XEEED.IO ™

Kanishka Shah

Chief Executive Officer

M2Tech Hub, IDA-UPPAL, Habsiguda, Hyderabad, TS
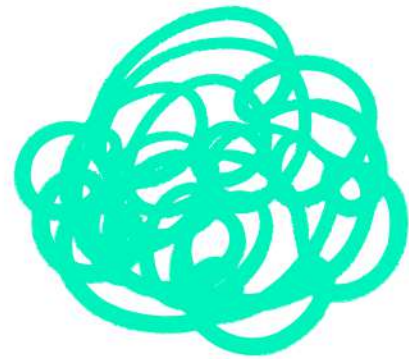
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The problem with machine data collection today ?

"You can have data without information, but you cannot have information without data".
 - Daniel Keys

Unstructured Data collection

1. Multi-Vendor& unstructured.
2. Expensive
3. No Actual Value.

No Information

1. PC based Software
2. Data Manipulation
3. Data Corruption
4. Poor UI
5. Steep learning Curve
6. No Intelligence
7. Not easily upgradeable
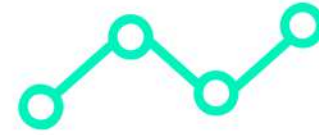8. No remote collaboration Tools

Complex Deployments

1. Compatibility Issues
2. Networking Skills required
3. No or Poor UI
4. No Remote Configuration or Debug
5. Complex and expensive deployment.
6. Installation Time: Hours to Days

SOLUTION

We help customers improve operations by providing process insights & automating complex routine work.

- Xeeed IO

Purpose-built data sources

Sensor Devices | Edge Computing | IoT Gateways | Process Controllers

Easy to deploy devices

Connect any equipment to cloud in under 15 minutes.

Hassle-free to configure & maintain

Remote configuration | Updates

Less clutter, More Information

Predict performance, locate assets faster, and detect faults in real-time.

XEEED.IO™

Business Model

XEEED.IO™

⬡ **Bundled Solution**

A standard Hardware & Software bundle that works out of the box for typical industrial & lab applications.

- *Starts from $300 and can go up to $6000*

⬡ **IoT Infrastructure Setup**

We will deploy the complete infrastructure required to transform a traditional company into a 4.0 company.

- *Starts from $8000 and can go up to $0.25M*

⬡ **Predictive Maintenance as a Service**

We will deploy all the necessary devices at a low-cost / DaaS Model and charge the customers only for processed data that translates to actionable insight.

- *The pricing is customized and value-driven.*

Size of the Market

Total Available Market (TAM):

$ 200 Billion in revenue by 2025*
Our largest market

Serviceable Available Market (SAM):

