



Onvego Ltd.
www.onvego.com
Founded 2015
Roy Gurion, CEO,
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Project's Stage

Sales growth;
R&D accelerating;
Europe market penetration;
Increasing production;

Past & Current Grants & Investments

Terra Ventures – seed 2018;
Israeli Innovation Authority – R&D grants 2018-2020;

Achievements

2017 - Chosen to DT AI-tech Bootcamp;
2018 – Exhibited at CES;
2018 – Approved by IIA R&D grant for 2.5 years;
2019 - Won a booth at Pioneers 2019 fest in Wien;
Among 10 leading startups chosen for GoAustria 2020;

Milestones

Q2 2015: Established;
Q2-Q3 2017: MVP and first sales;
Q1-Q3 2018: Projects for strategic customers;
Q4 2019: Recurring sales start;
Q1 2020: Sales growth;

Smart voice interface for devices and apps

Increasing Industry 4.0 workforce productivity

Need & Opportunity

Improve machine's control UI (HMI) for employees @hands-busy and @on-the-go conditions;
COVID-19's advent will change industry future to lesser staff, remote and no-touch nature of working;

Company acquired a wide expertise and developed its original ideas in natural language and speech AI;
It offers a comprehensive development platform with tools to adapt the solution or product to different industry segments;

Benefits for Enterprises and Employees

Increases productivity of enterprise's mobile workforce
Improves employees' on-job satisfaction by better user experience (UX)
Improves enterprise's security and employees' safety
Extends employability for inclusive population groups (the blind, disable)

Competitive Edge Includes:

- Ability to operate offline (with no internet / cloud)
- Ability to operate on embedded devices and wearables (on-the-Edge)
- High level of speech operating performance
- High noise immunity in industry's working environment
- Interface can be customized per user's voice and individual's accent to be efficient
- Efficient voice activation and wake-word mechanisms
- Capability to provide end-to-end intelligent conversation solution – from voice input to speech output

Finance

Expected sales \$600K@2020; \$2M@2021; \$6.5M@2022;
Expected profitability 25%@2021; 60%@2022; 69%@2023
Expected ROI 14% in first year, growing to 73% for first and second year average
Expected breakeven is 26 months (for total investment into the company)
Investment needed is \$3M

Key team members

- Roy Gurion, B.S. C.S., M.B.A., CEO, C-Level executive, IT industry 20+, SW
- Alon Buchnik, B.S. C.S., CTO, SW expert 20+ , AI, speech, mobile and web
- Mark Heifets, M.S. E.E., M.B.A., COO, serial entrepreneur, speech tech and AI 15+
- Nava Shaked, Ph.D., Scientific Board Chair, computational linguistics 20+
- Ike Sagie, Ph.D., Board Adviser, computational linguistics expert 25+, entrepreneur

Customers and Partners

Customers: GE, GM, RGIS, SKODA, ELBIT among others
Partnership with NVidia, agreements with Amazon AWS, IBM PartnerWorld

Market & Business Strategy

Industry 4.0 relevant segments – warehouse & storage, logistics, machinery, field services and transportation.
Primary focus on: Warehouse and Storage segment – TAM is \$533Bln@2024 (MarketsandMarkets);
SAM (WMS systems) is 4.8Bln@2024 (MarketsandMarkets).

Major business model is licensing per device or per app.

Go-to-market: agreements with OEMs and ODMs, cooperation with system integrators (SI), agreements with distributors.