



## Eliminate long-distance supply chain costs with locally available and underused robotics.

### Contact Information:

CEO: Tino Go, tino@hellobaru.com  
(216) 905-3858  
15728 Lorain Ave. #34, Cleveland, OH 44111

<https://www.hellobaru.com/>  
<https://www.barucabinets.com/>

### Investment Details:

Current Round: \$3,000,000  
Terms: \$15M post-money  
Committed: \$0  
Remaining: \$3,000,000  
Previous Raise: \$400,000

### Use of Funds:

25% - B2B direct sales  
20% - Revenue share partners  
25% - Marketing  
23% - Technology  
7% - Administrative

### Anticipated Milestones:

Configure production software in 3 months  
\$500k monthly revenue in 12 months  
\$20k SaaS MRR in 12 months

### Management Team:

**David Buchsbaum** – Manufacturing Engineer  
**Konstantin Tsiryulnikov** – Software Engineer

### Advisors:

**John Dean**, CEO, Silicon Valley Bank (retired), Baru investor  
**Dr. John Davidson**, co-creator of NCP (Arpanet), precursor to TCP/IP, Baru investor  
**Joe Drury**, CEO & Owner, Bojangles Restaurants (retired)  
**Lyric Turner**, CEO & Owner, Red House Staging & Interiors, Hudson & Crane Interior Design Studio

### Problem:

Global manufacturing supply chains incur shipping and inventory management costs that waste up to 40% of industry revenues.

### Solution:

Baru sells and makes cabinet and furniture products locally to avoid costs up to \$15 billion for long-distance shipping and inventory overhead.

The products are made on existing, underused manufacturing robotics near the customer.

Baru can generate revenues of over \$1 billion with zero capital investment in manufacturing or inventory.

### 3 Revenue Streams:

1. Product sales from Marketplace (average order value \$12k), unlimited production capacity from manufacturer network
2. Operations productivity software-as-a-service (annual average revenues \$40k per customer generating \$80k labor savings) \$300M TAM
3. Patented AR/VR-to-manufacturing platform-as-a service (Department of Defense and other white-labeled applications) TAM TBD

### Market:

TAM - \$35B (cabinets & furniture), Software TAM TBD  
SAM - \$5B  
SOM - \$1B

### Competitors:

Custom cabinet makers  
IKEA (and other modular and customizable)  
Restoration Hardware (and other high-end retailers)

### Traction:

Technology developed – over 30 partner sites  
Historic sales over \$240k, current multi-family property sales pipeline \$400k (\$5M annualized run rate)  
Patent earned for AR/VR-to-digital-manufacturing system

### Acquirer Opportunity:

Pinterest, IKEA, Amazon