

RoBi-X

- A short introduction





RoBi-X

Co-creating partnership program
We create and commercialize robots

Our RoBi-X Partnership Programs aims to **create** and **commercialize** new robot solutions through **co-creation** with trusted partners.

RoBi-X is an opportunity for both **private** and **public** partners that has an interest in shaping the future of robots by co-investing and being actively involved in the innovation process

RoBi-X partners can achieve profitable **upsides** such as co-ownership of product, discounts, share of profits, licenses, exclusivity and more.

From idea to market

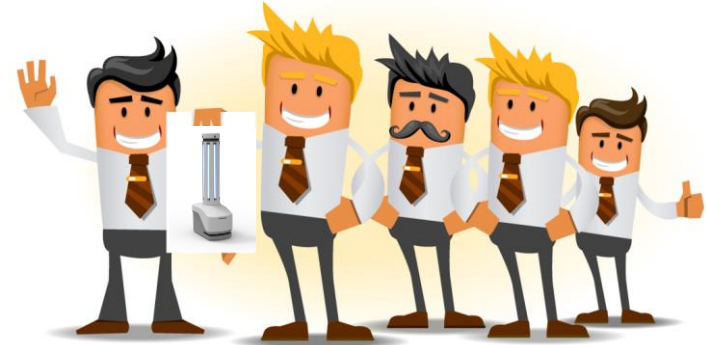
Idea or problem



RoBi-X



Market-ready product



Who and how does it start?

RoBi-X is an opportunity for both **private** and **public** partners that has an interest in shaping the future of robots by co-investing and being actively involved in the innovation process



Organisation have an unsolved problem



Agreement of RoBi-X partnership



Concept and business development



Agreement of concept and business potential



Business plan is prepared



Planning and financing of the further product development

RoBi-Design

Our RoBi-X Partnerships consists of three correlated programs:

RoBi-Design

The RoBi-Design Program focuses partly on analyzing the pain, job-to-be-done, user needs, and business case, and partly on developing a robot concept and supportive business plan for the further product development.

- New robot concept for your needs – and the market
- Business case and proof-of-concept
- Co-ownership of product or other upsides from the derived business
- Business plan for fundraising

RoBi-Develop

The RoBi-Develop Program covers the development process from concept to product. This implies hardware selection and integration, programming, prototyping, as well as marketing and pre-commercialization.

- From concept to final product versions
- Prototyping, on-site tests and UX workshops
- Spin-out product IPR to founded start-up
- Pre-sales and marketing before market launch

RoBi-GoToMarket

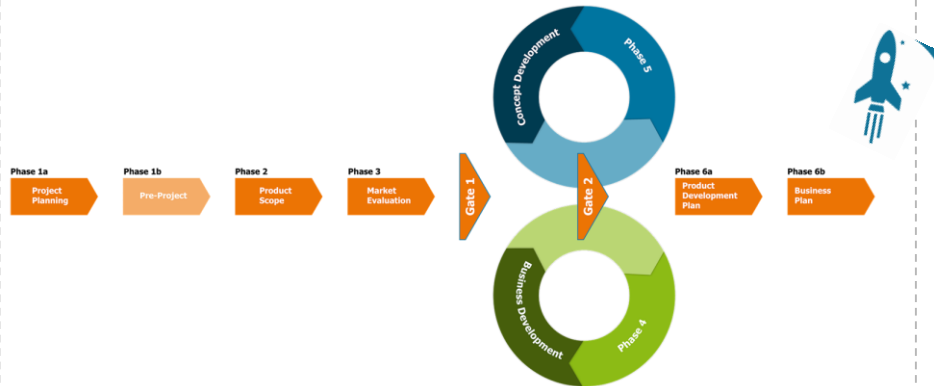
The RoBi-GoToMarket Program aims at bringing the final product to the market through marketing and sales activities in joint force with our global network of Sales Partners and Joint Ventures.

- Engage Sales Partner network
- Marketing and sales
- Lead generation by Joint Venture group
- Adapt marketing and sales based on market feedback

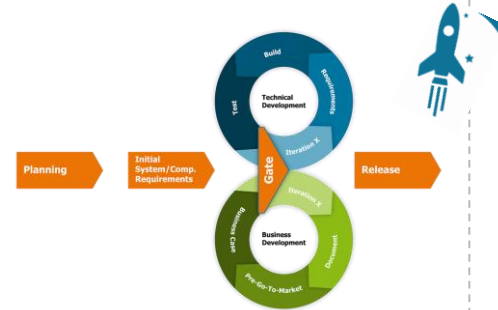
Whether you only have an idea or you are already working on a project, we have a program that fits your needs for optimum incubation and development of your robotic solution.