$ 500 Million* (approx ₹ 4000 Crores)
Market that we can acquire now based on the proposed business model.
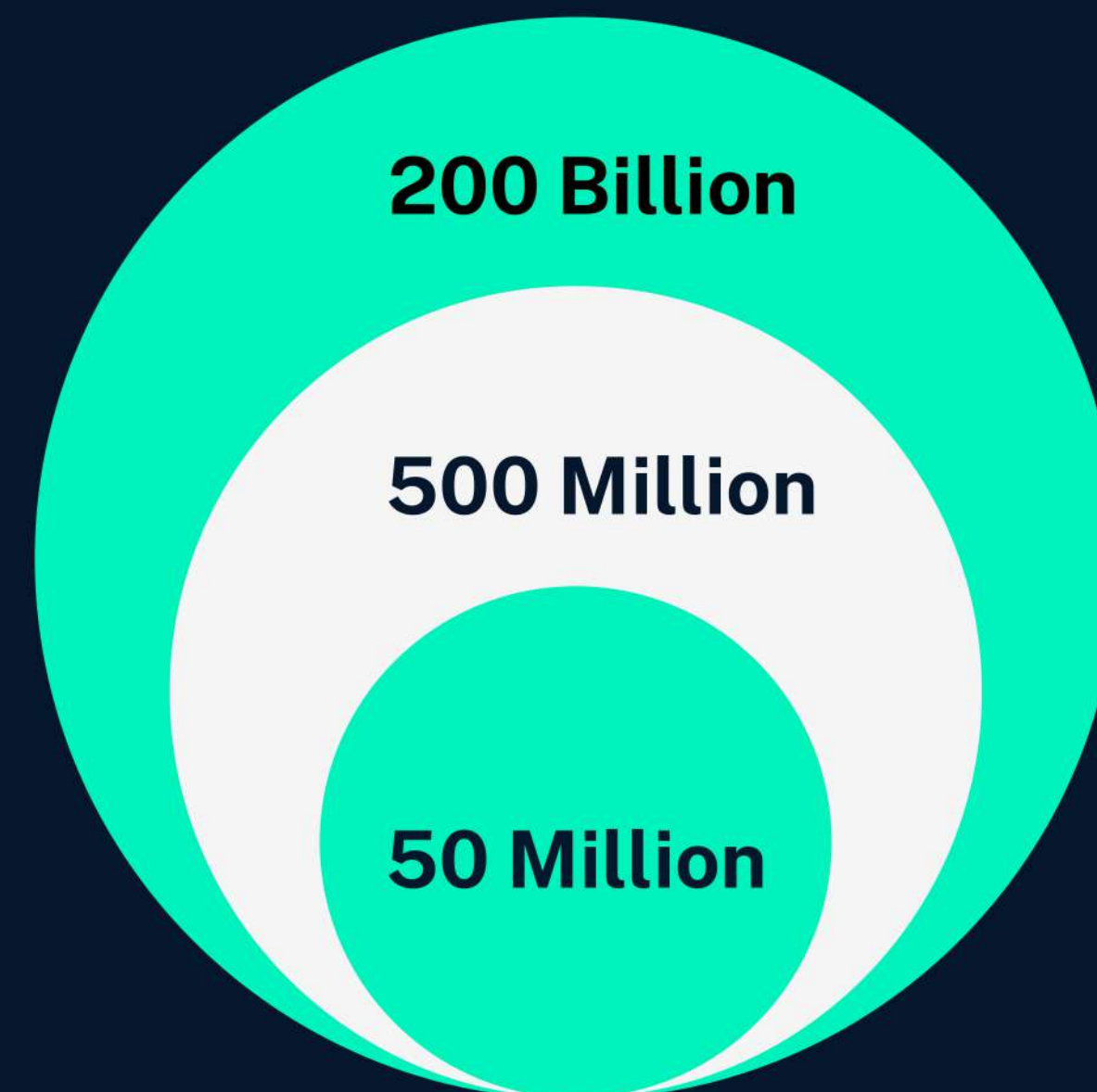
