

The background is a solid blue color with abstract, wavy, 3D-rendered shapes in shades of light blue and purple on the left and right sides, creating a sense of depth and movement.

PLUGANDPLAY

SILICON VALLEY  
SUMMIT

NOVEMBER 18-20 2025

PLUGANDPLAY

SUPPLY CHAIN  
& LOGISTICS  
EXPO

SU SUMMIT

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**OPENING REMARKS**

---

**Monika Sieg**

Director

*Plug and Play Supply Chain & Logistics*

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# PLUGANDPLAY

# SU SUMMIT





## SUPPLY CHAIN LOCATIONS

### HQ - SILICON VALLEY












End-to-end Supply Chain

---



Fortune 50 Retailer



### ARKANSAS



Retail & CPG Heavy Duty

---



Fortune 200 CPG



### ARIZONA



Advanced Manufacturing Aerospace and Defense Semi Conductors

---



### CEDAR PARK, TX



Advanced Manufacturing Aerospace and Defense

---



### CENTER OF EXCELLENCE



LOADING...

POLL



Looking at the topics below, which do you believe were the top 3 trends this past year?

^ Get Feedback



1 0

## LOOK BACK: TOP TRENDS 2025

### Industrial AI

#### Investments



#### Reports



### Humanoid Robotics

#### Investments



#### Reports



### Asset Visibility

#### Investments



OUTLOOK: TOP TRENDS 2026

Industrial AI



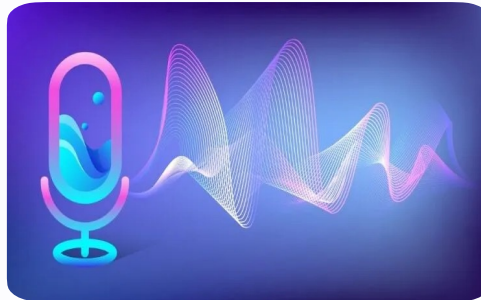
HADRIAN

IndustrialNext

NEXIFORGE

Foundry Robotics

Voice AI



HappyRobot

CloneOps.ai

FleetWorks

augment

VOOMA

Operational Resilience

Workforce Training

ETHOS virti

Arist

Knowledge Retention

Squint

METIS

LineWise

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# Partner Fireside

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SUPPLY CHAIN FIRESIDE CHAT



MODERATOR

**Monika Sieg**

Director  
*Plug and Play Supply Chain*



**Franziska Bossart**

Head of Industrial Innovation Fund  
*Amazon*

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# Robotics Panel

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EXPLORING COMMERCIALIZATION OF ROBOTICS



**LINDON GAO**  
Co-Founder & CEO  
**D Y N A**



**LUKAS PANKAU**  
Co-Founder & CEO  
**IndustrialNext**



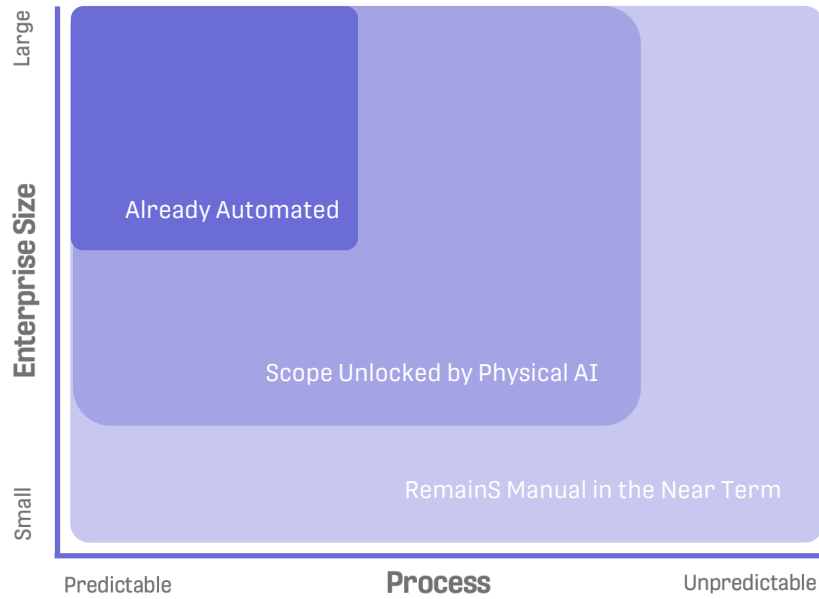
**LAKE DAI**  
Founder & Managing  
Partner  
 **SANCUS**



**PRAJ DESHKAR**  
Ventures Associate  
**PLUGANDPLAY**

MODERATOR

ROBOTICS EXPANSION & DRIVERS

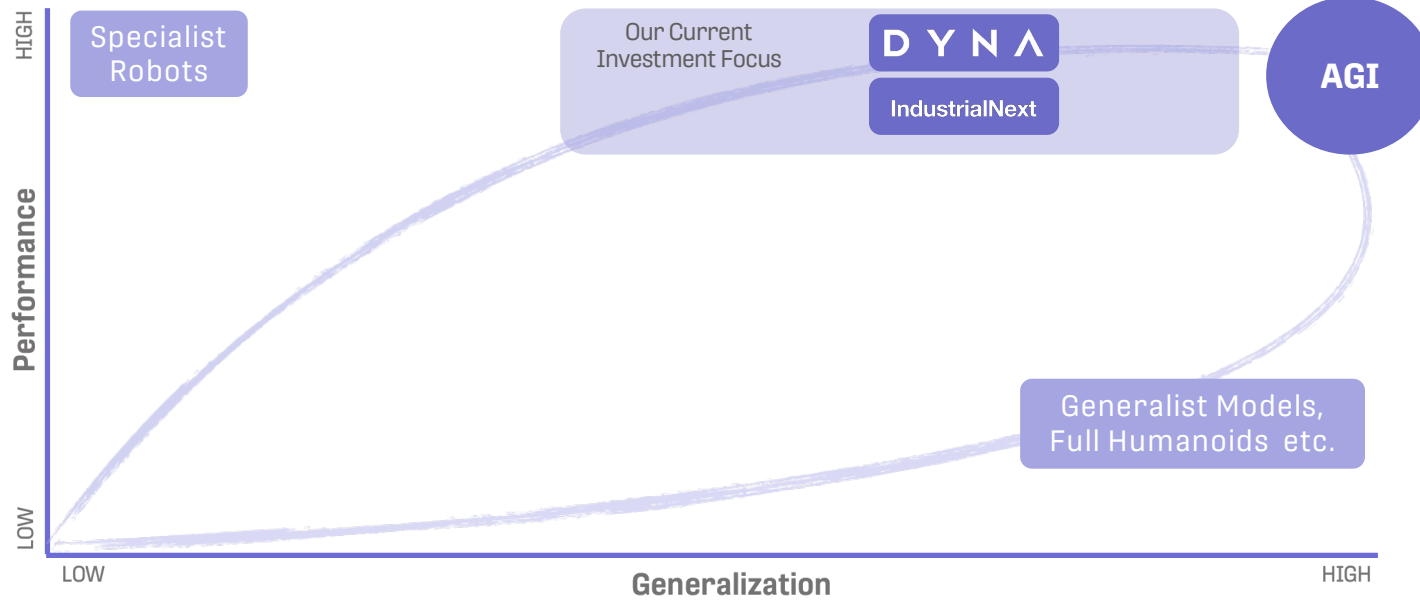


AI MODELS & ARCHITECTURES

TRAINING DATA & INFRA

HARDWARE COST & PERFORMANCE

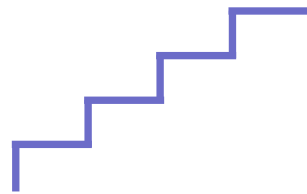
PERFORMANCE & GENERALIZATION



LOOKING AHEAD..

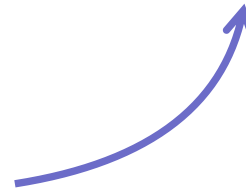
Trajectory of Robotics Commercialization?

REFORM



Continuous incremental progress

REVOLUTION



Disruptive Transformation & Upscaling

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# Startup Success Stories

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## STARTUP PRESENTATION

 **EverCurrent**

### EverCurrent

An AI-native platform of record to align tools, processes, and knowledge for hardware teams

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AI-native platform to align **tools,**  
**processes and knowledge**





# Smarter, More Complex, **Harder** to Build

A photograph of a BYD exhibition booth at an auto show. The booth features a large illuminated BYD logo at the top. Several cars are on display, including a white sedan and a blue SUV. People are seen interacting with the vehicles. The scene is lit with dramatic spotlights, creating a high-tech atmosphere.

