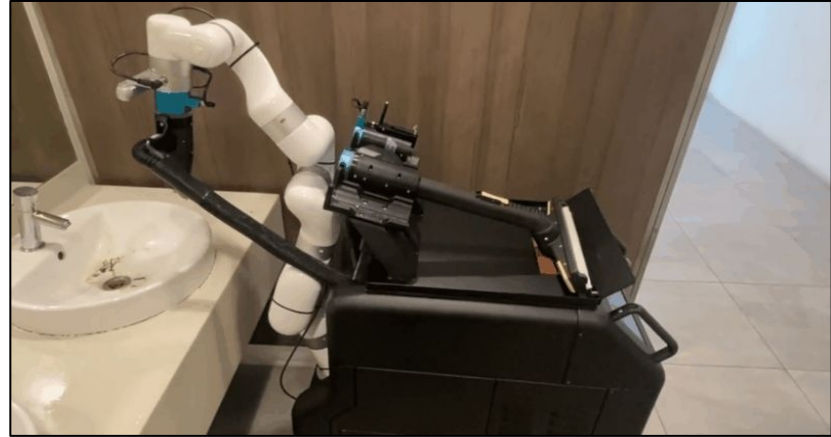


Welcome

Movelt Pro Works Here Webinar Series



Rishab Patwari
Hivebotics CEO



Revolutionizing Facilities Management



Welcome

Movelt Pro Works Here Webinar Series



Dave Grant
PickNik Robotics CEO



Rishab Patwari
Hivebotics CEO



Nathan Brooks
PickNik Robotics CTO



Movelt Pro Works Here Webinar Series

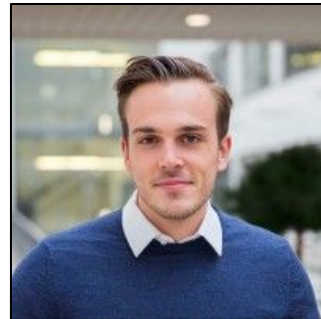
BMW Group: [Link](#)

July 1st at 11 am Eastern // 5 pm CEST

Michael Gentner

Robotics Research Engineer

BMW Group



Housekeeping for Today



More about
PickNik
Robotics



We want to hear from you!
Please drop your questions
in the Q&A tab!



More about
Hivebotics

[Hivebotics'](#)
[Success Story](#)

Vision

**Human Like Intelligence and Capability for Robots of
All Shapes and Sizes to Improve Productivity and
Quality of Life Throughout the World**



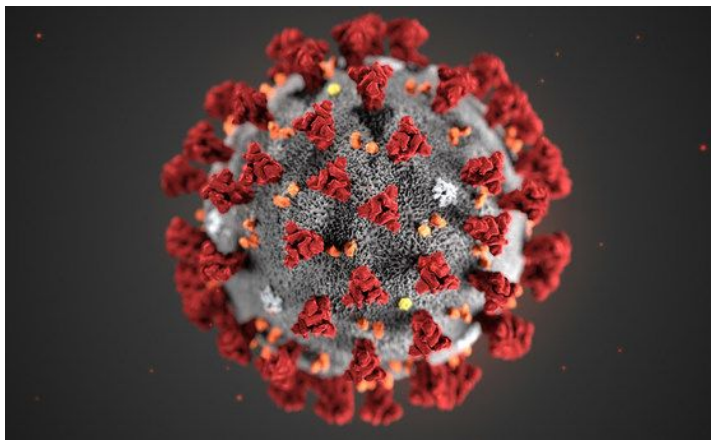
Intelligent Decisioning | Hardware Agnostic | Rapid Development

Develop, test, and validate advanced robotic manipulation systems faster and more safely.

PickNik's AI-powered development platform accelerates your workflow while ensuring higher system quality.