Serviceable Obtainable Market (SOM):
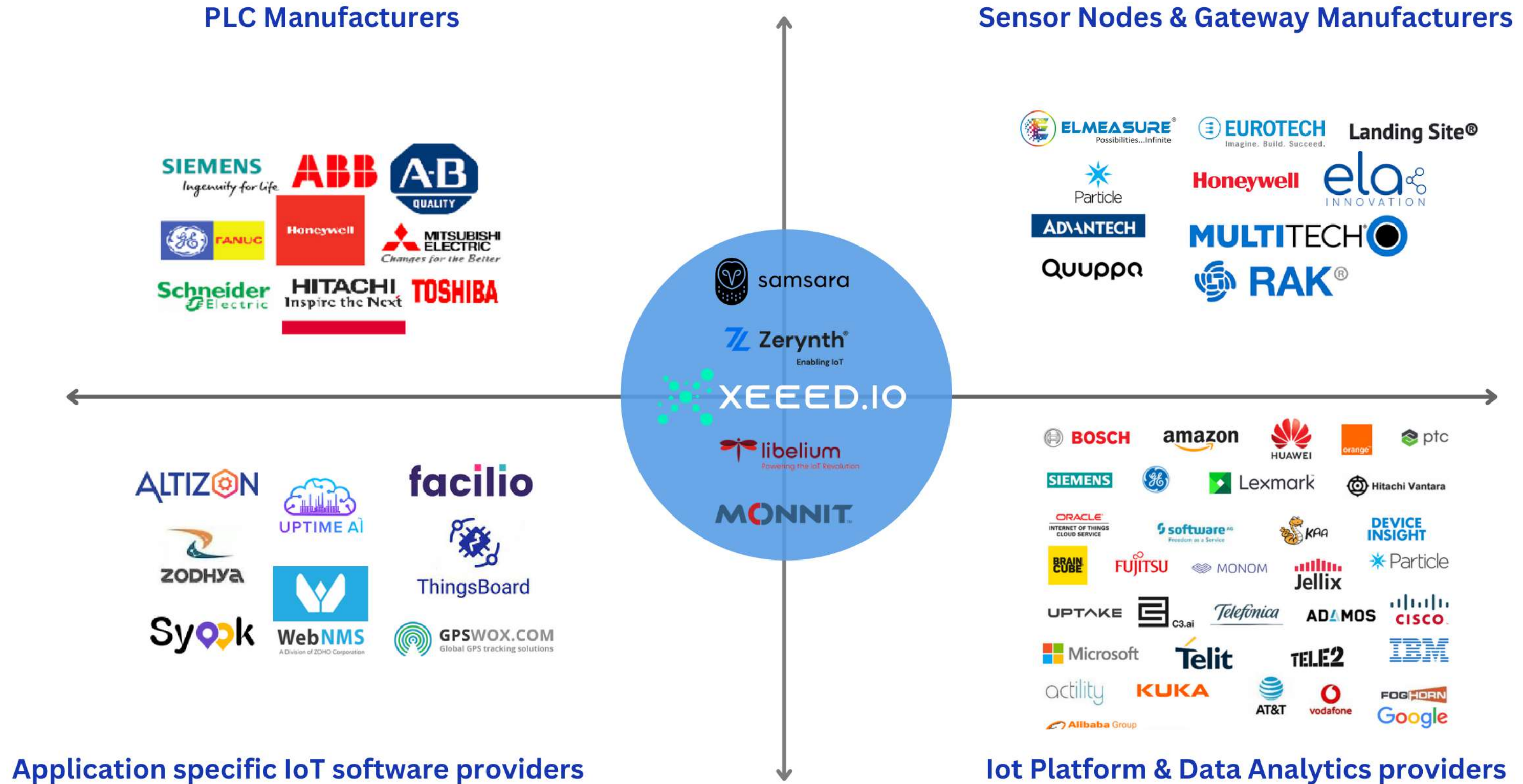
$ 50 Million* (approx ₹ 400 Crores)
Realistic market that we want to focus today and are raising funds for.