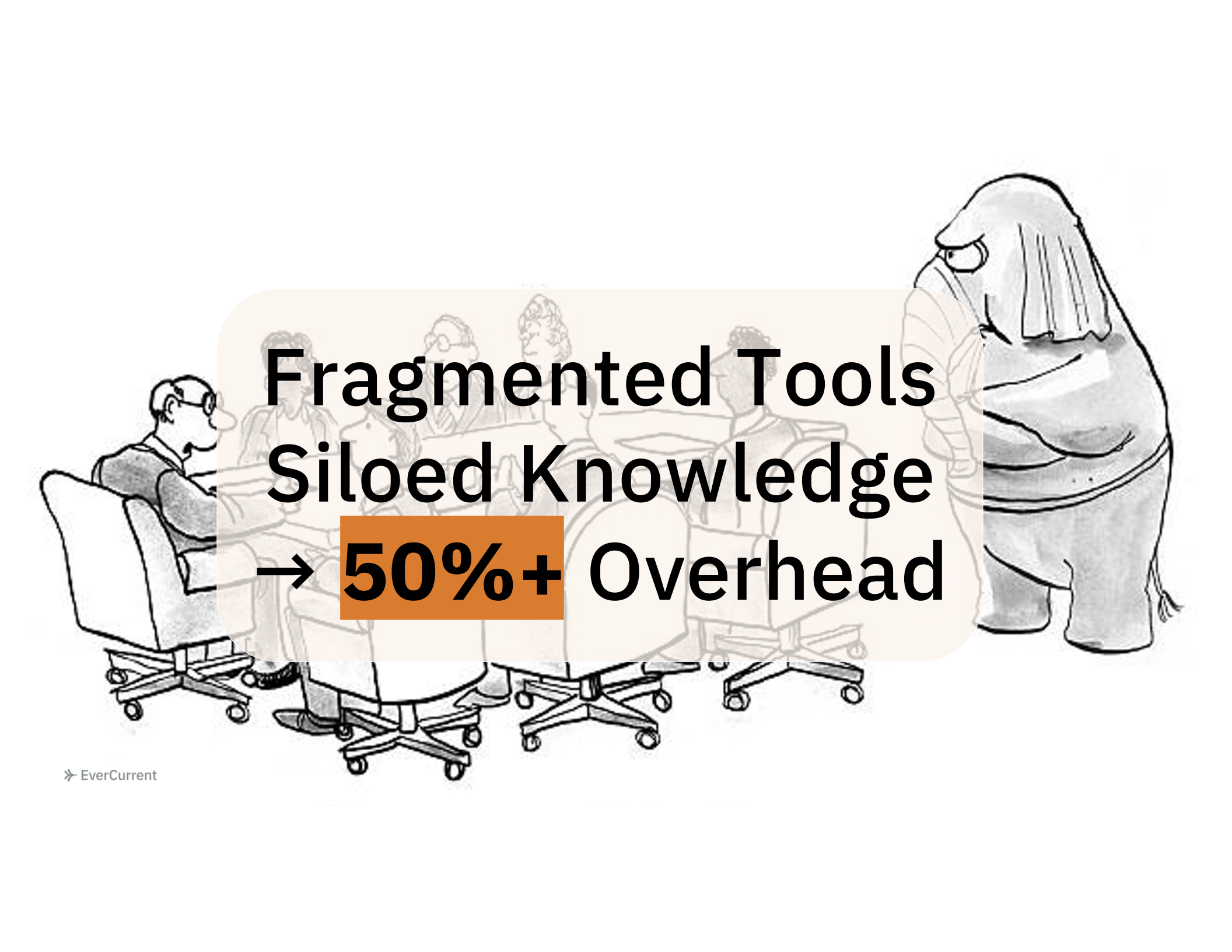
Competition  
Develops **2X** Fast

Quality

Cost

Time





**Fragmented Tools  
Siloed Knowledge  
→ 50%+ Overhead**

Sorry — wrong depo  
I'm more in the "to-  
centric marketing."

# Replace Human Middleware with AI Middleware








➤ EverCurrent






TOM  
FISH  
BURNE

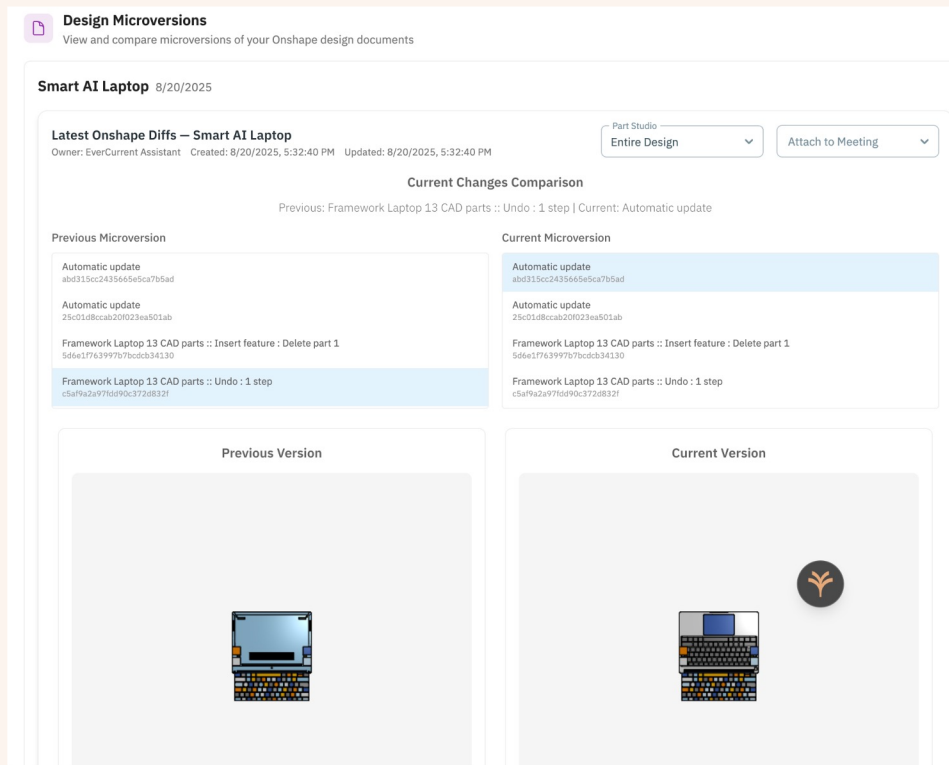
### Team Integrations

 Slack	Not connected
 Google Drive	Not connected
 Jira	✓ Connected
 Onshape	✓ Connected
 Confluence	✓ Connected

### Personal Integrations

 Gmail	Not connected
 Microsoft Teams	Not connected
 Google Calendar	✓ Connected

# 1. AI Integration into Fragmented Tools: CAD, MES, Slack, Email, Drive, Task Management... Cutting Cost and Friction



2. Immediate  
Time to Value:  
Time to  
Documentation,  
Reporting,  
Change...



! The project is in danger

EverCurrent

# 3. Unlock Tribal Knowledge to Accelerate Development with Confidence and Quality

June

July

August

Shipping time for Top Piston - SLA

Complete Milestone 2.

Build part in-house with PETG in Austin, TX?

Order part from Top Gear Workshop

Remove UL Battery Test from Milestone 3

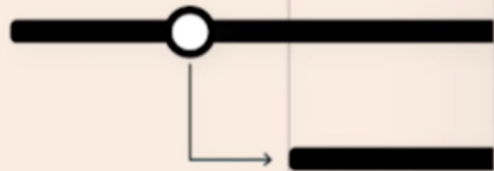
EverCurrent

! The project is in danger

EverCurrent

June July August

EVT



EverCurrent



## 15% likelihood of slippage

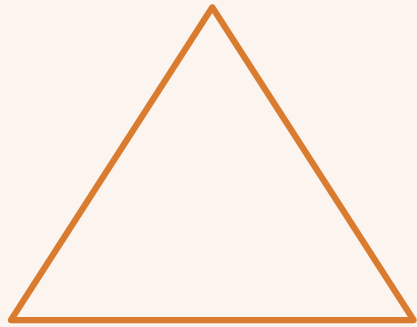
### Root Cause:

Supplier > Index Manufacturing

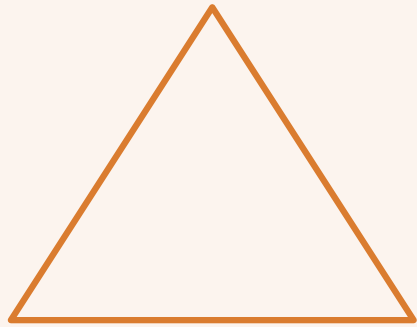
Based on previous orders, Index Manufacturing has a 2-week shipping time for packages over 5kg, no shipping notification has been received for **Top Piston - SLA Job** needed to complete Milestone 2.

