 [2019] 10 [2020] 12 [2021]

**Use of Funds:** Reinforce our R&D team in France (features & API's), develop our sales organization (France & US), create our North American subsidiary, invest in a strong & efficient Marketing program, set up a world class partnering strategy.

## CONTACT

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