MAR 2023

FLEXXBOTICS

ENET

TYLER BOUCHARD CEO & CO-FOUNDER

Flexxbotics

WHO IS FLEXXBOTICS?

About Us

Based out of Boston, MA, Flexxbotics was founded in 2018 and we currently have 11 team members. We raised $2.9M in May 2022 with eCoast Angels.

Our Mission

Our mission at Flexxbotics is to help CNC shops navigate digital transformation and get the most out of their capital equipment investments.

MANUFACTURER'S DILEMMA

MANUFACTURER'S ARE FACING AN ONSLAUGHT OF DISRUPTIONS TO THEIR INDUSTRY

A labor shortage crisis affecting all skill levels

Supply chain chaos increasing pricing and lead times of finished goods

Shifts in globalization in both offshore and onshore markets

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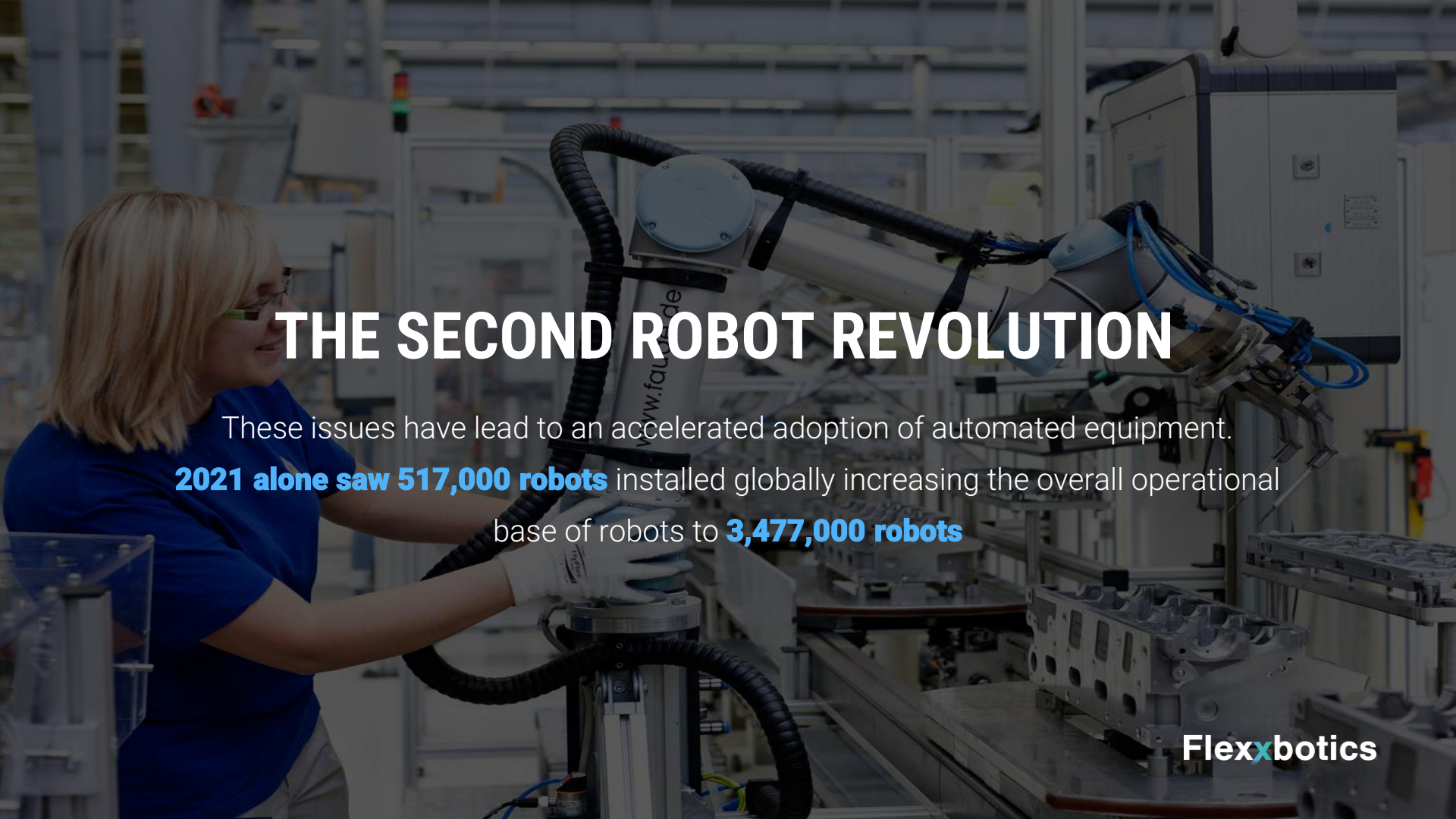