Intro



Facilities Management faces a
LABOR SHORTAGE
with NO solution in sight

Shrinking workforce barely
sustained with **FOREIGN**
and **AGING** workers

>6%

annual opex increase

70% labor cost, rising min. wages

50+

average staff age

in Europe, North America, East Asia

40%

monthly staff turnover

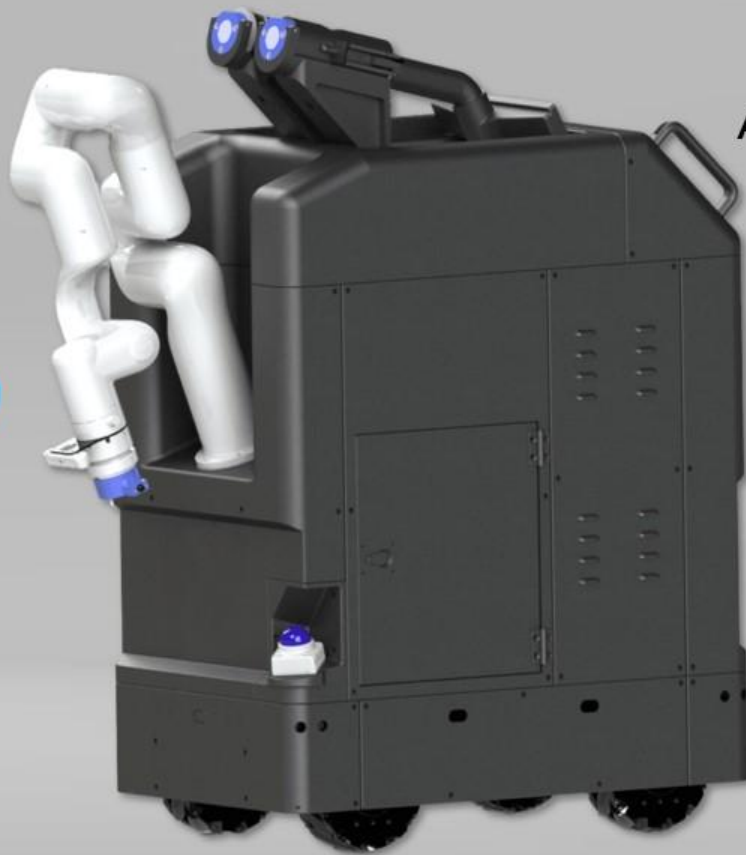
staff switch to higher paying jobs

30%

daily absenteeism

due to sickness, unwillingness

Hivebotics
is solving
the **HARD**
stuff



ABLUO

AI Facility Management Robot

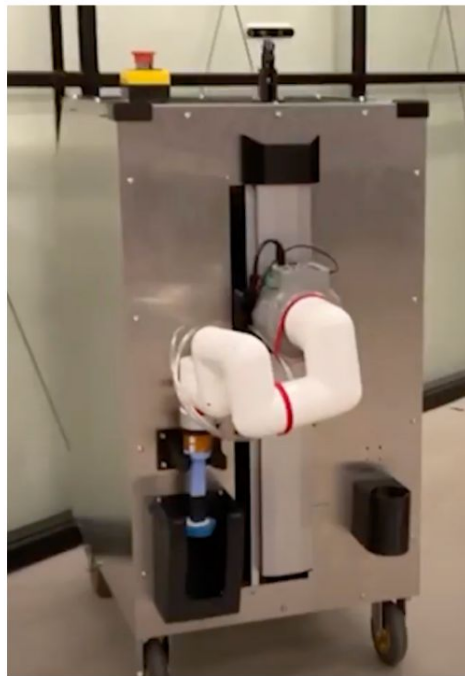
- + Cleaning
- + Maintenance
- + Security
- + IOT Integration

Designed for commercial, industrial & institutional use cases

PRODUCT JOURNEY



2021
\$300



2022
\$10,000



2023
\$100,000



MULTIFUNCTIONAL CLEANING



floor

steams, mops &
vacuums floor



mirrors, sinks...