### Remedies

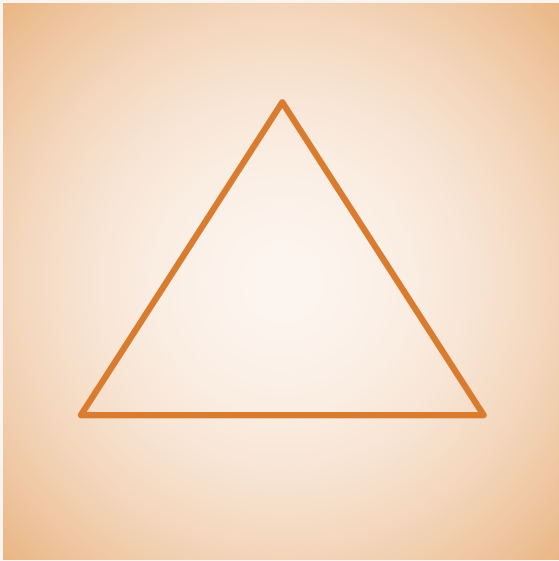
- Build part in-house with PETG in Austin, TX2.
- Order part from Top Gear Workshop
- Remove UL Battery Test from Milestone 3



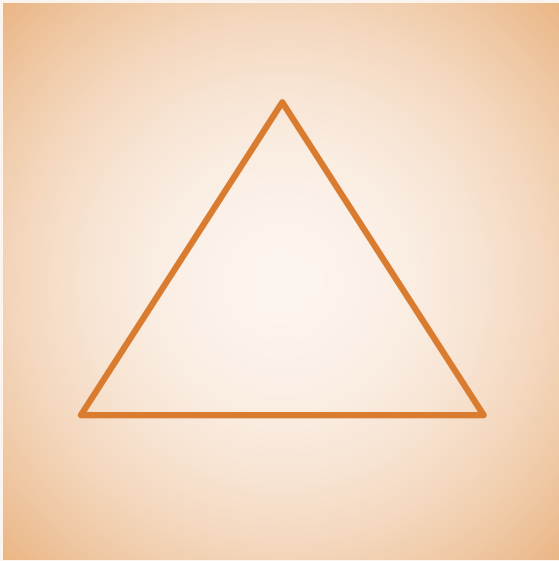
Change is good!



evercurrent **deltas**



evercurrent context  
around the deltas



context switch cost  
pm cost  
ramp up time  
response time  
risk





capacity  
innovation  
quality  
confidence  
revenue





## **Ye Wang, CEO**

Co-founder of Join  
Sr. Principal Research Scientist at Autodesk  
Principal Engineer at Onshape  
MIT, IOI



## **Advisors**

Co-founder of Onshape  
former CEO of Autodesk  
former EVP of Strategy at SolidWorks



 **ye-wang-sf**

 **ye@evercurrent.ai**

 **EverCurrent**

Home for your **tribal knowledge**  
Accelerate time to **change,**  
**decision, market...**

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## STARTUP PRESENTATION

**IndustrialNext**

### Industrial Next

Industrial Next develops AI-powered workstations that automate manual assembly processes using proprietary learning, vision, and control software.

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**21<sup>st</sup> Century Products**

**20<sup>th</sup> Century Equipment**

**19<sup>th</sup> Century Flexibility**

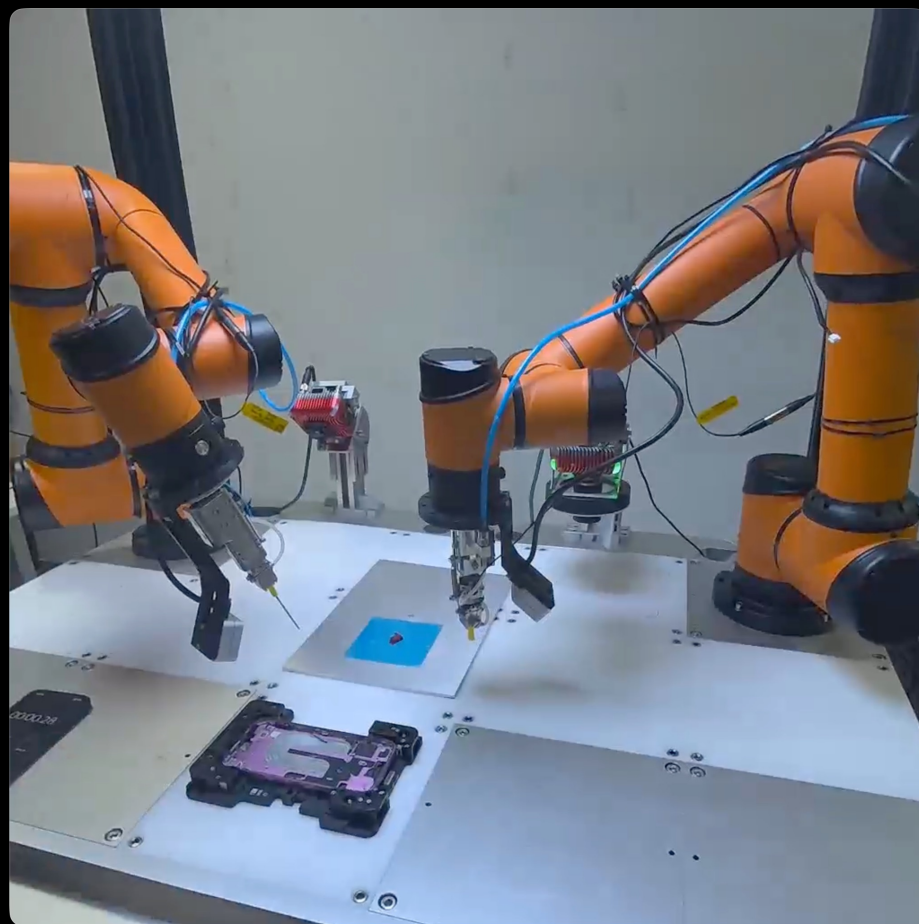
# IndustrialNext

Autopilot for the Factory

**Labor is expensive**  
**Product lifecycles are getting shorter**  
**Customers expect zero defects**

*“We’ll just throw more people at it.”*

# AI to See, Understand, and Adapt



*1x speed, fully autonomous*

**AI knows what  
“Done Right”  
looks like**



**Real-time unit economics**

**Robots that handle variation**

**Path to roll out across factories**

# The machine that builds the machine

22

months



9

months



Technology is the enabler

**The winners...**

**...will be the ones who can learn  
fastest**

***“We’ve tried automation. We know the pain. But if this actually works, it changes the economics of our plants.”***

**Bring us your hardest challenges  
Lukas@industrialnext.ai**

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STARTUP PRESENTATION



**Lyric**

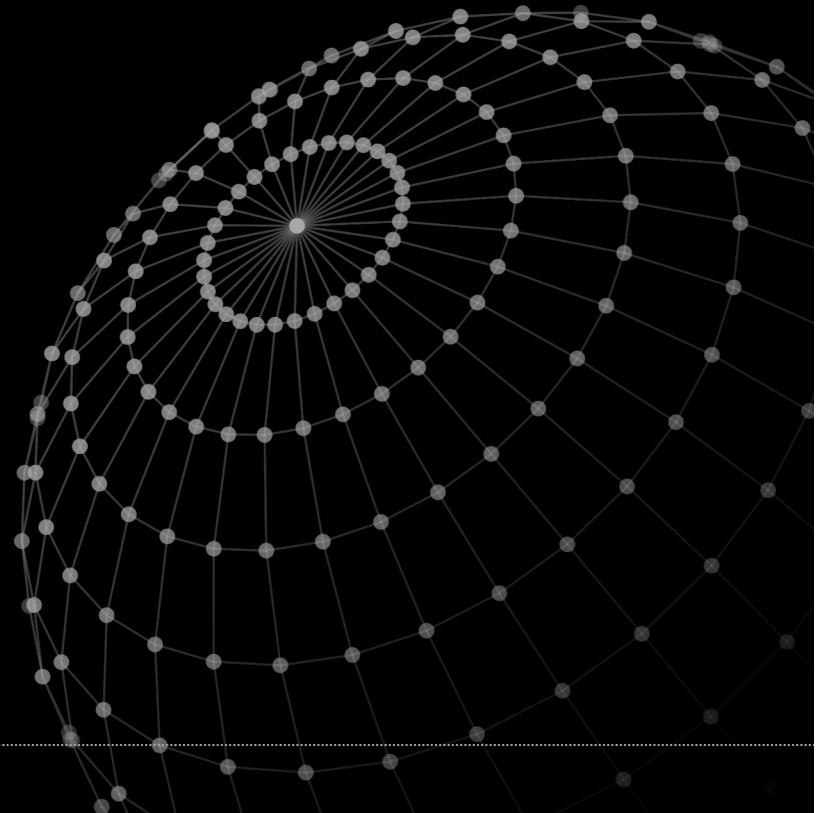
A Unified Platform for Modeling, Planning, and Frontier Intelligence

