PLUGANDPLAY

SV SUMMIT

REAL ESTATE & CONSTRUCTION EXPO

#SiliconValleySummit

Join us at **pnptc.com**


Janet Gray Hayes Rotunda

PLUGANDPLAY

SV SUMMIT



Opening Remarks

Neda Sohrabi

Head of Real Estate & Construction

Plug and Play Tech Center

#SiliconValleySummit

Join us at **pnptc.com**

PLUG AND PLAY

AGENDA

3:00 – 3:05	Welcome
3:05 – 3:15	DivcoWest Partner Announcement
3:15 – 3:25	Startup Pitches
3:25 – 3:55	AI in Construction Panel
3:55 – 4:05	Startup Pitches
4:05 – 4:35	AI in Home Service Panel

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New Partner Announcement

DivcoWest



#SiliconValleySummit

Join us at **pnptc.com**

DIVCOWEST®

DivcoWest Ventures Overview

JUNE 11, 2025

PRIVATE & CONFIDENTIAL

ABOUT US[1]

*For nearly **30 years, Divco has thoughtfully invested across product types with a focus on building strong relationships with tenants and investors** in leading innovation markets primarily in the United States.*

Founded in 1993 in San Jose, CA, Divco has grown alongside the development of Silicon Valley, and remains a vertically-integrated company with a loyal institutional investor base.

DIVCO METRICS AT A GLANCE[1]

$16.7 B
AUM[2]

22.6 M
Square Feet Under Management

63.2 M
Square Feet Acquired Since Inception

220
Investments

700+
Properties

30+
Years of Investment Experience

~200
Employees[3]

7
Investment Offices

1. Information herein includes investment activity of DivcoWest and DivcoWest's predecessor firm, Divco West Properties founded in 1993 (together with DivcoWest, "Divco"). Unless otherwise noted, information herein is as of December 31, 2024.
2. As of December 31, 2024. Please refer to the "Disclaimers & Terms of Use" section of this presentation for information regarding the calculation of AUM as set forth herein, as well as DivcoWest's RAUM as of December 31, 2024. The calculation of AUM as set forth herein is different from the calculation of RAUM for purposes of Form ADV and may also differ from the calculations of other asset managers, and as a result, may not be comparable to similar measures presented by other asset managers, and therefore may not be comparable.
3. As of December 31, 2024.

NATIONAL PRESENCE & FOCUSED TARGET MARKETS[1]

DivcoWest primarily focuses on ***high growth markets*** *where the world's leading technology and life sciences companies attract top talent and believes its on-the-ground presence in its largest target markets provides a distinct advantage and ability to add value to its portfolio investments.*



1. Includes the central business districts and surrounding metropolitan areas and submarkets.
2. Indicates DivcoWest's primary departments and the locations of DivcoWest's investment offices as December 31, 2024. Includes the central business districts and surrounding metropolitan areas and submarkets.

STRATEGIC LEASING APPROACH

TENANT AND INDUSTRY RELATIONS[1]

As an owner-operator with 30+ years of investing in its innovation markets, DivcoWest has built strong relationships with top-tier life sciences companies, technology firms, venture capital professionals, lenders and brokers.



1. Includes both tenants from current and prior leases for buildings that DivcoWest may no longer own as well as companies DivcoWest has established non-tenant relationships. There can be no assurance that DivcoWest will lease space to such companies or that DivcoWest will otherwise do business with any such companies. Product names, logos, brands and other trademarks featured or referred to above are the property of their respective trademark holders. These trademark holders are not affiliated with, nor do they sponsor or endorse DivcoWest or any of its affiliates.