disinfects and
cleans high-touch
point areas



w.c. & urinals

removes stains, odor,
dries and disinfects



ADD-ON CAPABILITIES



predictive maintenance

detect plumbing,
lighting, HVAC issues
with AI



security patrols

patrolling, surveillance,
remote intervention



IOT Integration

seamless integration
with building
management systems





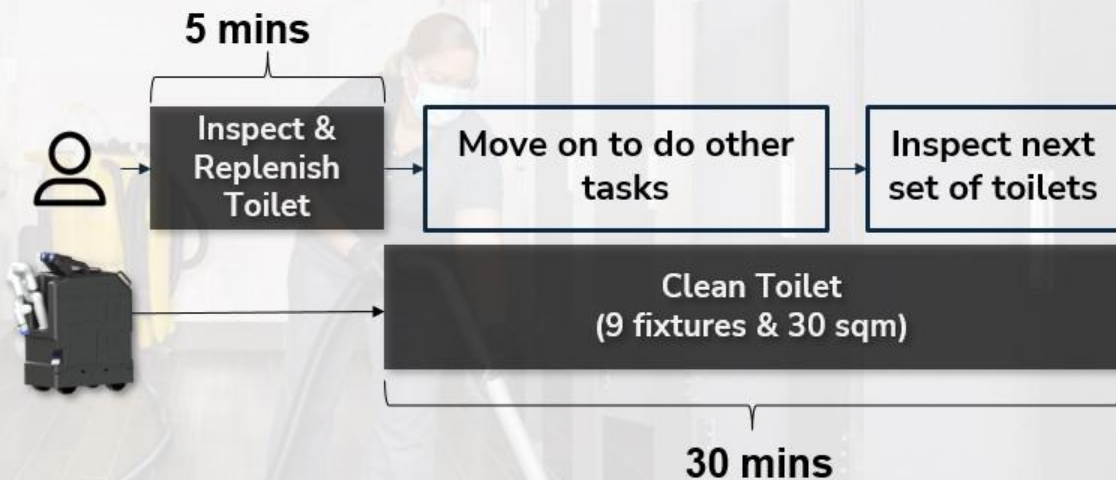
ROBOT ENABLED

FLOW CUTS DOWN

30 MIN

**OF CLEANER'S TIME
TO JUST**

5 MINS



- + HUMAN **PRODUCTIVITY**
- + COST **SAVINGS**
- + CONSISTENT CLEANING **QUALITY**



OUR TECH

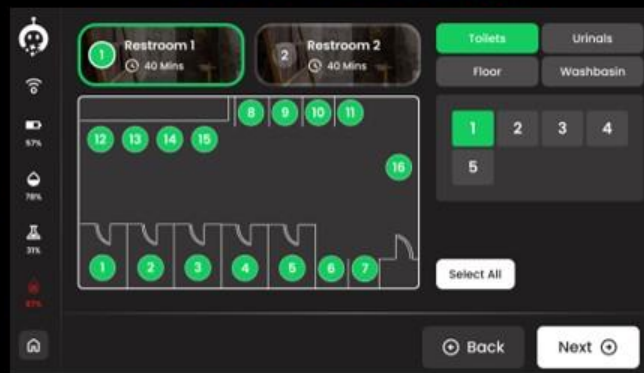
AI plans cleaning
path **autonomously**

Patent Pending:
WO 2023/075687 A2

AI Scan & Plan



User Friendly UI



Robot **verifies**
cleaning performance
& repeats cleaning if
necessary

Cleaning **Validation**



Custom **Hardware**



OUR TECH – HARDWARE



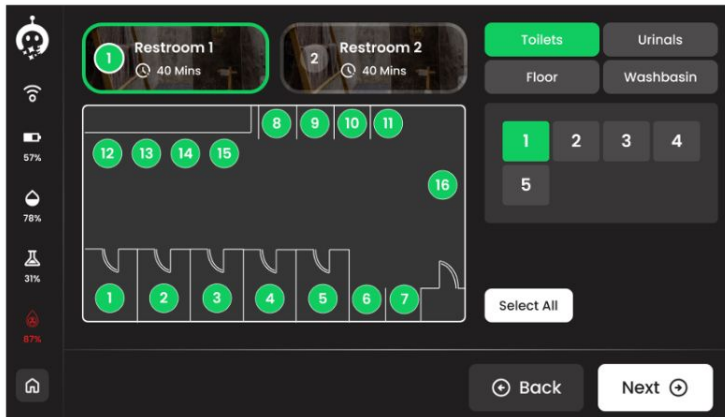
Custom Integrated AMR – Designed for high precision navigation in tight indoor facilities.