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# A NEW ERA IN SUPPLY CHAIN



# Our Vision & Mission

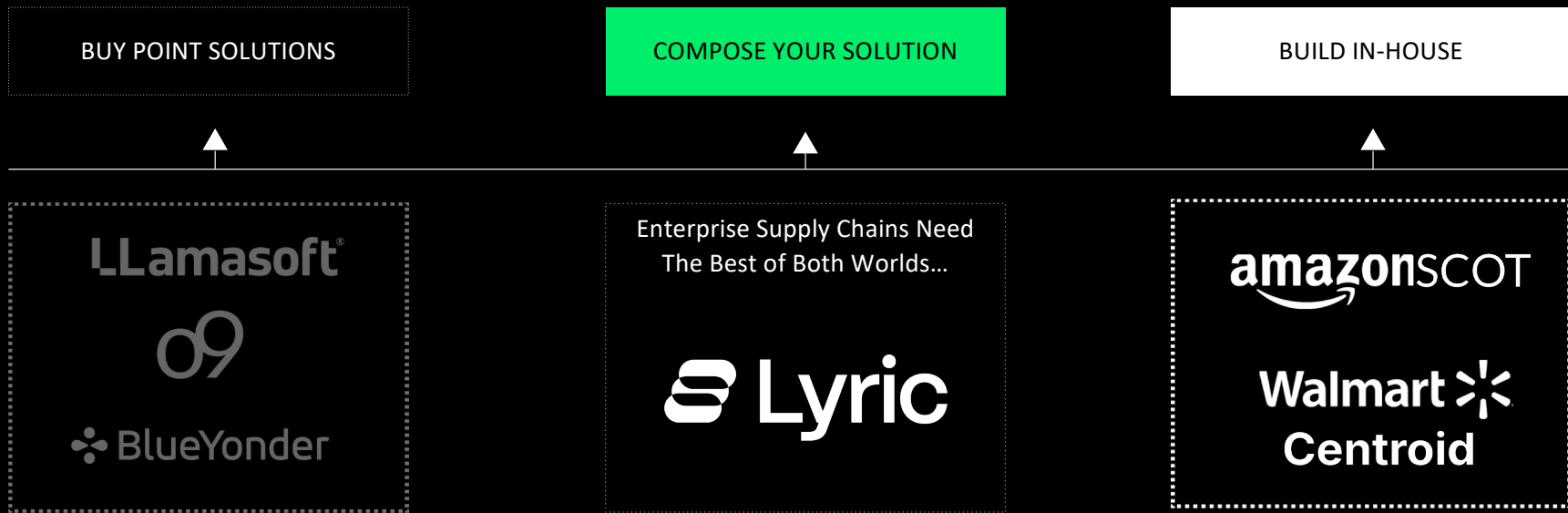
## VISION

Accelerate global economic growth with smarter supply chains

## MISSION

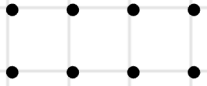
Make every supply chain math-first

# Every Supply Chain Requires Tailored Decision Intelligence



# Positioning Lyric – How We Go To Market

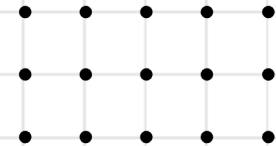


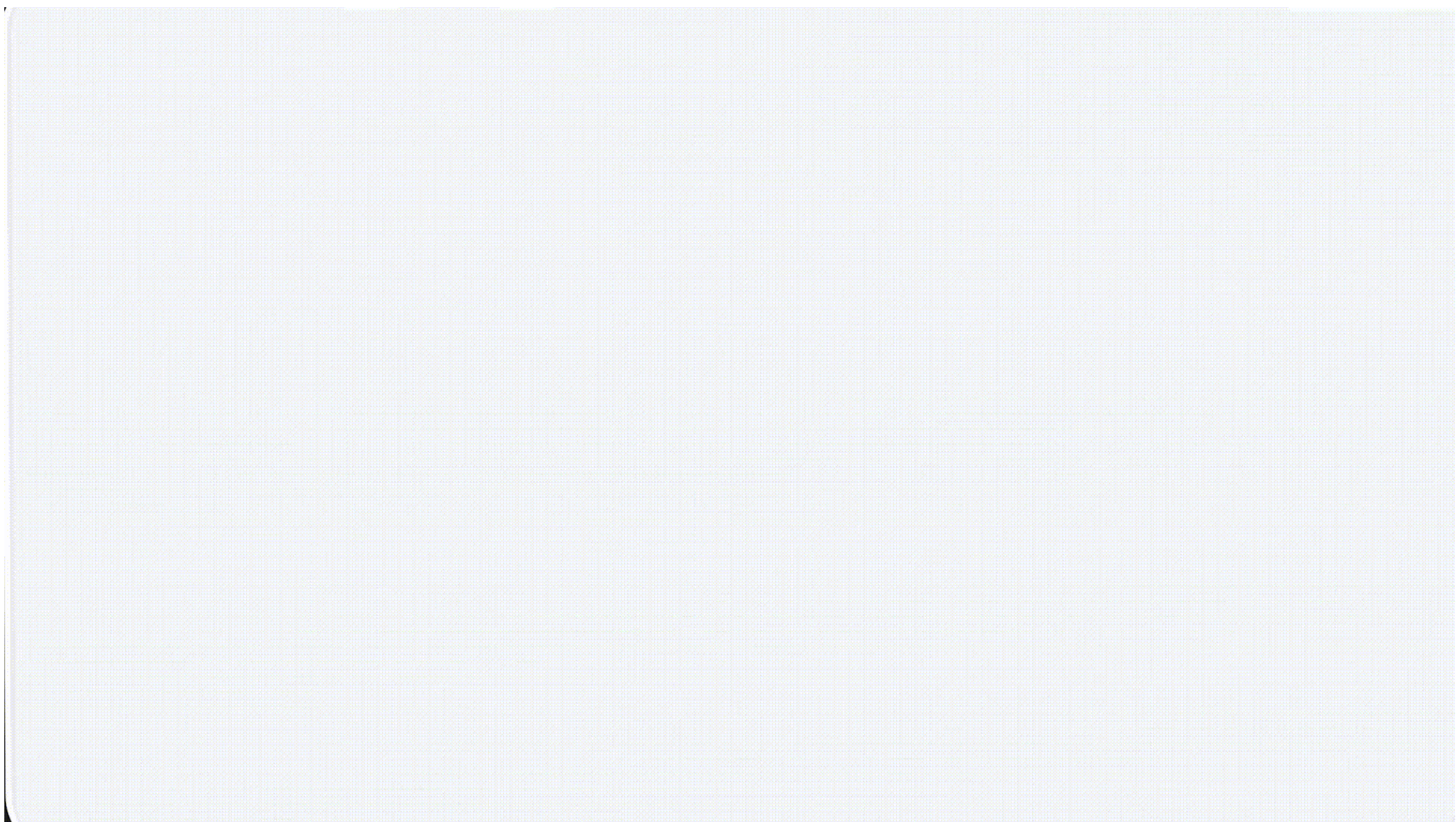


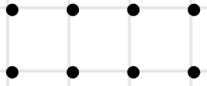
*S* Lyric

# Demo

Lyric Overview



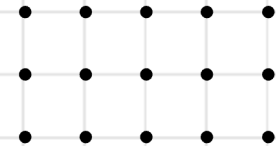




*S* Lyric

# Demo

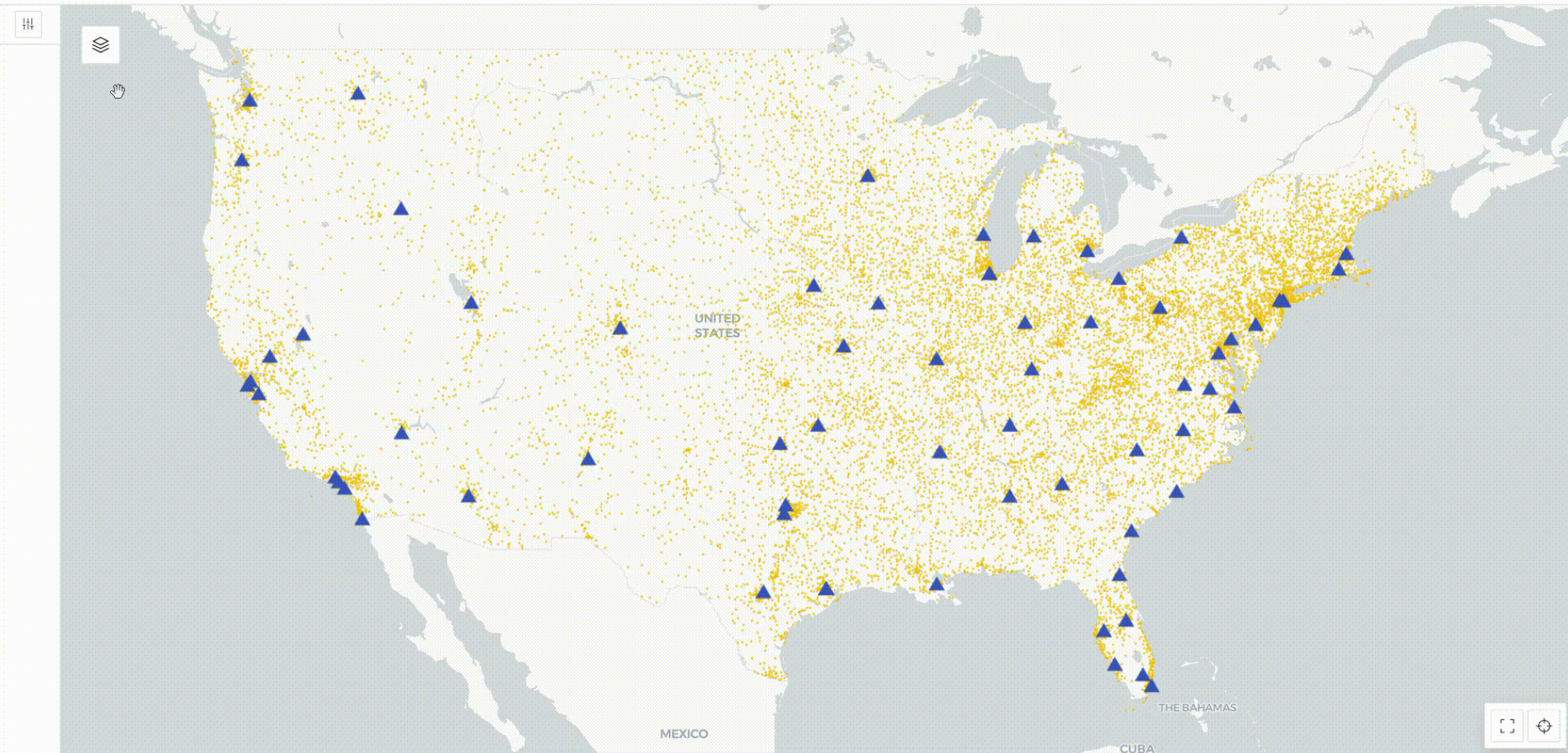
Lyric Use Cases & Capabilities



First & Last Mile

Compare Scenarios

1 Scenarios Selected



# Where Are We Today?

\$67M OF FUNDING



32 CUSTOMERS, DOZENS of F500s

45%  
CPG

35%  
3PLs, O&G,  
LS, HT, QSR

20%  
Retail

GLOBAL WORKFORCE, TOP SC TALENT

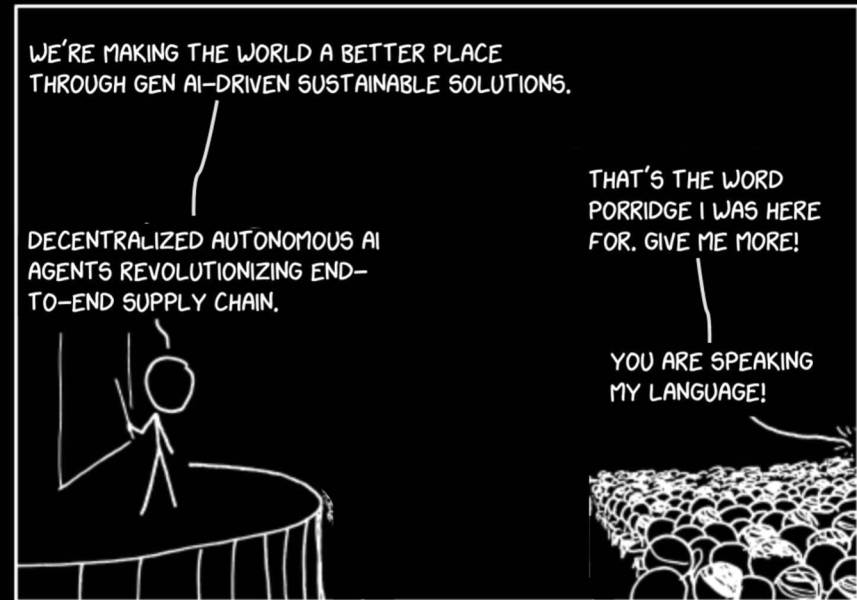
240  
Chorus  
Members