WHERE DIVCOWEST VENTURES INVESTS – INVESTMENT THEMES

Intelligent Automation

Transforming how the industry transacts and operates to achieve new levels of productivity

End-to-End Workflow Mgmt.	Generative/ Embedded AI
Construction Automation	Workforce Enablement

Energy Transition

Enabling a more sustainable and dynamic built environment

Decarbonization	Home Electrification
Intelligent Building Systems	EV Infrastructure

Emerging Asset Classes

New business models and technologies unlocking value in alternative asset classes

Tech-Enabled Operators	Edge Computing Infrastructure
E-Commerce Infrastructure	Flexible Rentals

Embedded Fintech

Integration of financial products and services that increase efficiency and affordability

Novel Financial Products	Payment Automation
Financing Platforms	Insurtech

HOW DIVCOWEST VENTURES STRIVES TO ADD VALUE FOR COMPANIES

DivcoWest's PropTech team supports scaling technology companies in the real estate industry by providing access to the key stakeholders

Customer & Partner Introductions	Provide access to a powerful industry network
Go-to-Market Guidance	Advise on how best to scale sales & marketing efforts targeting the real estate industry
Investor Introductions	Help raise future financings from the right investors that understand PropTech
Real Estate Strategy	Advise on real estate needs across markets and asset classes
Hiring Support	Leverage DivcoWest's network to help recruit talent from the real estate industry
Industry Validation	Serve as a positive reference that carries weight in the industry

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION



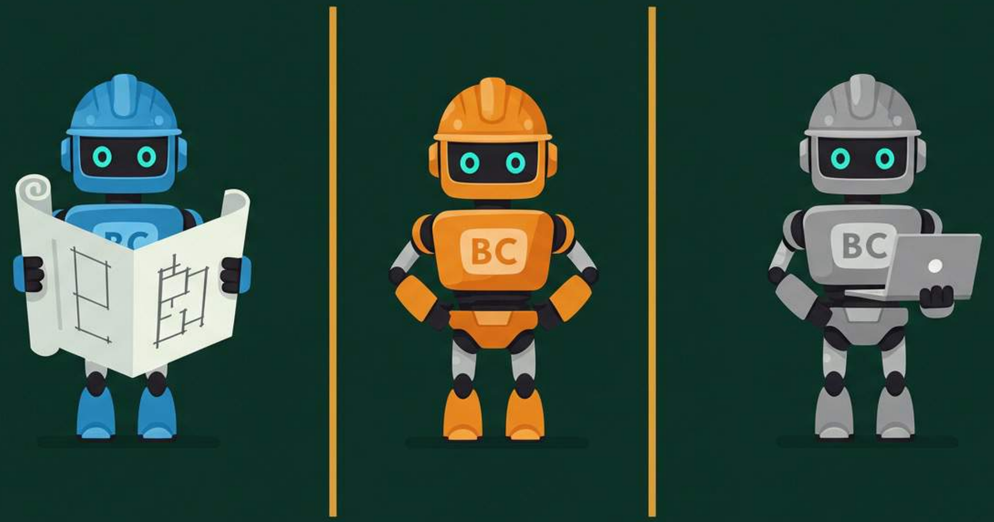
Build Crew

Digital Labor that delivers real construction outcomes, not just assistance.