Custom Cleaning Tools - Integration & customization of cleaning tools from **KÄRCHER**.

Automatic Tool Switching – Modular system allows addition of new tools for different use cases.



OUR TECH – SOFTWARE



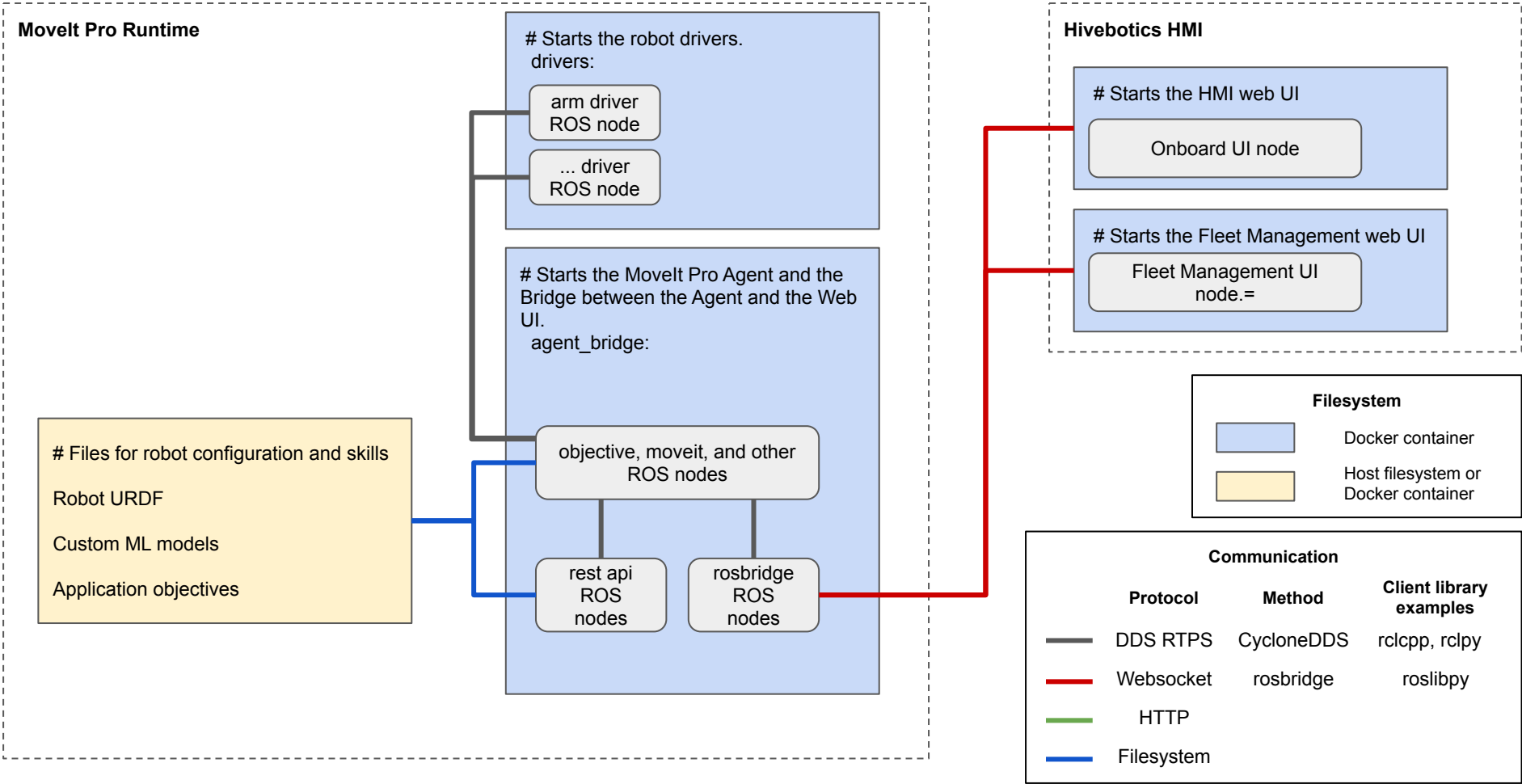
Onboard Interface – Intuitive User Interface for seamless interaction by any cleaner.