# Thank You

Please Reach out to Jon Payne  
([jon@lyric.tech](mailto:jon@lyric.tech)) with any questions



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## STARTUP PRESENTATION



### Catena Clearing

Catena Clearing enhances connections between software providers to their customers by simplifying and enriching supply chain data through robust, scalable integrations.

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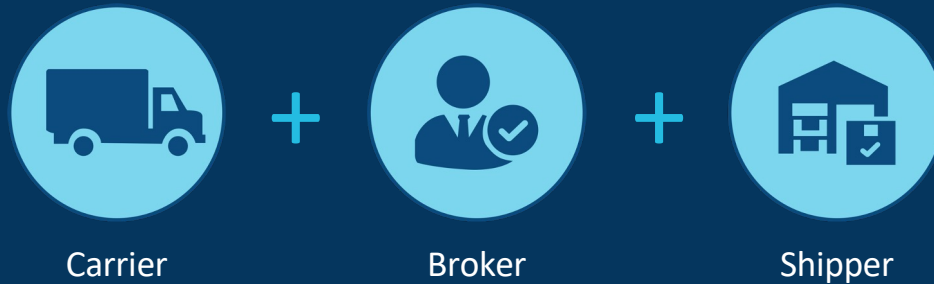
**catena**

Catena Clearing  
Plug and Play  
Nov 18, 2025

CONFIDENTIAL

# We're building the data highway for global trucking, the connectivity layer that powers freight.

Disconnected systems cause missed deliveries, wasted miles, fraud, and lost shelf revenue.



Our Universal Telematics API integrates with 80+ ELD and telematics systems, providing fintechs, brokers, and TMS platforms with real-time access to location, HOS, fuel, and safety data.

We serve 35 customers including **AtoB, Coast Pay, Mudflap, Mastery TMS, and Truckstop** with **430K+ trucks onboarded**.