THE SECOND ROBOT REVOLUTION

These issues have lead to an accelerated adoption of automated equipment.

2021 alone saw 517,000 robots installed globally increasing the overall operational base of robots to **3,477,000 robots**

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WHO WILL MANAGE ALL OF THESE ROBOTS?

Robots are now becoming vital to operations.

Ensuring they are constantly running is a full-time job.

INTEGRATION

JOB SETUP

PROGRAM REV CONTROL

UNPLANNED DOWNTIME RECOVERY

MAINTENANCE

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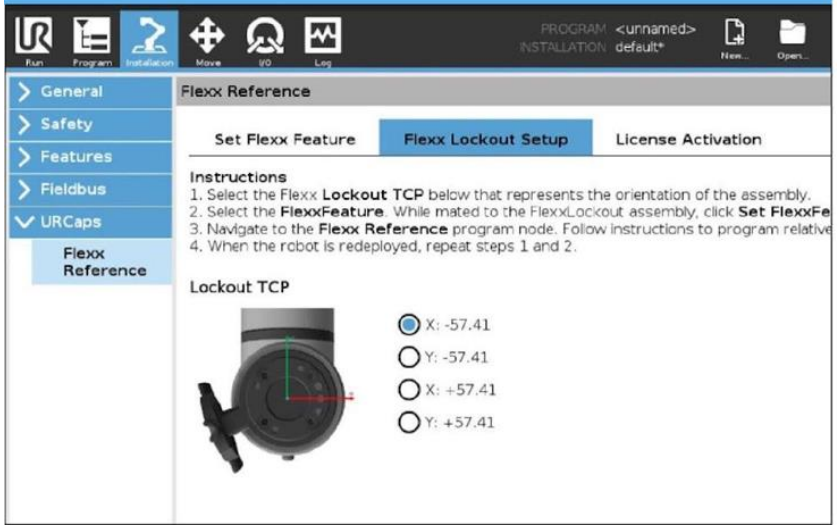
HOW WE STARTED: FLEXXREFERENCE™

Software/hardware 6-degree offset tool that makes any Universal Robot more dynamic