RoBi-X Process

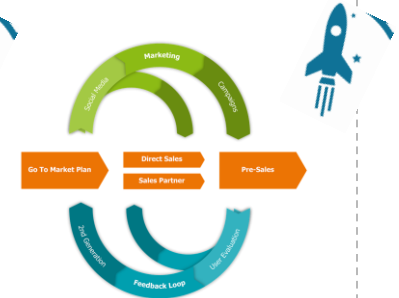
RoBi-Design



RoBi-Develop

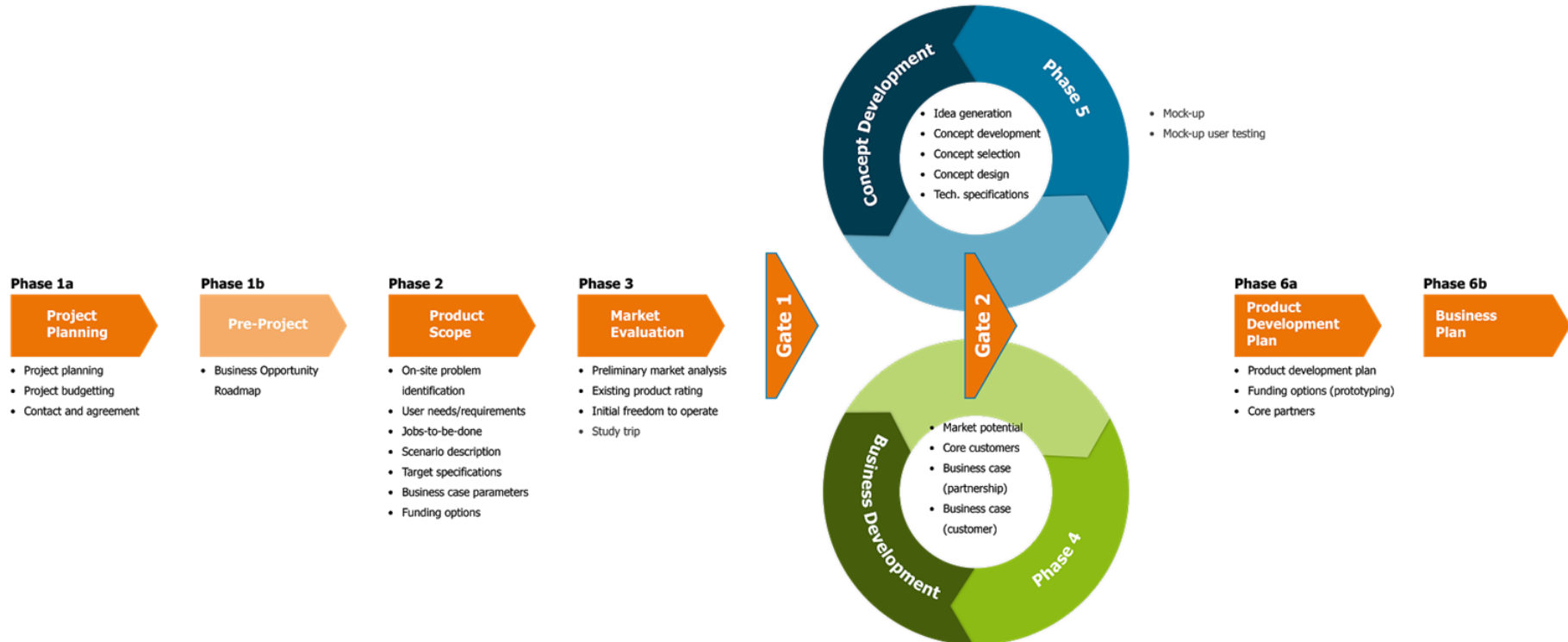


RoBi-GoToMarket