**\$8.25M raised since Jan 2024 incorporation.**

# Three founders who've scaled \$billion data platforms: Walmart, Bloomberg, Datavant, LiveRamp.



**Jeremy Baksht, CEO**  
Head of Strategy, Walmart Data  
Global Head, Alt Data, Bloomberg  
Vice President, Citigroup IB

**Jeremy** has a proven record of turning complex data into commercial platforms.



**Mike Goynes, CTO**  
Chief Technology Officer, Util  
Chief Data Officer, Interos  
Vice President Data, Optoro

**Mike** is a seasoned technology builder with supply chain and mobile expertise.

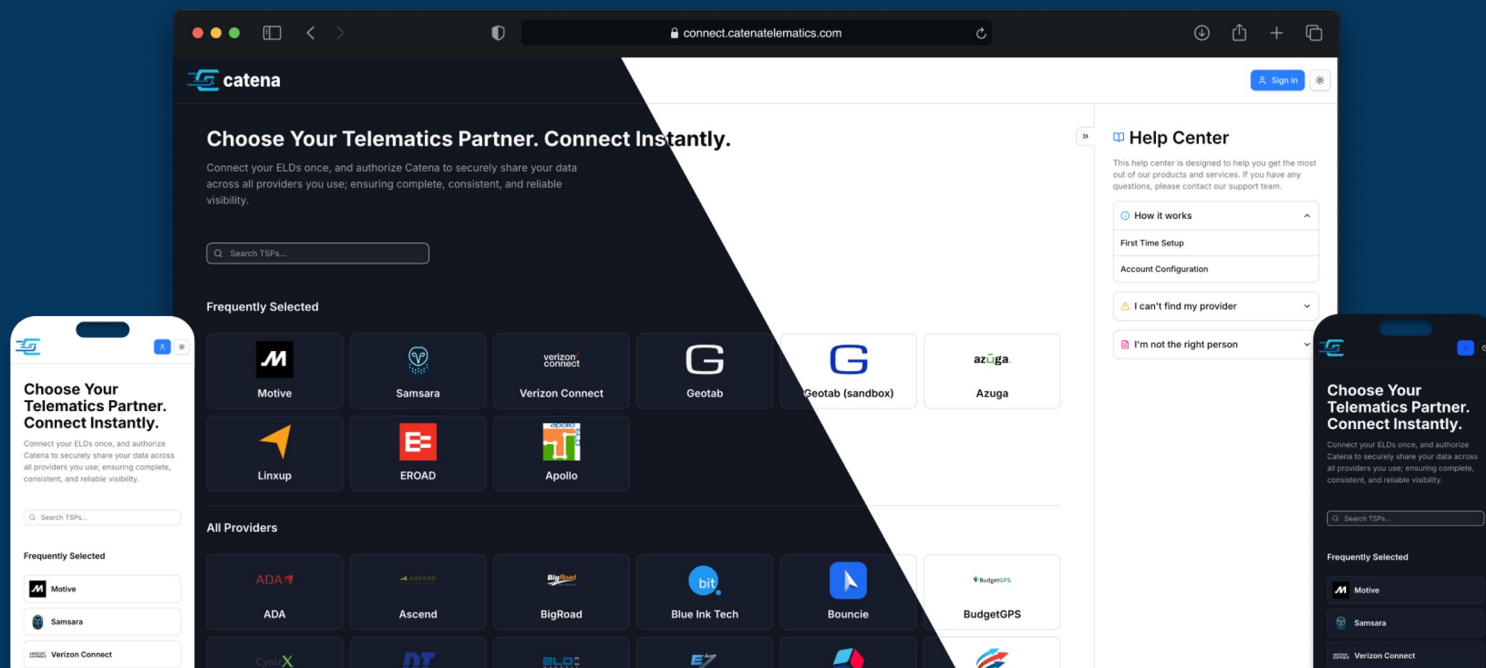


**Travis May, Chairman**  
Founder, Shaper Capital  
Founder & CEO, Datavant (\$7B merger)  
Co-Founder & CEO, LiveRamp

**Travis** has scaled industry-defining billion dollar data platforms.

# One secure API to 90+ systems: real-time fleet data, normalized and developer-friendly.

Instead of every fintech or broker building dozens of telematics integrations, we do it once and expose one clean API.



**We are in Phase 1, the platform integration layer. As we expand to fleets & shippers, network effects will compound.**

**1. Platform Integrations  
(Foundation Layer)**

**Aggregate and normalize fragmented telematics, TMS, and fuel card data into a single API.**

Provide infrastructure partners (brokers, fintechs, TMS platforms) with clean, real-time data they can embed directly into their products.

**2. Direct to Fleet API  
(Network Density)**

**Onboard fleets directly into Catena's permissioned data network.**

Unlock direct data-sharing for compliance, routing, fuel efficiency, and predictive maintenance, making Catena the default fleet infrastructure layer

**3. Shippers & Enterprise  
(Data Applications)**

**Deliver prebuilt ERP / TMS integrations and analytics on top of Catena's data.**

Enable shippers and large enterprises to optimize freight spend, track loads in real-time, and benchmark carrier performance.

# Across fintech, TMS, and ops, we make vehicle data usable validating fuel, powering visibility, automating maintenance.

## Fintech / Payments: AtoB, Coast Pay, Mudflap, Outgo

- Validate fuel with live vehicle data
- Enable risk-based lending

## TMS / Dispatch: Mastery TMS, PortPro, Revenova


- Real-time visibility & optimization
- Performance tracking & service

## Fleet Ops & Services: CarAdvise, CarIQ, Fatigue Science

- Proactive maintenance scheduling
- Driver behavior and fatigue insights

### LOAD MATCH

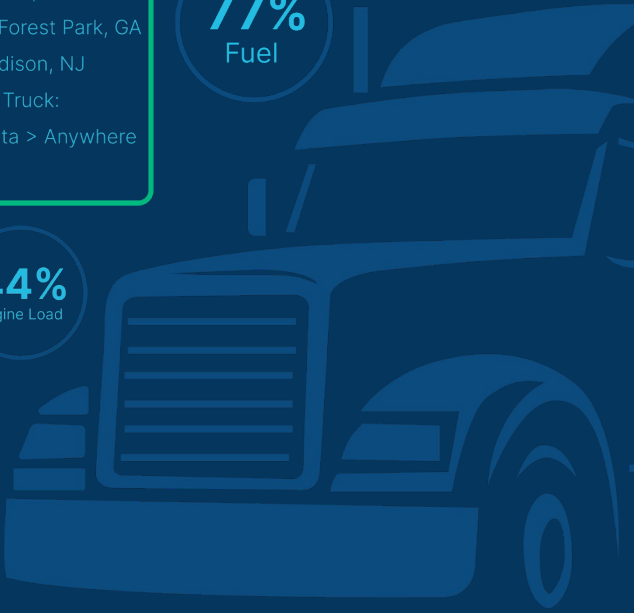
MC: 1234567  
Date: 06-19-25  
Weight: 32,000  
Origin: Forest Park, GA  
Dest: Edison, NJ  
Posted Truck:  
Atlanta > Anywhere

  
**Location**  
33:0245, +83:966

**77%**  
Fuel

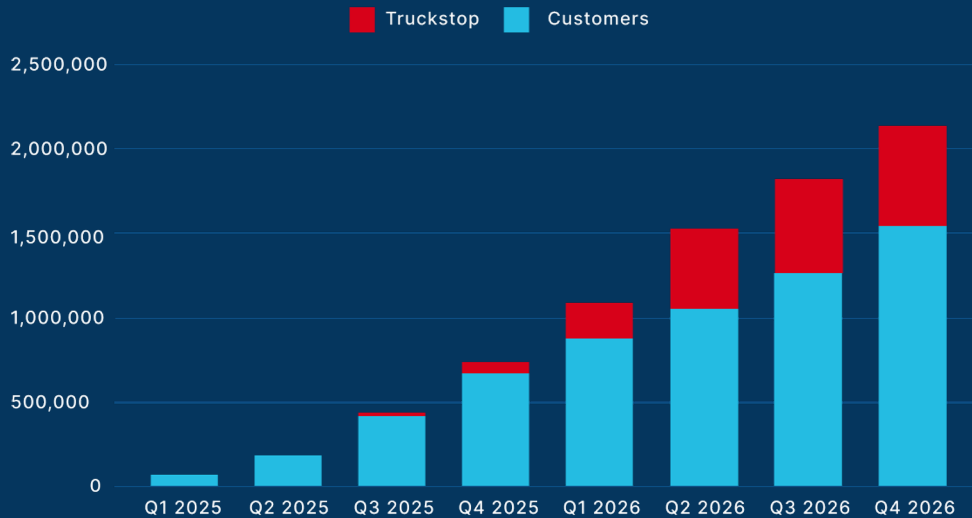
**44%**  
Engine Load

**65**  
Mph



# 400K+ trucks connected today —> 2M by 2026

### Trucks on platform



**Connect your Samsara account**  
By providing your credentials to Catena, you're enabling Catena to retrieve your telematics data.