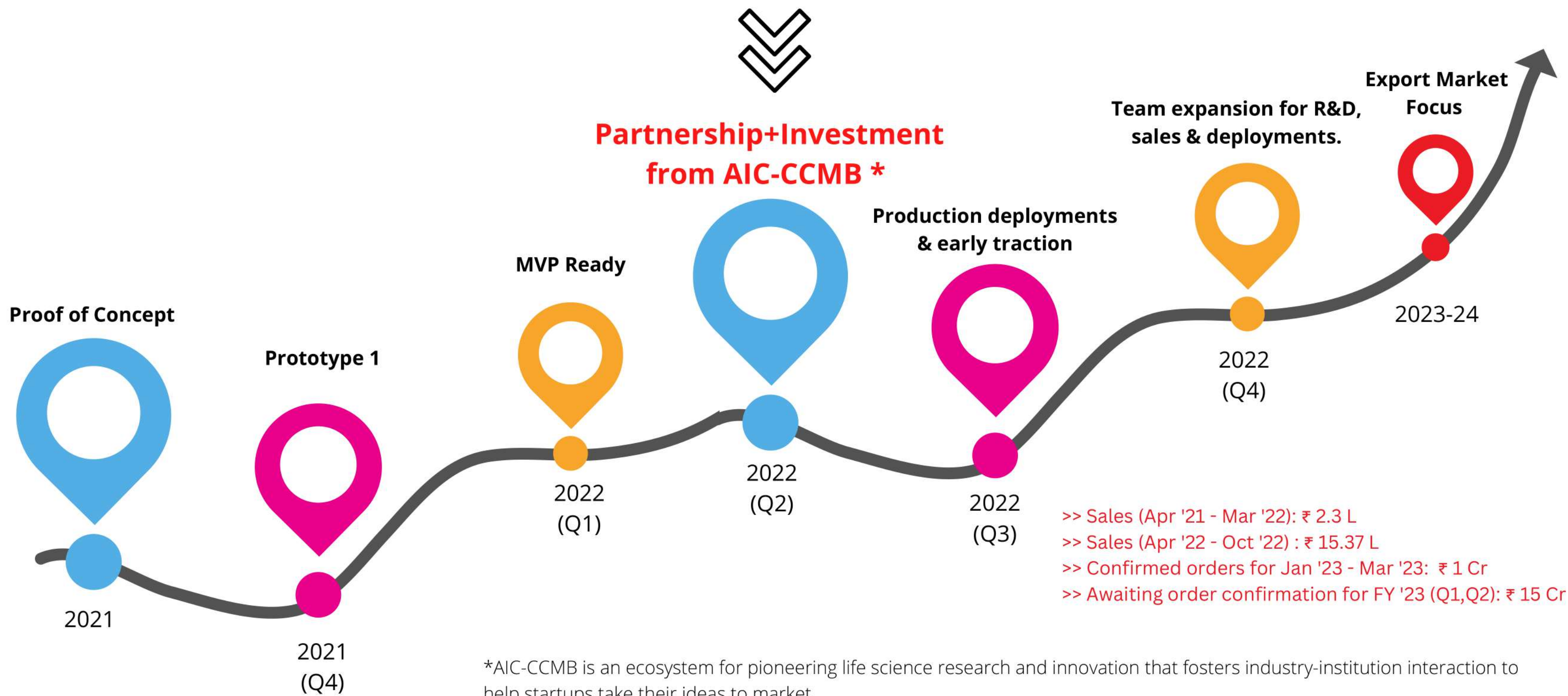
* As per our market research & understanding.
* The above numbers are considered keeping in mind potential competitors.