Digital Interns

Workers, Not Just Tools

Mo Akbari Hochberg
Co-founder & CEO
mo@BuildCrew.ai



BuildCrew.Ai

Proven founders with construction technology exits and advanced AI expertise



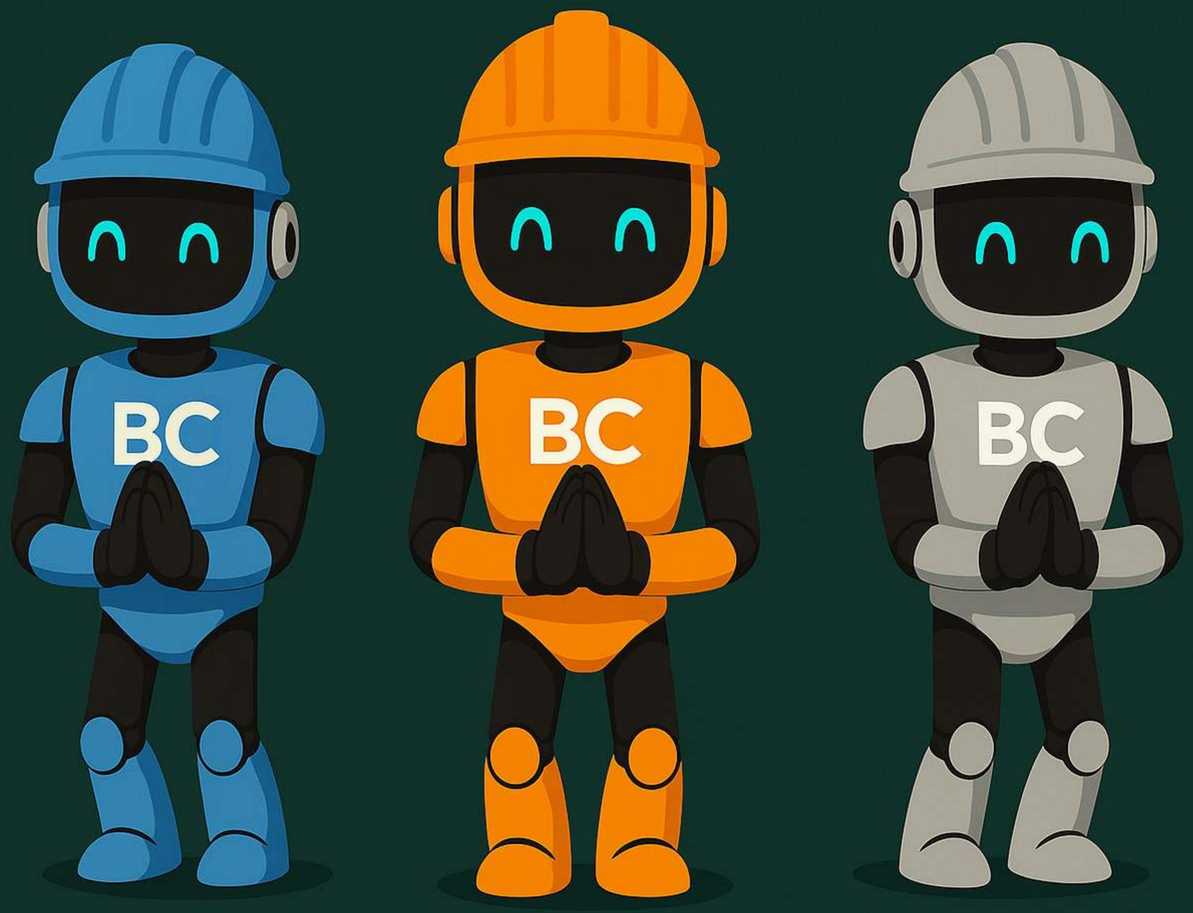
Mo (CEO) Lars (CTO)
Todd (CRO)



$4.5M+ Pre-Seed closed with Khosla Venture and Zacua



Thank you for listening



$30,000 as referral bonus

General Contractor offering a $30,000 referral bonus for estimator introductions

Top 10 US GC

The Problem:
Severe Construction Labor Crisis

78% of firms cannot find estimation personnel

75% of global infrastructure needed by 2050 not yet built

Aging workforce creating critical knowledge gap

BuildCrew.Ai

Product



How Owners Reps work today

Preparation Phase

Project Initiation
- Receive and review architectural drawings (like the floor plans you shared)
- Define the project scope based on client requirements

Document Review
- Analyze plans and specifications in detail
- Identify all construction elements requiring estimation

Quantity Takeoff
- Measure and count all required materials
- Calculate areas, volumes, and quantities of each component

Cost Calculation Phase

Material Cost Estimation
- Apply current market prices to all required materials
- Include appropriate waste percentages for each material type

Labor Cost Estimation
- Calculate work hours required for each construction task
- Apply appropriate labor rates for each trade