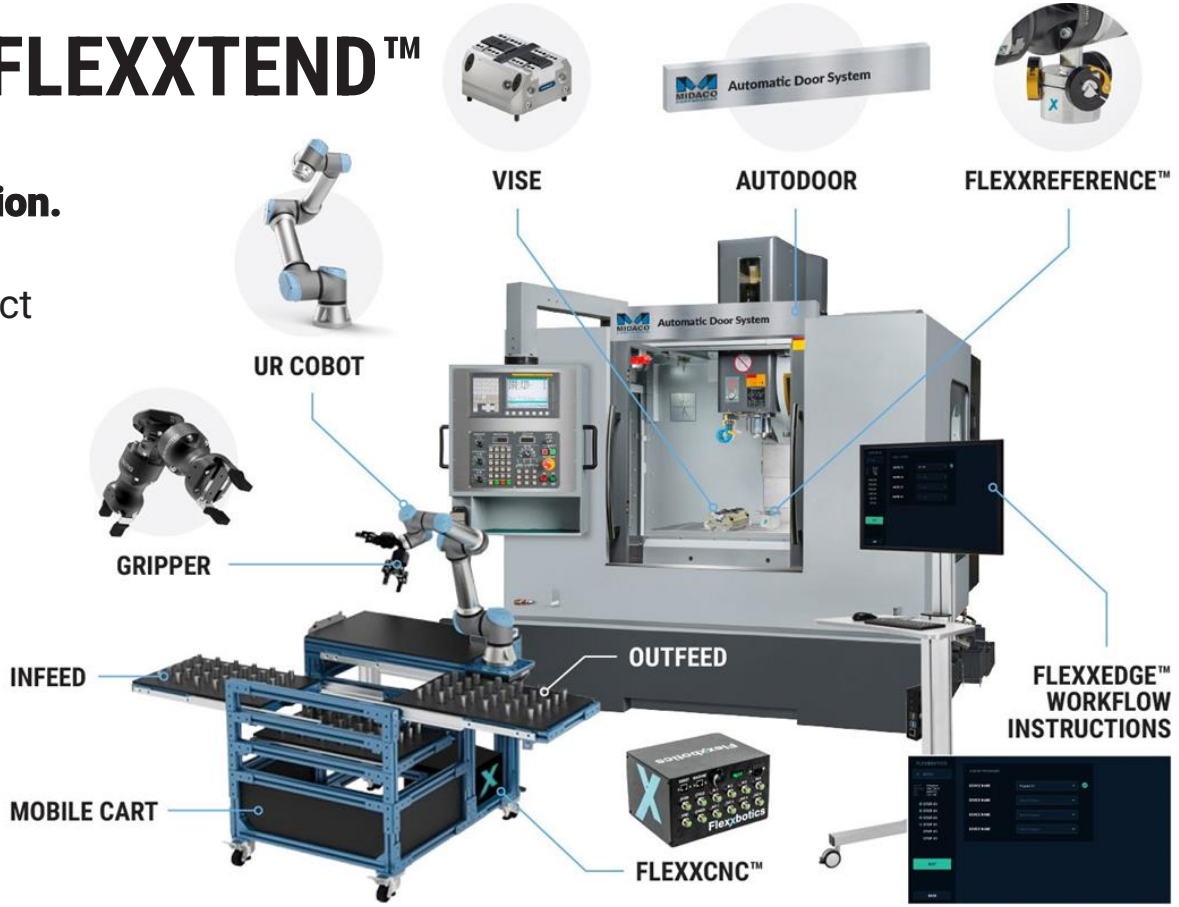
UR CAP



LOCKOUT HARDWARE

WHERE WE ARE: FLEXXTEND™

Turnkey machine tending solution.
Have your cobots tending your machine in 2 months from project start to finish.



WHY USE FLEXXTEND™?

1. Rapid design and integration

Make sure your cobots go right into production increasing your machine utilization and immediately start realizing your ROI

2. Eliminate the headaches and inefficient time figuring out an optimal setup

Leverage an expert team who has already interfaced similar integrations to what your setup looks like. You focus on production. We'll focus on automation

3. Maximize functionality out of your machine tending setup

In order to get the highest machine capacity and output, factories should leverage all the automation features of their CNC, cobot, and online services to run lights out manufacturing

4. Robust Operations and Support

Have the tools to be able to run high mix low volume jobs. Flexxbotics constantly sees your setup and is a call or message away to minimize unplanned downtime. It's like a Flexxbotics automation specialist is always standing in your work cell

WHAT IS FLEXXCONNECT™?

FlexxConnect™ is a digitally centralized system that instantly brings information from your back office to your CNC machines and back. Digitally cleanse your operations so you can run more efficiently.

Manage Job Revision Control in one central location

Upload/download both g-code & robot programs to and from your CNC's

Send work / tooling instructions, quality alerts, digital media instructions instantly

HOW WE SCALE?

$20-25K

Total Revenue Per Robot/CNC Cell

Products, Services and Recurring License

$10-12K

Product Revenue

FlexxCNC™, FlexxConnect™, Flexx Reference™

$3K

FlexxConnect Annual Recurring

Support and software license per CNC

TCV Per Shop: ~**$75k** & ACV Per Shop: ~**$35k**