200 Billion

500 Million

50 Million

Positioning

PLC Manufacturers

Sensor Nodes & Gateway Manufacturers

Application specific IoT software providers

Iot Platform & Data Analytics providers

The journey so far & tomorrow

XEEED.IO™

Proof of Concept

2021

Prototype 1

2021
(Q4)

MVP Ready

2022
(Q1)

Partnership+Investment from AIC-CCMB *

2022
(Q2)

Production deployments & early traction

2022
(Q3)

Team expansion for R&D, sales & deployments.

2022
(Q4)

Export Market Focus

2023-24

>> Sales (Apr '21 - Mar '22): ₹ 2.3 L
>> Sales (Apr '22 - Oct '22) : ₹ 15.37 L
>> Confirmed orders for Jan '23 - Mar '23: ₹ 1 Cr
>> Awaiting order confirmation for FY '23 (Q1,Q2): ₹ 15 Cr

*AIC-CCMB is an ecosystem for pioneering life science research and innovation that fosters industry-institution interaction to help startups take their ideas to market.
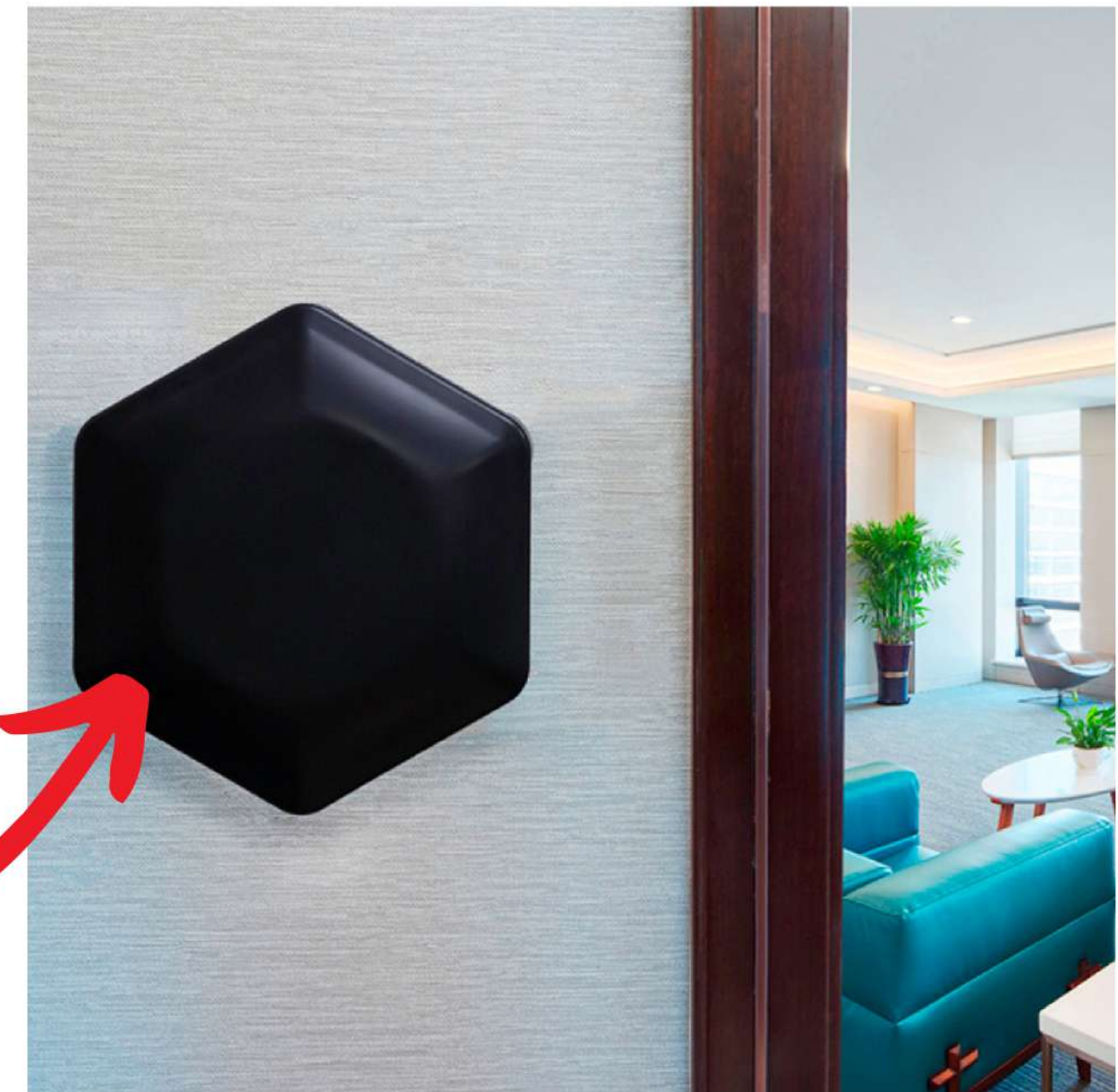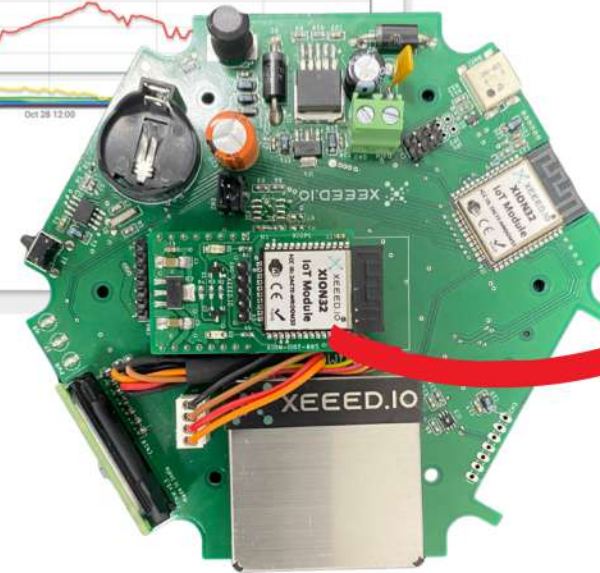
X3BOX Series - Gateway, Process Controllers