Equipment & Subcontractors
- Obtain quotes from specialized subcontractors
- Calculate equipment rental or purchase costs

Finalization Phase

Overhead & Profit
- Add company overhead costs (office, admin, insurance)
- Apply appropriate profit margin

Contingency
- Add risk allowances for unforeseen circumstances
- Account for potential material price fluctuations or project complexities

Final Estimate Review
- Check for errors, omissions, or duplications
- Validate against industry benchmarks and similar projects

Delivery Phase

Proposal Submission
- Present the detailed estimate to the client
- Provide supporting documentation and clarifications

How Digital Interns do the Work

Project Initiation

- Receive architectural drawings (like the floor plans you shared)
- Define the project scope based on client requirements

Digital Interns do Work

Proposal Submission

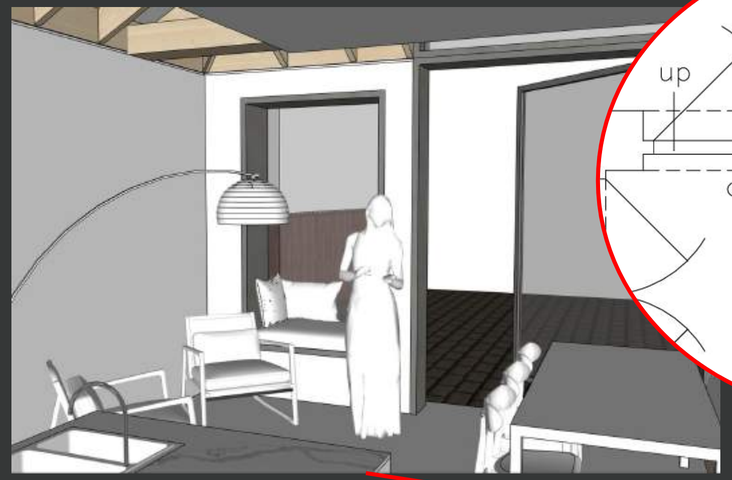
- Present the detailed estimate to the client
- Provide supporting documentation and clarifications