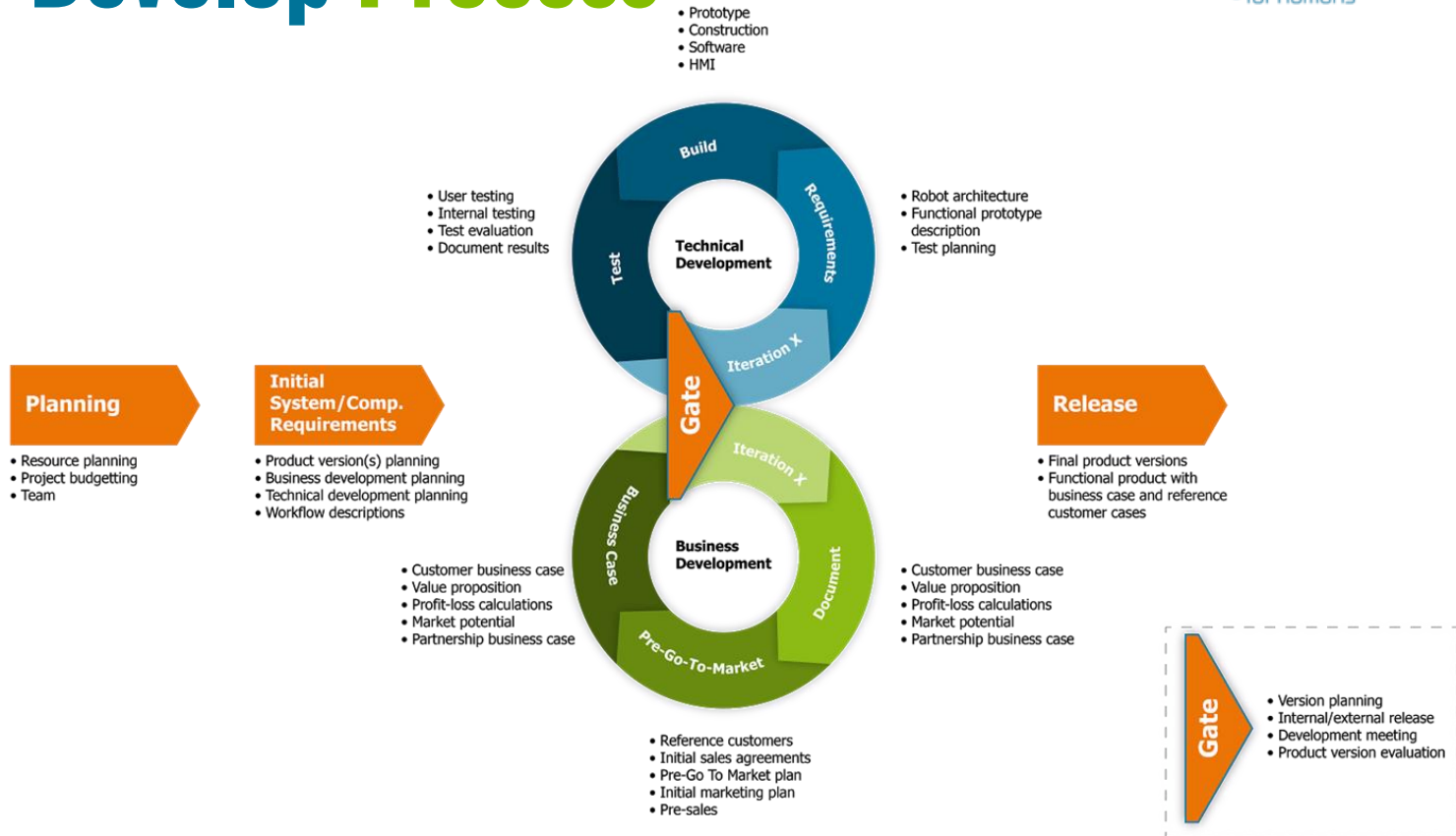


2-3 years

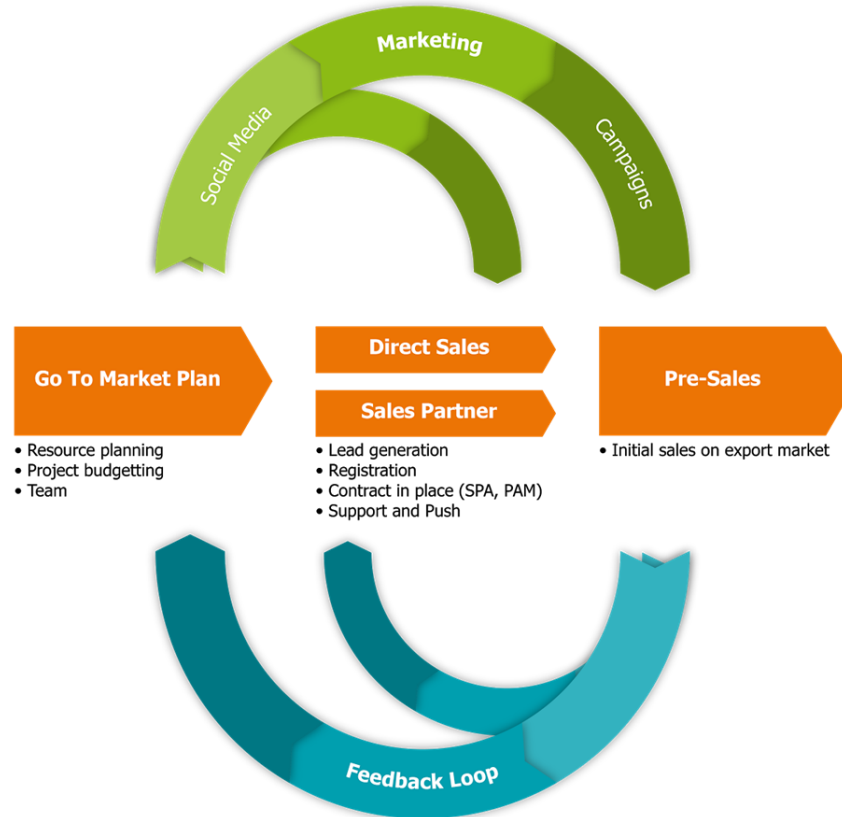
RoBi-Design Process



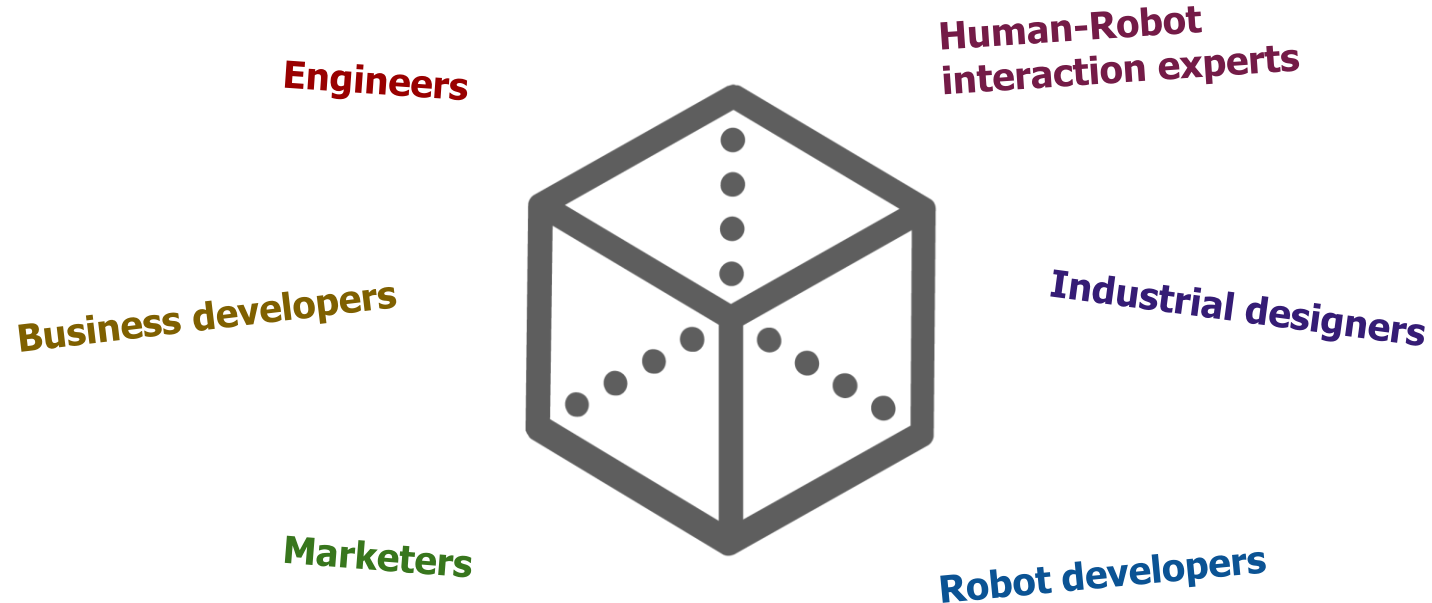
RoBi-Develop Process



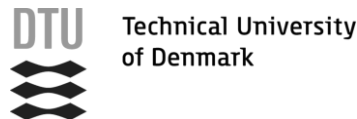
RoBi-GoToMarket Process



Cross-functional team



Trusted partners



AQUAMIND

DESMI



Thanks for attention