Fleet Management – Development of robot fleet management and AI driven deployment.

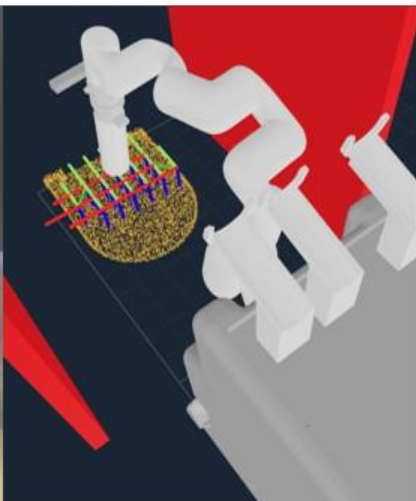
Remote Monitoring & Teleoperation – High performance monitoring infrastructure to support backend operations to manage robots.



High level processes and communication



POWERED BY



> **Movel** **Pro**

by  **PICKNIK**

ISO Certified Safety - Real-Time Robot Arm Control
infrastructure **used by NASA & US Space Force**

Strategic Partner - Cut RnD time by months and
allowed us to focus on the most valuable algorithms

Industry Leading Algorithms – Our teams collaborate to
develop leading algorithms to advance robotics
globally



Hivebotics Journey with PickNik

- What did you do before Movelt Pro?
- Why did you choose Movelt Pro?
- What other options did you consider?
- How do you use Movelt Pro?
- What benefits do you get from Movelt Pro?

OUR TECH – A.I

Proprietary *computer vision* & *physical A.I.* modules.

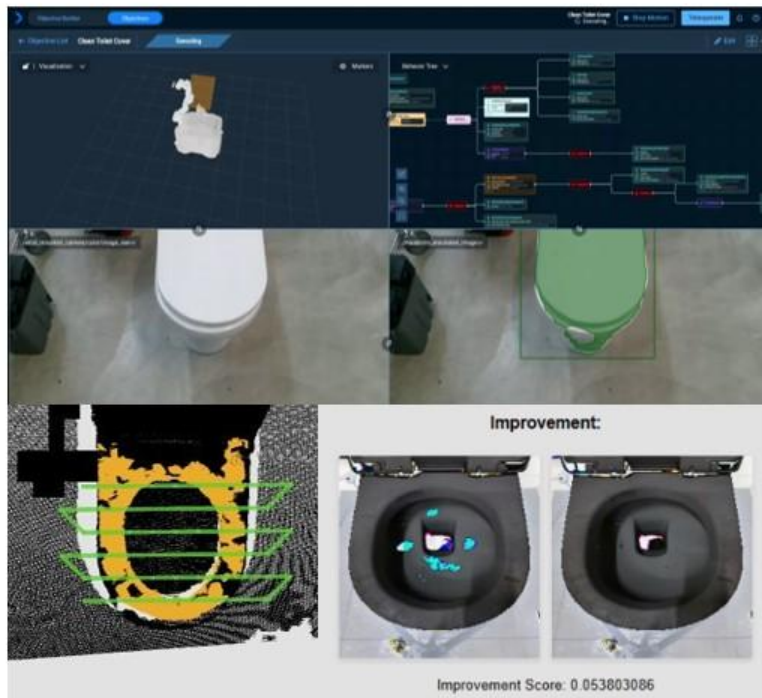
Scan & Plan - AI-driven modules for real time fixture detection and obstacle aware cleaning path generation.

Multi-Surface Stain Detection- AI models detect spills, dirt, and stains to verify cleaning quality.

Autonomous Mapping & Setup – AI driven autonomous setup for new environment cuts setup time by 90%.

Autonomous Navigation & Path Planning - AI-driven obstacle avoidance & multi—floor path planning.