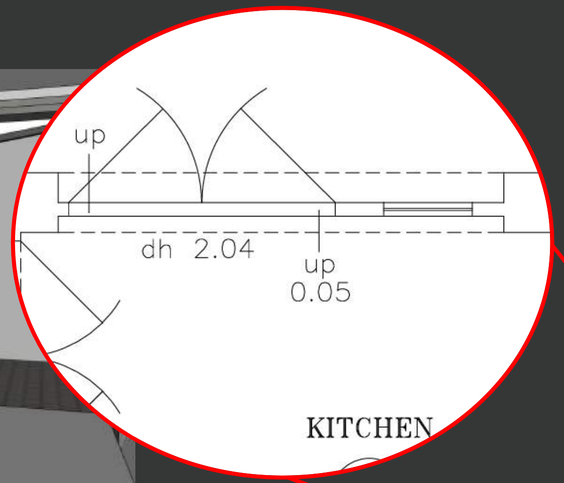


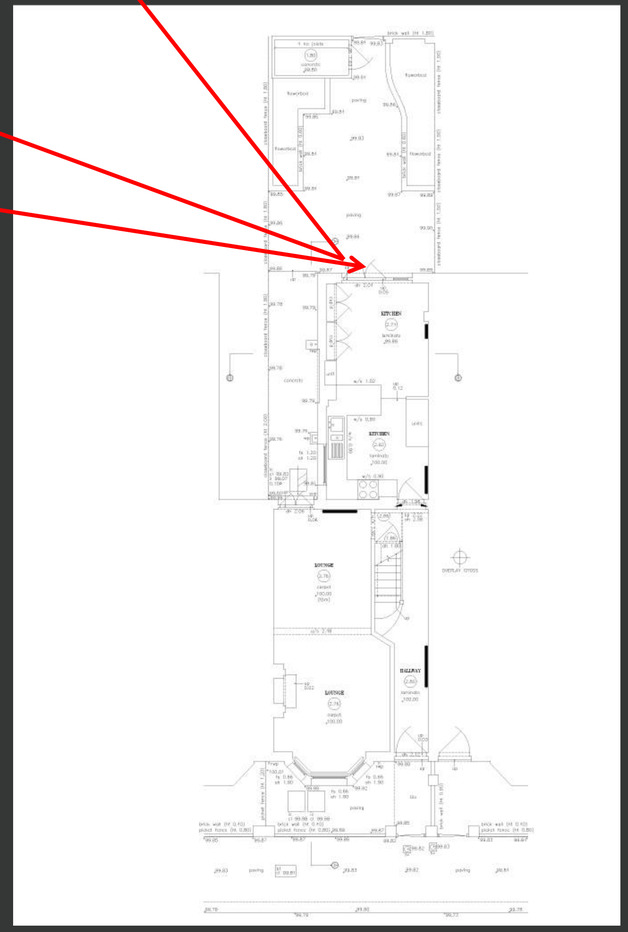


The estimating team missed the missing door on the floor plan. Our Digital Intern™ caught it.