URL

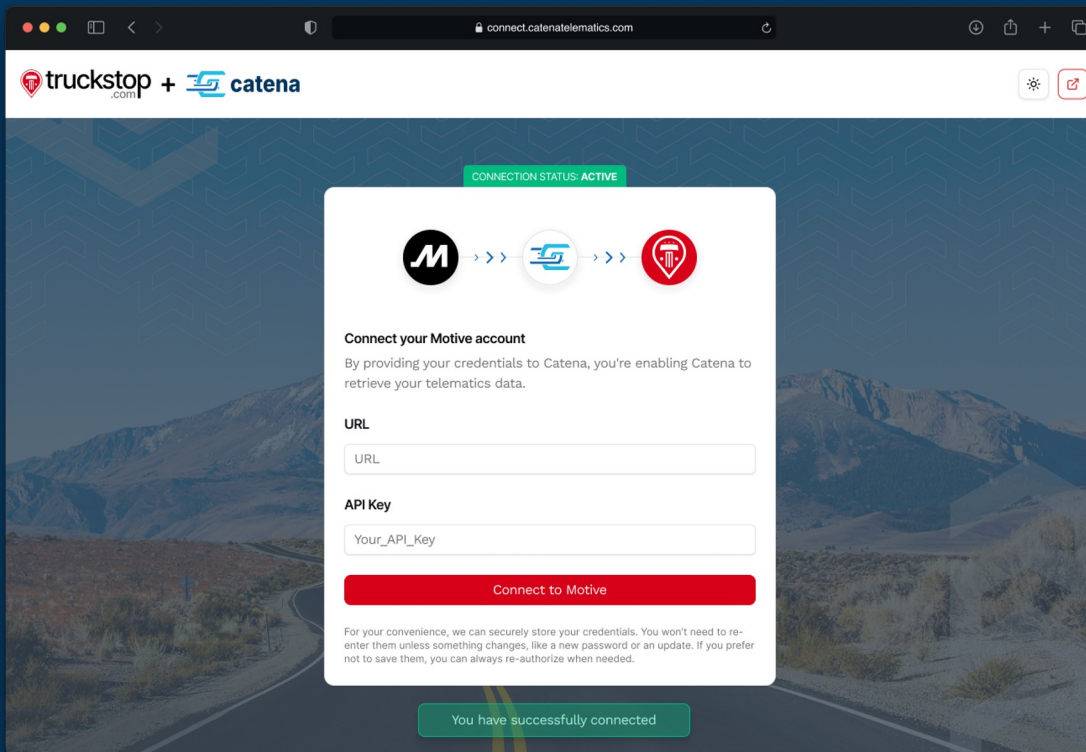
API Key

For your convenience, we can securely store your credentials. You won't need to re-enter them unless something changes, like a new password or an update. If you prefer not to save them, you can always re-authorize when needed.

[Connect to Samsara](#)

## Each integration compounds our data advantage.

# Truckstop has added 125,000+ trucks since Sept!



“

Carriers shouldn't need to toggle between apps or wait on emails to move freight.

Together with Truckstop, we're embedding telematics directly into the matching flow: automating decisions and unlocking more opportunities for connected fleets

”



**Jeremy Baksht**  
Co-Founder & CEO of Catena



*"In partnership with Catena, AtoB is able to squash spend fraud. We are saving fleets as much as 7% of their total operating costs by eliminating fraud through telematics integration."* – Michael Brown, Chief Business Officer

## Case Study: AtoB + Catena

Preventing Fuel Theft & Fraud with Telematics



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# Partner Spotlight

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Featured Speaker

**Aviran Yaacov**

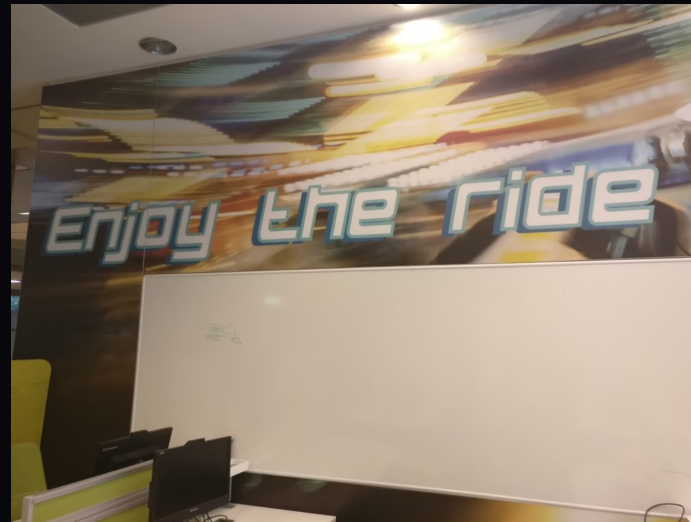
GM, Digital Open Innovation  
*Ingersoll Rand*

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# Full Circle: From Startup Founder to Corporate Innovator

Aviran Yaacov November 2025





# About Me

## Background

Married with 2 kids, based in Cedar Park, TX. Formerly in Chicago, IL and Israel.

## Education

B.A. (Media & Communications),  
MBA (Entrepreneurship, COLMAN),  
Assoc. Degree (IT Management,  
Technion).

## Entrepreneur

Co-founded Ecoplant (2016),  
acquired by Ingersoll Rand (2023).  
Mentored tech startups.

## Hobbies

Enjoys Jeep offroading and cooking  
gourmet meat dishes.

# Ecoplant: From Concept to Scalable AI-Digital Solution



## Concept & PoC (2016)

Founded by 3 entrepreneurs in Israel. Validated product viability.



## MVP Development (2018)

Built core insights infrastructure with API integration.



## Global Launch (2020)

Entered US market, built local team & key partnerships.



## Scaling (2023)

Acquired by IR for global scaling, integrated into \$500M recurring revenue business

[Watch Ecoplant in Action](#)

# From Startup to Strategic Asset

Ecoplant's AI optimizes industrial air compressors for efficiency.



## Energy Savings

Reduce energy consumption.



## Predictive Maintenance

Prevent failures & downtime.



## Operational Efficiency

Boost performance & productivity.

# Strategic Rationale for Ingersoll Rand Acquisition

## Digital Transformation

Accelerated IR's digital shift.

## Recurring Revenue

Integrated SaaS model.

## Customer Value

Enhanced optimization tools.

Ecoplant positioned IR as an Industrial IoT leader.



## Powering Industrial Innovation Worldwide

a Fortune 500 industrial leader, driving innovation and delivering critical solutions globally



Market Capitalization

~\$32-34 Billion



Global Talent

21,000 Employees Worldwide



Annual Revenue

\$7.2 Billion (2024)



Worldwide Reach

Presence Across Multiple Continents

## Our Approach: Making Life Better



Advanced Air Compression

Optimizing industrial air systems for maximum efficiency and performance.



Pumping & Fluid Management

Providing reliable solutions for critical fluid transfer applications.



High-Performance Industrial Tools

Delivering precision and power for manufacturing and assembly.

# Industries We Serve

Ingersoll Rand provides critical flow and industrial products, empowering customers across diverse sectors worldwide.



## Manufacturing

Reliable compressed air, tools, and material handling.



## Automotive

High-performance tools, material handling, and clean air.



## Energy & Power

Robust tools and compressed air for plant operations.



## Mining

Rugged tools, compressed air, and material handling for harsh conditions.



## Food & Beverage

Hygienic processing with sterile air and fluid management.



## Pharmaceuticals

Ultra-clean air and accurate fluid management for sterile production.



## Oil & Gas

Durable equipment and fluid management for demanding applications.



## And Others...

Customized solutions for diverse operational challenges.

# Open Digital Innovation: Boosting Customer Productivity



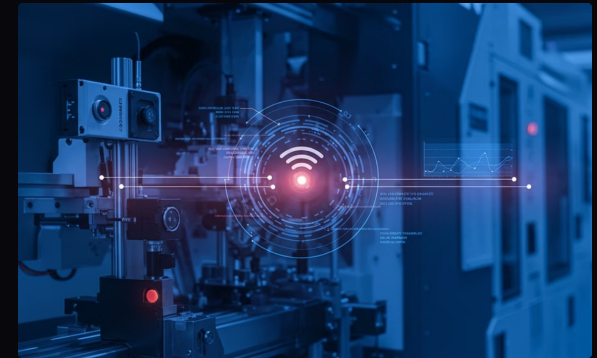
## Beyond Compressed Air

Expanding Ecoplant's AI optimization to diverse facility systems, including pumps, blowers, and production equipment.



