

General information:

Founded: 16.05.18
URL: www.unsinkable.eu
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Funding:

35 000 €, up to 10 000 can be self financed

Seeking for:

Investors, funding, marketing and business mentoring.

Revenue forecast:

2018: 0 €
2019: 20 000 €
2020: 100 000 €

Core team:

Timmu Tollimägi - CEO
Ats Kaldma -Mechanical engineer
Marek Salurand – IT, marketing
Natali Bergman – IT
Tõnis Erbsen -Electrical engineer

Current status:

We are currently building our second prototype and found 2 clients. However, we are in need of funding to continue with the product development

Key milestones:

June 2019 - Get money for product development
July 2019 – Testing the sensors underwater, get first paying customer (scan and film the port)
September 2019- based on first customer experiences we start to design Unsinkable 3.0
December 2019 – Unsinkable 3.0 bodywork is done, it has some level of autonomy

Elevator pitch:

Unsinkable Robotics develops autonomous underwater robots for marine exploration. Our mission is to make marine environment more accessible and cost efficient

Problem:

Marine exploration is expensive, time consuming, dangerous and seldom automated. Man made objects in the sea (ports, sea cables, offshore wind farms) need regular inspection which is manually done by divers. Mine detection and defusing could be done faster and cheaper because at the moment it is done by overpriced military drones.

Solution:

Unsinkable Robotics is building an underwater robot that could perform several tasks underwater without an operator. The robots reduce the need for divers to perform dangerous and time consuming tasks such as mine detection. Furthermore, they could make regular inspections on ports and fish farms to detect any problems.

Business/revenue model:

Income from:

1. Offering ports scanning/monitoring service (first revenue stream, validating customers and our prototype)
2. Maintenance and monitoring of aquafarms
3. Regular pipeline checkups
4. Sales of the data collected from the seas

Market:

Our beachhead market is ports and other man made object owners in the shallow sea in Estonia. Its annual market size is around 1 mln €. The next step is to provide a monitoring service for ports first in Estonia and then to other Baltic countries.

Go-to-market strategy:

1. Get first customers- scan ports (Port of Tallinn and Muuga have asked to test out our prototype)
2. Start offering port and pipeline monitoring service in Estonia
3. Raise additional funding for R&D
4. Start building a global customer base.

Competition, Competitive advantage:

Blueye - https://www.blueyerobotics.com/?gclid=Cj0KCQjw-tXIBRDWARIsAGYQAmfZ6o9W_-aFBSXU23SAY3nuGeSFg9Egh0rnj2mpVeD5hz6r8AXG2T0aAocgEALw_wcB

Deep Ocean Engineering - <https://www.deepocean.com/>

Our advantage is autonomous operation of the robot(cordless). This means that the robot has a lot wider operation range and does not require a ship/operator to follow the robot.

Roadmap:

Time frame:

- June – test the second prototype in water, attach a camera to it, get funding,
- July- test sensors and start developing automation, acquire first paying customers,
- September – start designing 3-rd prototype based on customers feedback and real life experience, start hunting for additional funding.
- December- start building the physical version of the prototype 3, achieve some level of automation.
- Beginning of 2020 - continue testing and improving the prototype 3, continue working on the automation.

Major milestones:

- First funding- June
- First Customer – July/August
- Start developing version 3 of the prototype – September
- Acquire additional funding - autumn
- The prototype is partially autonomous - December

Financial need:

- 4000 € - costs of the first components (ultrasonic sensors, electronics, motors, batteries etc). This will be needed latest in the beginning June to order everything
- 3500 € - cost of additional product development for producing a prototype that we could test and validate our product at nearby ports. This will be needed latest in the beginning of July.
- 6500 € - upgrade the 3D printer and other robot production equipment. At this point when we are going to lack the funds from Prototron then we plan to cover it by other outside investors. This will be needed in autumn.
- 9000 € - investment for the next more advanced prototype: Unsinkable 3.0. This will be needed in November when we'll start physically assembling the version 3 of the prototype.

At the moment Unsinkable team is close to secure up to 10 000 € investment. Moreover, we are actively searching for clients and when we have our prototype ready we will start offering scanning/monitoring services for our clients. Furthermore, we would like to include TalTech in the automation development process through a grant and take part in other startup competitions such as Ajujaht to attract more attention, build a network and acquire new investors.