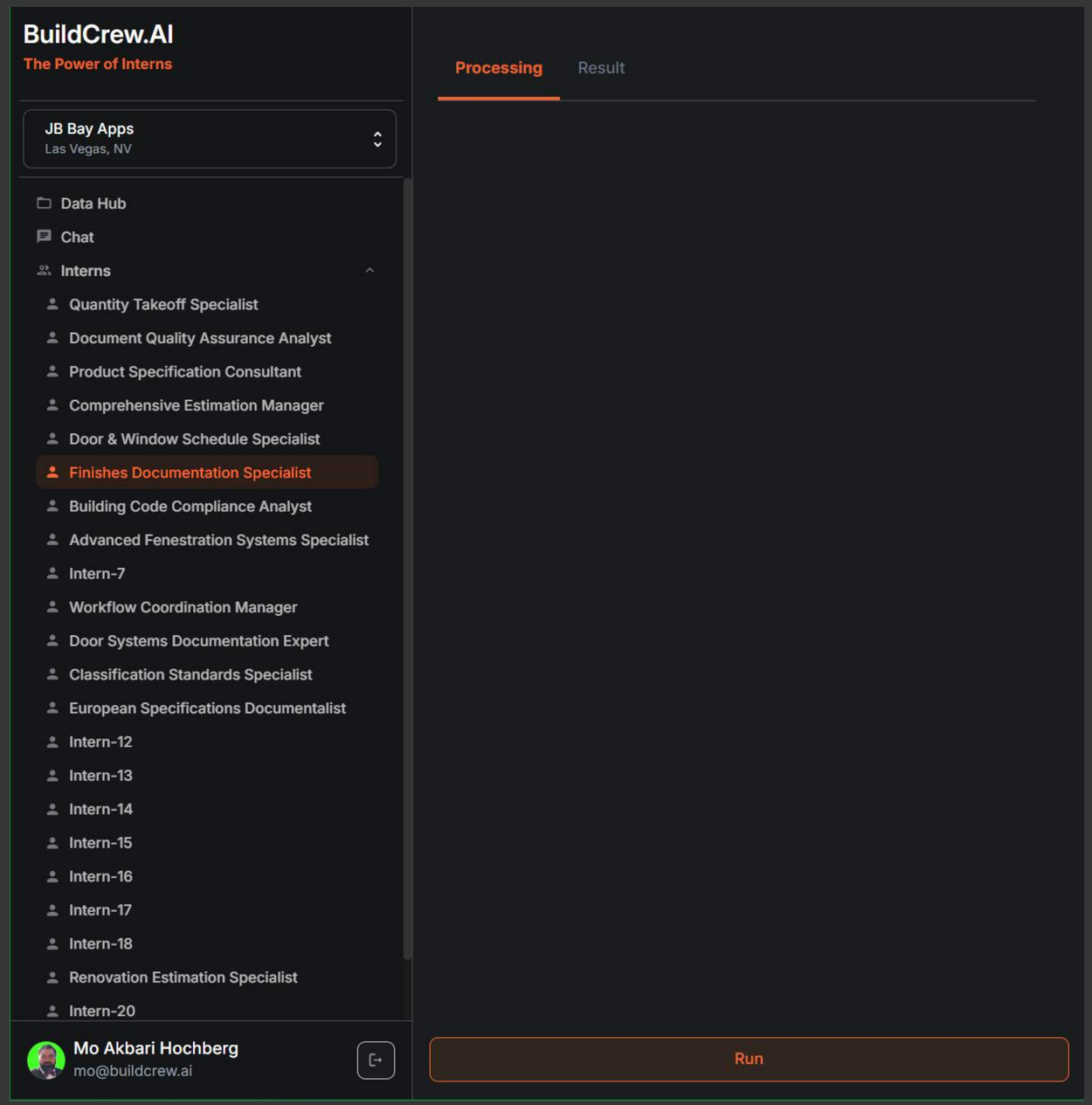


This extension includes a curved/angled glazed roof as shown in the 3D renderings.

Document Quality Assurance Analyst (Digital Intern™)

Digital Interns™

Independently carry out complex workflows without direct or continuous human guidance



Thought Process Can be viewed here

BuildCrew.AI
The Power of Interns

JB Bay Apps
Las Vegas, NV

- Data Hub
- Chat
- Interns
  - Quantity Takeoff Specialist
  - Document Quality Assurance Analyst
  - Product Specification Consultant
  - Comprehensive Estimation Manager
  - Door & Window Schedule Specialist
  - Finishes Documentation Specialist
  - Building Code Compliance Analyst
  - Advanced Fenestration Systems Specialist
  - Intern-7
  - Workflow Coordination Manager
  - Door Systems Documentation Expert
  - Classification Standards Specialist
  - European Specifications Documentalist
  - Intern-12
  - Intern-13
  - Intern-14
  - Intern-15
  - Intern-16
  - Intern-17
  - Intern-18
  - Renovation Estimation Specialist
  - Intern-20

Mo Akbari Hochberg
mo@buildcrew.ai

Processing | Result

Steps

- First things first
  Initial Feature Identification3
- First things second
  Initial Feature Identification
- First things third
  Initial Feature Identification
- Double Checking
- Tiles, Flooring and paint Analyzes
  Tiles, Flooring and paint Analyzes
- Double Checking Tiles, Flooring and paint Analyzes
- Final Summary

Interns Teamwork

Re-run | View Result

JB Bay Apps
Las Vegas, NV

Data Hub
Chat
Interns
Quantity Takeoff Specialist
Document Quality Assurance Analyst
Product Specification Consultant
Comprehensive Estimation Manager
Door & Window Schedule Specialist
Finishes Documentation Specialist
Building Code Compliance Analyst
Advanced Fenestration Systems Specialist
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Intern-12
Intern-13
Intern-14
Intern-15
Intern-16
Intern-17
Intern-18
Renovation Estimation Specialist
Intern-20

Mo Akbari Hochberg
mo@buildcrew.ai

Material Quantities Summary

Material Category	Total Quantity	With Waste Factor
Interior Wall Paint	36,130 sq ft	39,743 sq ft
Exterior Wall Paint/Finish	28,600 sq ft	31,460 sq ft
Bathroom Wall Tile	4,176 sq ft	4,802 sq ft
Kitchen Backsplash Tile	540 sq ft	621 sq ft
Residential Carpet	12,166 sq ft	13,383 sq ft
Commercial Carpet	826 sq ft	908 sq ft
Residential Vinyl	2,850 sq ft	3,135 sq ft
Commercial Vinyl	1,340 sq ft	1,473 sq ft
Ceramic Floor Tile	2,710 sq ft	3,116 sq ft
Specialized Flooring	311 sq ft	348 sq ft
Baseboards/Trim	4,742 linear ft	4,979 linear ft
Ceiling Paint	22,824 sq ft	24,422 sq ft

