OSARO

*Industrial Grade AI Powered
Vision and Control Software for Robots*

Our Team is ~18% MIT Alums

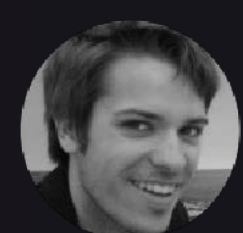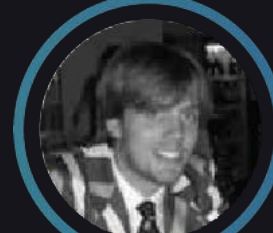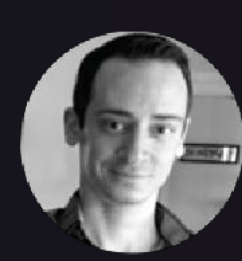|								
BS Berkeley	MS Kyoto U	MS MIT	MBA Harvard	MS Stanford	PhD UCSD	PhD MIT	PhD Umass	MS Ben-Gurion
BS MIT	MIT	PhD RIT	BA Dartmouth	BS Grand Valley	PhD Tennessee	PhD Stanford	PhD Delaware	BS Michigan
BS MIT	BS Berkeley	MS Cornell	PhD Umass	BS Simon Bolivar	BS Berkeley	PhD Ohio	PhD CMU	MS Boulder

Derek Pridmore
FOUNDER / CEO

Led DeepMind Series A
Investor - Founders Fun
Founder - Arda Capital

MIT Connection:
B.S. degrees in Physics and
Computer Science (2001)
M.Eng. degree in Computer
Science and Electrical
Engineering (2004)

GLOBAL PROBLEM:
SHRINKING LABOR FORCES NEED AUTOMATION

Osaro Targets Countries with **Declining Labor Forces** and **High Labor Costs**

Ex: Japan, Germany, Australia, etc.

Note: Japan's working-age population is set to decline at an even faster pace than the overall population and more swiftly than that of other advance economies

LOCAL PROBLEM:
E-COMMERCE FULLFILLMENT
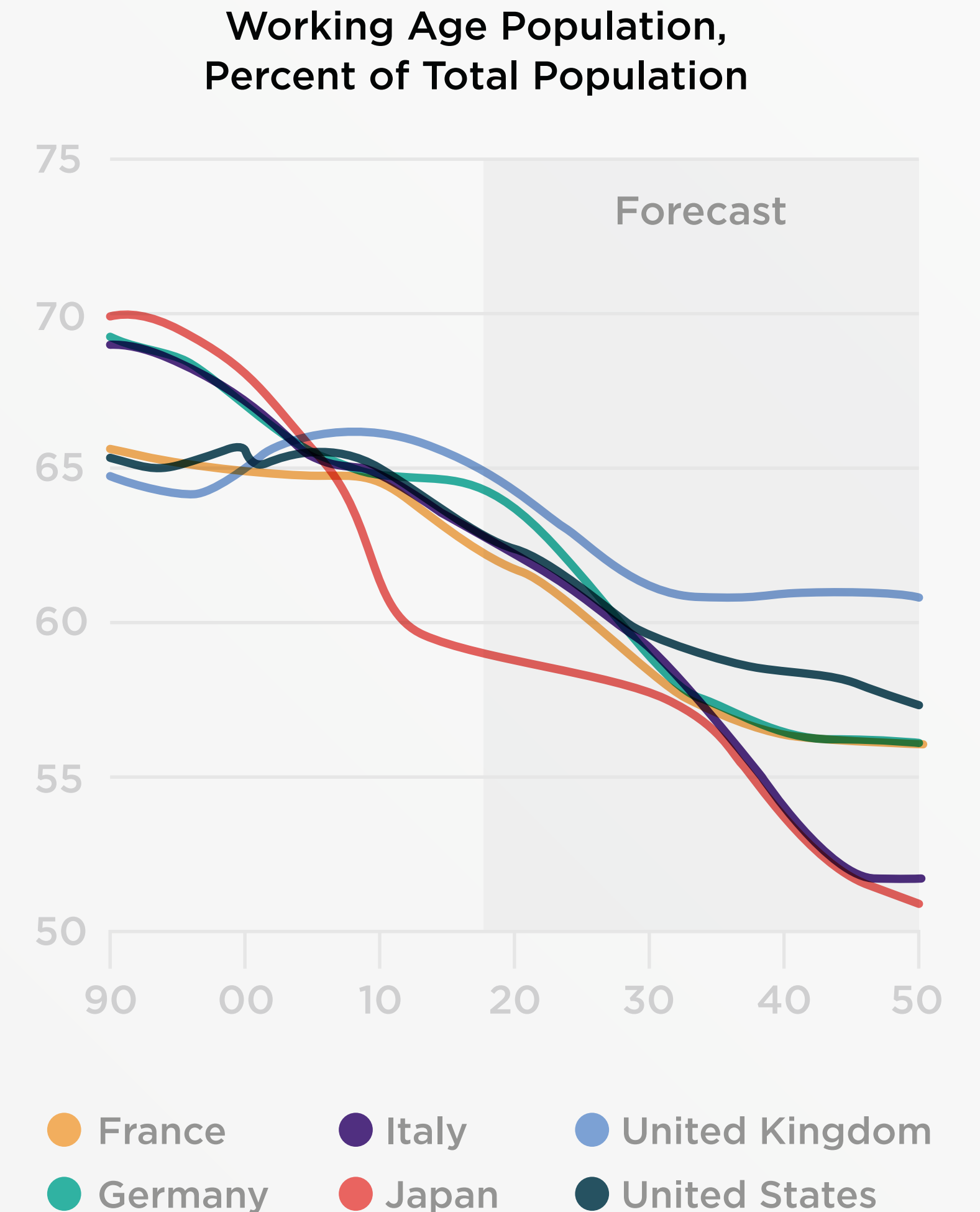
Warehouse Picking Jobs:

→ **Costly**

→ **Hard to Fill & Retain**

→ **Highly Repetitive**

E-commerce fulfillment shift is driving demand for increased automation.

E-commerce picking costs $22B in annual labor expense

Working Age Population, Percent of Total Population

Forecast

75
70
65
60
55
50

90 00 10 20 30 40 50

● France   ● Italy   ● United Kingdom
● Germany   ● Japan   ● United States

Source: United Nations, World Population Prospects, 2017 revision.

OSAROPICK:
AUTOMATES PICKING AND PLACING TASKS

Our Competitive Advantage

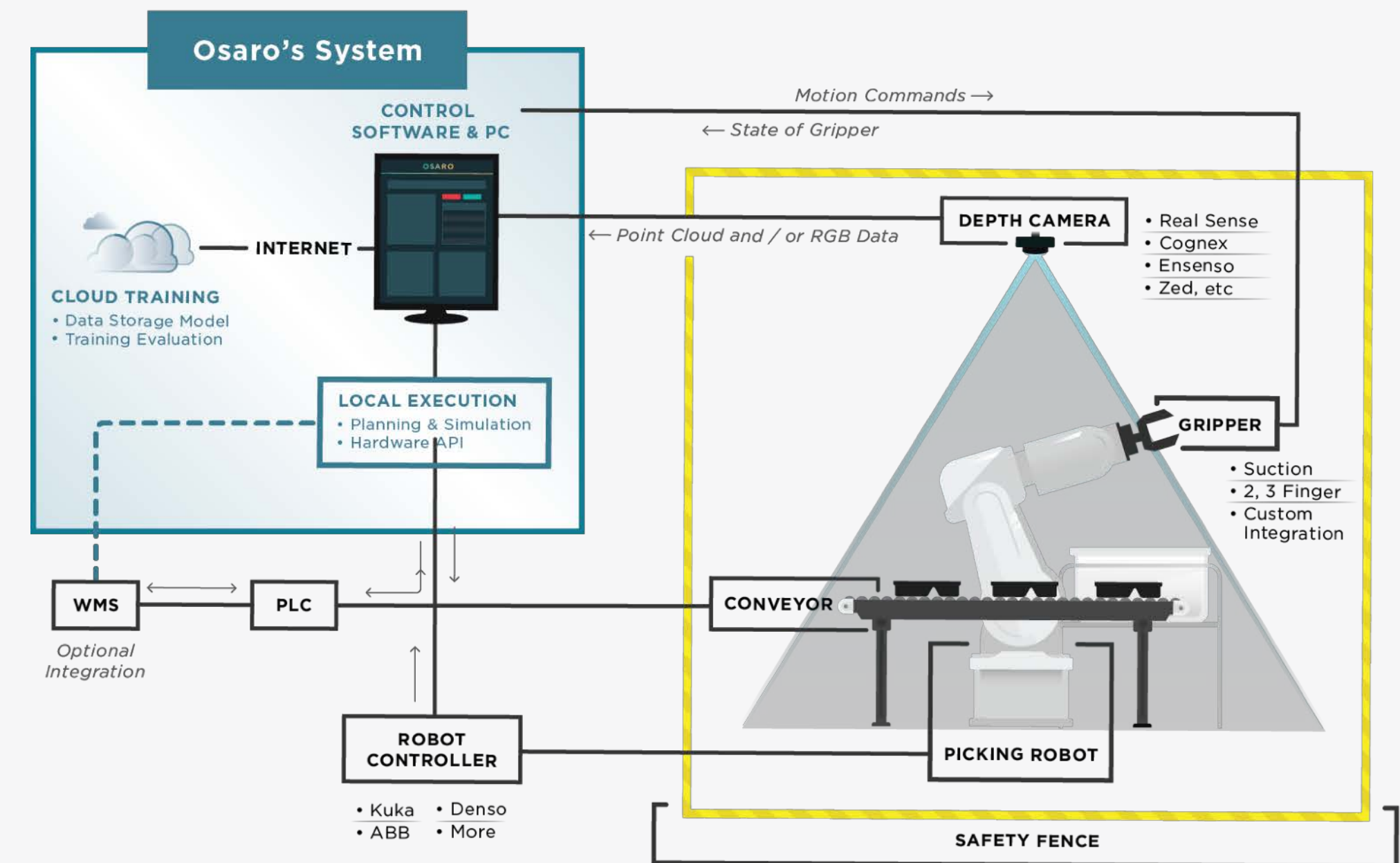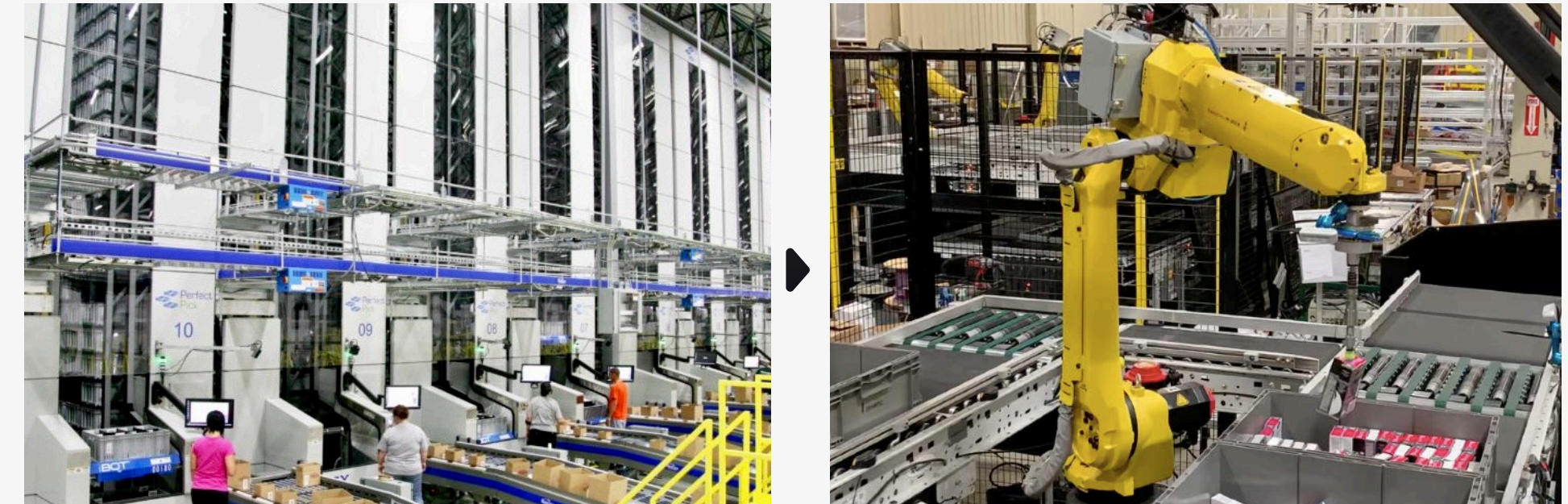**Unmatched Vision System Powered by Deep Learning:**
Detecting & picking difficult items; Generalizing for scalable solutions

Software Only:
Hardware agnostic, so customers can choose the best robot & end effector

Fully Integrated with ASRS (Automated Storage & Retrieval Systems):
"Good to robot" distribution centers; Level-4 Automation (no human in loop)

CASE STUDIES:
OUR TECH IN USE

FOOMA 2018: BENTO BOX ASSEMBLY

"Osaro has helped Denso achieve unprecedented lead generation and I'm confident that our companies will unlock a new level of automation together"

Yosuke Sawada
Managing Director Robot Business Unit

DENSO

Denso is one of the top global industrial robot manufacturers

PROMAT 2019: INTELLIGENT PLACEMENT

Dematic premiered a joint pick-and-place ASRS solution using Osaro software at a leading trade show for the manufacturing & supply chain industry; a preview of their automation capabilities.

DEMATIC

Dematic is the world's third-largest materials handling systems supplier

DOES YOUR COMPANY HAVE LARGE-SCALE REPETITIVE PICKING?

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Distribution Centers (ASRS) & 3PLs:
Ecommerce
Cosmetics & Pharmaceuticals
Grocery Chains & Convenience Stores
Food Packagers
Aftermarket Auto Parts

Kitting:
Auto Manufacturing

High Volume Sorting:
Parcels
Apparel

THANK YOU!

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