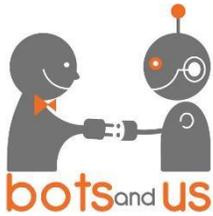


## BotsAndUs Ltd.

Revolutionise customer management with autonomous robotics & AI



London, UK

[www.botsandus.com](http://www.botsandus.com)

Founded in 2015

9 Employees

Field of Activity:

**Autonomous robots for indoor public spaces**

Capital raised:

**EUR 2.5m**

Investment need:

**EUR 1.2m**

Watch 3min pitch

Give your feedback

### Company Description

BotsAndUs's mission is to revolutionise the way businesses interact with their customers in physical spaces to stay competitive in the e-commerce era. We offer them access to real time, high quality data and insights that allow them to serve the right customer, the right product at the right time - even better than their online competitors.

For this we created a fleet of autonomous service robots to work alongside people in dynamic, public spaces - retail stores, shopping centres, bank branches and airports. They digitise the full customer journey, offering 24/7 customer service, automating data collection and transforming it into business insights and predictions.

### Problem

The retail industry loses one trillion US\$ a year because of poor inventory and customer management. 24% of Amazon's US revenue comes from consumers who first tried to buy a product in a physical store and failed (IHL, 2018). All this due to the incapacity of physical retailers to manage their large estates and get real time access to customers.

### Solution

We provide fleets of collaborative robots designed to autonomously approach customers and serve them; perform operations tasks such as store mapping, shelf monitoring, detecting out of stock products and capturing real time data and insights about customer traffic routes and needs. With our solution, companies can align investments with customer behavior and operational requirements to boost profitability.

### Market

The total market for non-industrial robots is expected to reach €24.1B in 2022, growing at a CAGR of 17.8% with over 31 million robots to be shipped in 2020, according to the International Federation of Robotics. Service robots have increased by 53% in 2018.

### Business Model

**Monthly subscription packages** including: robot units, software development, integration, ongoing support, and most importantly access to the data dashboards.

### USP & Differentiation

One of the few companies globally to have autonomous robots deployed with customers in public spaces. Our data collection and analysis capabilities across the robot fleet put us in the unique position to develop industry leading AI systems and algorithms for any kind of robotics deployments in indoor or outdoor public spaces.