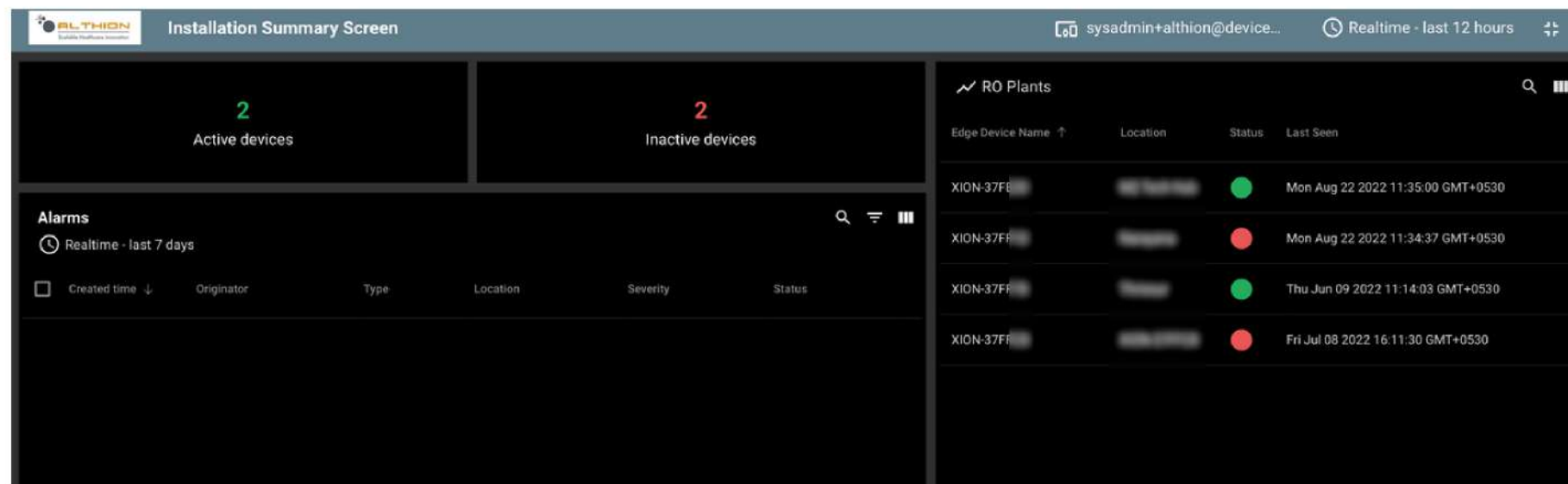WiFi/4G Enabled, OTA, Real-Time Process controllers & Gateways

XION Series - Air Quality Monitors deployed at Godrej Infra

Measures up to 11 environmental parameters, Real-time reporting with detailed analytics & predictions. Targetting Green building infrastructures recognized by CII.

