Service Robotics & Technologies, Inc.

Creating Intelligent Buildings, Campuses, and Cities

Elevator Pitch

SRT Labs is a force multiplier for Operations Teams, converting tens of millions of buildings into *Intelligent Buildings* by tying together infrastructure to be less expensive, more efficient, and fully automated.

Industry Need

Buildings in the US are being operated as if they are fully occupied throughout a workday. However, the post-COVID return-to-work environment has shown that buildings are operating closer to 30% capacity, wasting resources on maintenance and operations. Operations Teams have been tasked with optimizing resources, minimizing costs, and mitigating risk while maintaining quality, compliance, and the long-term infrastructure of their buildings. Current building technologies meant to support this effort do not operate in the same data ecosystem and information cannot be shared from one system to influence the actions in another. SRT Labs is changing that.

Value Proposition: Monitor – Analyze -- Automate

SRT Labs streamlines labor, reduces utilities and costs, improves quality, and predicts maintenance by creating intelligent, autonomous, and optimized buildings, campuses, and cities.

SRT's *M1 Platform* is a flexible software product that integrates with any data stream—legacy software, building automation systems, IoT devices, and even service robots—providing the technical base layer for managing infrastructure intelligently. With the *M1*, organizations can:

- Create the technical base layer for a unified data ecosystem, managed through a single pane of glass.
- Allow for building systems from different manufacturers to seamlessly communicate.
- Trigger actions across building systems, creating optimized ecosystem for automation.
- Modernize legacy infrastructure.
- Visualize floorplans, campuses, and cities for precise locations and error states of connected systems.
- Deploy service robots across campuses using the future-proofed command and control center.
- Receive instant insights to urgent issues via mobile app, desktop, email, or text notifications.
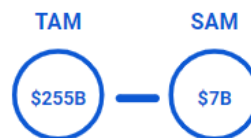
Technology / IP

- Patent: Map-based frameworks for the integration of robots and smart devices
  US Patent Number 10960548, Awarded 03/2021 (International: Under Review)
- $3.5M non-dilutive US Department of Defense contracts for platform development

Market Opportunity and Traction

- **TAM = $255B (US Real Estate Management Market)**
  US Department of Defense and Government Services Agency
  Campus-based Real Estate: Commercial, Higher Ed, Municipalities
- **SOM = $7B (Projected 2024)**
- **Traction**
  Revenue: $1.4M (2022)
  $3.2M in LOIs and Contracts for Q2 2023
  $3.5M Non-dilutive Total DoD Contracts

Leadership Team

CEO: Gregory P. Scott, PhD
Rocket Scientist and
 x-NASA Shuttle Flight Controller
Contact: greg@srtlabs.com

COO: Karoline Pershell, PhD
Mathematician and
 Program Evaluation

CTO: Vishal Kole, MSc
Roboticist and Software Architect

CPO: Lauren Jerome
100+ Launched Software Products

Company Outline

Headquarters: Springfield, VA
Regional Office: Provo, UT
Development Start: Feb 2017
Team Size: 14 FT, 4 PT/Contractor

Key Advisors

RevRoad, LLC
 Derrin Hill (CEO)
 Bart Skalla (CFO)
 Joel Beus (Chief Legal Counsel)
 Spencer Hewlett (External Director)

Ralf Meisenzahl, PhD
Economist and SRT's acting CFO

Charles (Buck) Ward
40 Years in Building Services Mgmt

Investment

Seeking: $3.8M
Prior: $365k (2020), $175k (2022)

Use of Funds

Financial Projections (Gov't, Commercial, Higher Ed, Municipalities)

	2023	2024	2025	2026	2027
Total Gross Revenue ($k)	$7,749	$22,823	$40,730	$86,757	$125,682
Total COGS ($k)	$1,685	$5,106	$9,616	$20,183	$30,322
Total Net Revenue ($k)	**$6,064**	**$17,717**	**$31,115**	**$66,574**	**$95,360**
Overhead, Staffing, Taxes ($k)	$4,886	$9,510	$15,479	$27,039	$37,873
Profit ($k)	**$968**	**$7,997**	**$15,636**	**$39,536**	**$57,487**