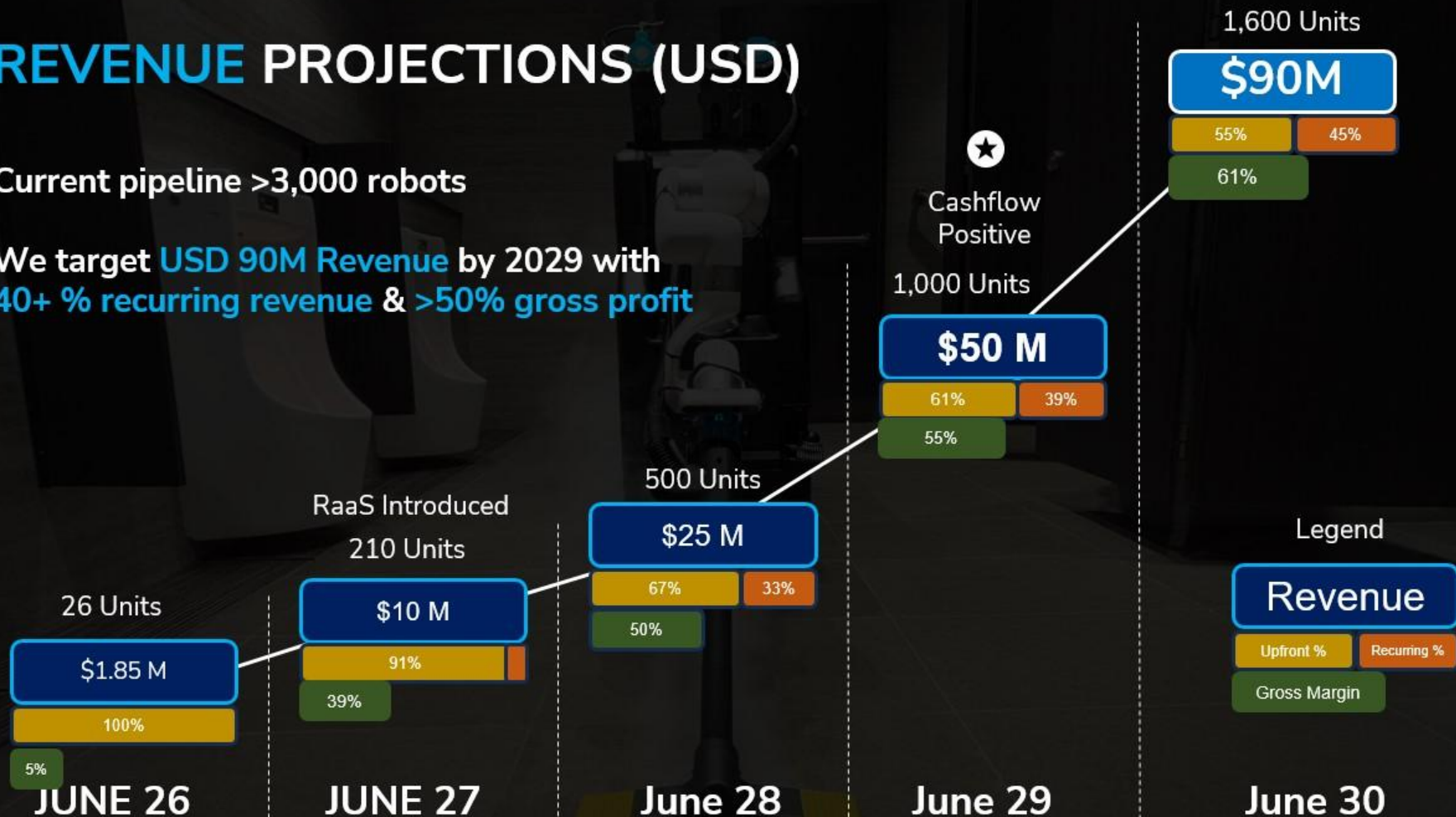
Predictive Clogging & Maintenance Detection – AI-powered early fault detection to reduce downtime.



REVENUE PROJECTIONS (USD)

Current pipeline >3,000 robots

We target **USD 90M Revenue** by 2029 with
40+ % recurring revenue & >50% gross profit



Thank You

Join us to redefine the next 100 years of work



Questions

Check Out More Success Stories <https://picknik.ai/case-studies/>



Hivebotics



Rapid Robotics



BMW Group

- Don't forget to join us July 1st at 11 am Eastern