X3BOX - Connected Ultrapure Water Solution for Hemo Dialysis for Althion

The solution involved building an import substitute hardware and software solution that could deliver ultrapure-grade water that can be used to treat kidney dialysis patients. The highlight of the product is predictive maintenance, with no unplanned maintenance downtime at clinics and minimum wastage of water. The product has moved to the production phase after two years of development.
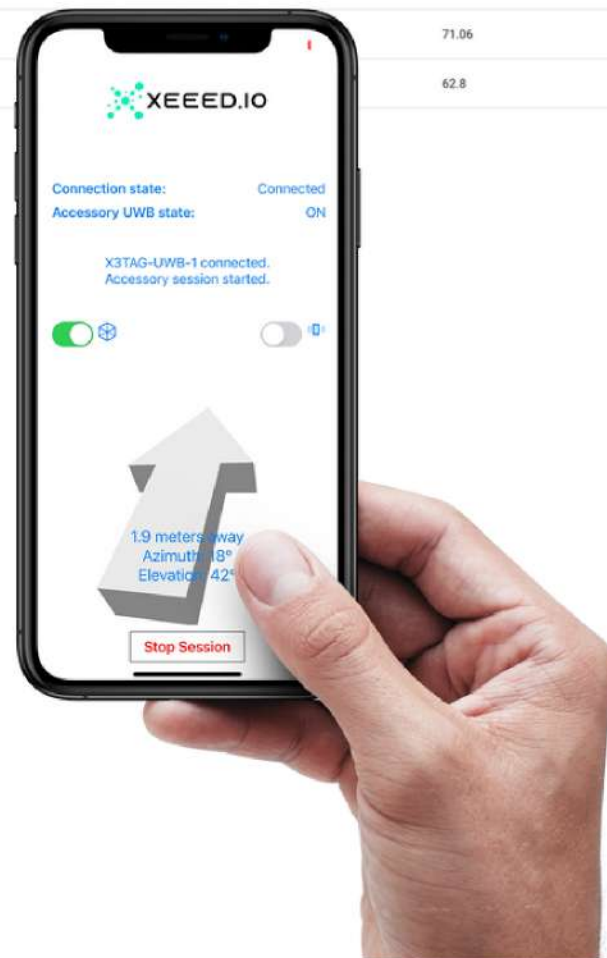

Type 1 Ultra-pure Water Units

Type 2 Ultra-pure Water Units

X3TAG - Pallet Tracking solution for cargo warehouse

The solution is used to pinpoint pallets with shipments in a warehouse or a moving vehicle. They can save hundreds of man-hours spent searching packages in large warehouses. In addition, applications such as quick commerce and cold chains find great value for operational efficiency. The Telcom department has shortlisted the solution for the upcoming funding under the TDFF scheme for further development.