## Enhanced Predictive Capabilities

Enhancing alerting and system health with unique sensing technologies and cutting-edge AI.



## Integrated Monitoring Ecosystem

Developing a unified monitoring platform for seamless communication and comprehensive operational insights.

# The IR Challenge: Seeking Industrial AI Solutions

Ingersoll Rand seeks innovative partners for SaaS solutions that leverage IIoT and AI, delivering data-driven services to industrial customers.



## SaaS & Data-Driven

Actionable insights via IIoT & AI.



## Industrial Focus

Solving core industrial challenges.



## Ecosystem Growth

Innovating the industrial ecosystem.

Join us to build efficient, productive, and sustainable industrial solutions.

# Announcing Our Strategic Partnership



**PLUGANDPLAY**

Our partnership with **\*\*Plug and Play\*\***, the world's largest startup ecosystem, accelerates Ingersoll Rand's innovation.



Startup Access



Accelerated Innovation



Strategic Collaboration

This partnership underscores our commitment to industrial technology leadership and sustainable growth.

# Benefits of Partnering with Ingersoll Rand

For technology and startup partners, collaboration with IR offers significant advantages:



## Go-to-Market Opportunities

Partner directly with IR to access our premium customer base, which includes some of the world's leading companies.

- Immediate entry into enterprise markets
- Established relationships with industry leaders
- Co-branded solution, OEM or white-label



## Unparalleled Scalability

Leverage IR's extensive field team and global presence to rapidly scale your technology.

- Worldwide deployment support
- Field technicians across multiple regions
- Established implementation protocols

Join our innovation ecosystem and transform your cutting-edge technology into widely-deployed industrial solutions.

Thank you, Let's Connect!

Aviran Yaacov

General Manager, Digital Open Innovation

Email: [aviran.yaacov@irco.com](mailto:aviran.yaacov@irco.com)



Scan to connect on LinkedIn

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# Partner Spotlight Fireside

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SUPPLY CHAIN FIRESIDE CHAT



**Jeff Barry**

Chief Innovation Officer  
*Dot Foods*



**Leyland Seto**

Director of Partnerships  
*Plug and Play Supply Chain*

MODERATOR

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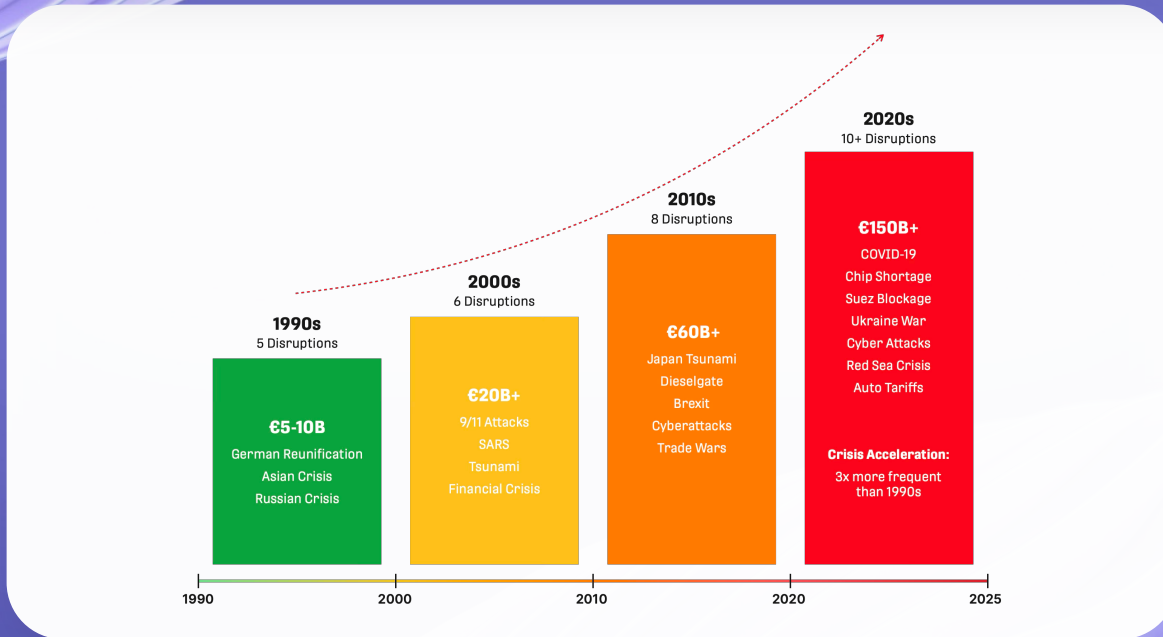
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# Partner Spotlight Panel

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# SUPPLY CHAIN CRISIS: THE NEW NORMAL



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SUPPLY CHAIN PANEL



MODERATOR

**Monika Sieg**

Director  
*Plug and Play Supply Chain*



**Stefan Groschupf**

Founder  
*Centrum AI*



**Peter Matthiesen**

Sr. Director, Head of Group  
Innovation & Truck Technology  
*DSV*



**David Jackett**

Sr. Director, Supply Chain  
Transformation  
*General Mills*

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# Innovation Award

[#PNPTCSiliconValley](#)

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INNOVATION AWARD



**Joel LaFrance**

**Supply Chain Discovery  
Innovation & Partnerships**



**David Jackett**

**Senior Director  
Supply Chain Transformation**



**Harry Oliver**

**Plug and Play**

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# Closing Remarks

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Closing Remarks

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**Frederik Bohn**

Senior Director

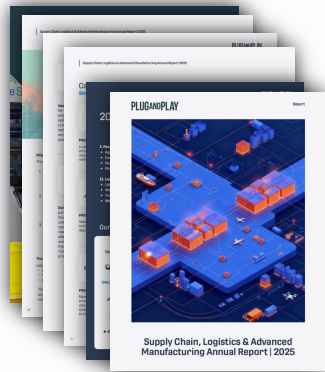
*Plug and Play Supply Chain & Logistics*

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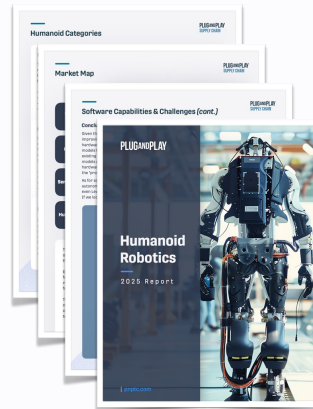
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## CONTENT: WHAT'S NEW

### Supply Chain Annual Report



### Humanoid Robotics 2025



Contact  
[m.sieg@pnptc.com](mailto:m.sieg@pnptc.com)

### Case Study Release




FUTURE OUTLOOK EVENTS 2026

**Feb. 9-11**

**Manifest** ::::


**Innovation Roundtables**  
Las Vegas, NV

**Mar.**



**Walmart Innovation Day**  
Bentonville, AR

**Mar. 12-18**




**SXSW**  
Austin, TX

**Apr. 6-12**



**AZ Tech Week**  
Arizona

**Apr. 22**



**NWA Expo**  
Bentonville, AR

**May 19-21**



**Silicon Valley Summit**  
Sunnyvale, CA

EK 20 26 AZTECHWEEK 20 26  
TECHWEEK 20 26 AZTECH  
EK 20 26 AZTECHWEEK 20 26 AZT  
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PORTFOLIO NEWS



## E/NRIDE

**Congrats, Einride  
plans to go public on  
the NYSE!**

## PORTFOLIO OVERVIEW

Trucking	Last Mile	Manufacturing	Warehousing	Labor	Global Trade	Robotics

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SUPPLY CHAIN

**Plug and Play Supply Chain & Logistics**  
Rethinking the supply chain & logistics sector  
Venture Capital and Private Equity Principals - Sunnyvale, California - 4K followers



### DBB Podcast



DOING BUSINESS  
IN BENTONVILLE

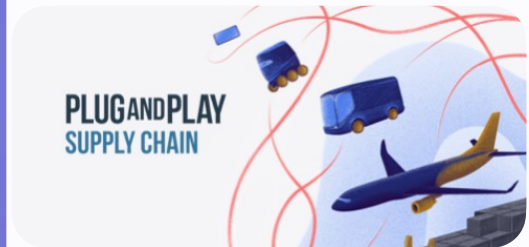
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**SERIES**  
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INNOVATION**



### Newsletter



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