The Core
Team

XEEED.IO ™

None of us is as smart as all of us!
- Ken Blanchard

Kanishka Shah
CEO & CTO | FOUNDER
M.S Electronics | Ex-Entesla Co-Founder
13+ Years of collective experience in engineering, electronic product designing & business development.
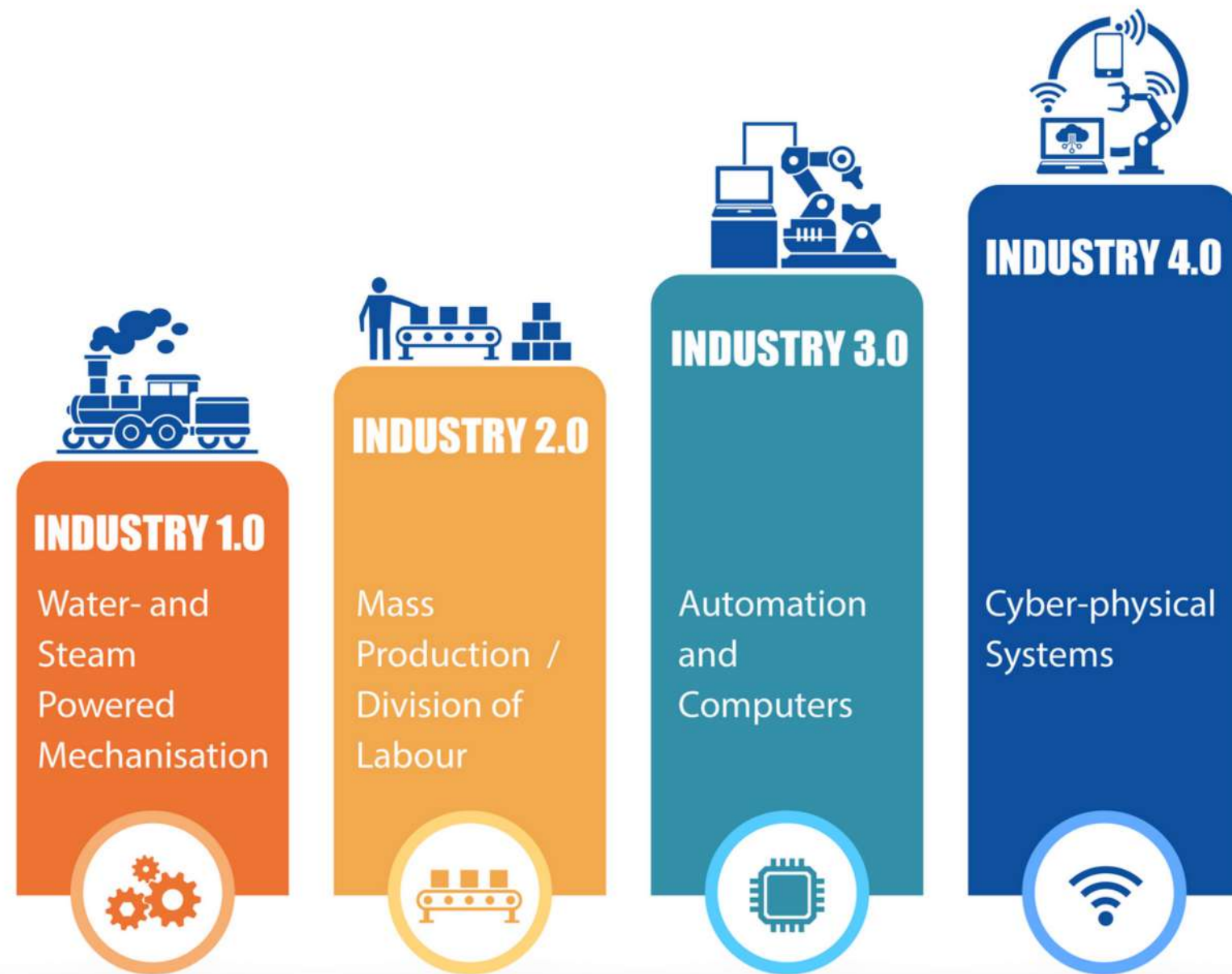

Ravi Tej
COO | CO-FOUNDER
MBA | Ex-Blue Yonder (JDA) Solution Architect
13+ Years of Industrial Experience in Operations & Supply-Chain domain

Karthik G
Cloud Architect | CO-FOUNDER
M.S Computer Science | Ex-Novo Nordisk
13+Years Industrial Experience in Business Intelligence across Pharma, Healthcare, Industrial Automation domains

Be part of our Industry 4.0 journey & beyond...

What are we looking for?

- Strategic investment partner.

- Pre-seed investment of $ 0.25 Million onwards.

- Be part of our journey & India's journey of high-value growth in the Industry 4.0 segment

Thank you for your time!

XEEED IO PRIVATE LIMITED

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