Adhesives and Accessories

Material	Total Quantity Needed
Tile Adhesive	109 gallons
Grout	73 bags (25 lb)
Carpet Adhesive	143 gallons
Vinyl Adhesive	31 gallons
Specialized Flooring Adhesive	5 gallons
Concrete Sealer	1 gallon
Caulk	191 tubes
Primer	210 gallons

Key Decisions and Methodologies

1. **Document Cross-Referencing**:
    - Systematically analyzed all provided drawings (A100.24 through A131.21)
    - Verified dimensions across multiple documents
    - Reconciled information from different drawing types
2. **Material Selection Rationale**:

Re-run

View Result

Outcomes can be displayed or downloaded as PDF, Excel & CSV

JB Bay Apps
Las Vegas, NV

Data Hub
Chat
Interns
Quantity Takeoff Specialist
Document Quality Assurance Analyst
Product Specification Consultant
Comprehensive Estimation Manager
Door & Window Schedule Specialist
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Intern-12
Intern-13
Intern-14
Intern-15
Intern-16
Intern-17
Intern-18
Renovation Estimation Specialist
Intern-20

Mo Akbari Hochberg
mo@buildcrew.ai

Export PDF (result only) | Export PDF (all steps)

Construction Estimation Project Summary

Project Overview

This analysis provides a comprehensive construction estimation for a multi-building residential development project consisting of:

- 20 residential units across three building types (Buildings H, M, and D)
- An Activity Center with community facilities
- Associated site improvements

The estimation focused on identifying all spaces, analyzing wall types and floor systems, and calculating precise material quantities for finishes including paint, flooring, and tile.

Key Findings

Building Composition

1. **Residential Units:**
   - 20 total units (Building H: 6 units, Building M: 6 units, Building D: 8 units)
   - Each unit approximately 950 sq ft with 2 bedrooms and 2 bathrooms
   - Standard 8' ceiling height with conventional framing
2. **Activity Center:**
   - Approximately 3,200 sq ft community building
   - Multiple function spaces including offices, multi-purpose room, exercise room
   - 9' ceiling height with some vaulted areas

Material Quantities Summary

Material Category	Total Quantity	With Waste Factor
Interior Wall Paint	36,130 sq ft	39,743 sq ft
Exterior Wall Paint/Finish	28,600 sq ft	31,460 sq ft
Bathroom Wall Tile	4,176 sq ft	4,802 sq ft
Kitchen Backsplash Tile	540 sq ft	621 sq ft
Residential Carpet	12,166 sq ft	13,383 sq ft
Commercial Carpet	826 sq ft	908 sq ft
Residential Vinyl	2,850 sq ft	3,135 sq ft
Commercial Vinyl	1,340 sq ft	1,473 sq ft

Finishes Documentation Specialist

Hi! I'm your AI Intern.
How can I help you?

Type a message...

Discuss Outcomes with the Interns

Our Mission to Build a Workforce

Digital Interns™ do the work



SaaS and AI tools require someone to do the work



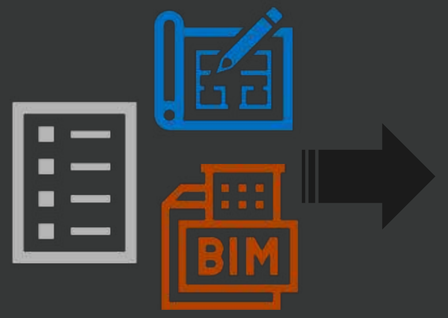
CTO of top 50 General Contractor

“You're focusing on how to actually improve somebody's workflow and take work off their plate, not just give them information faster.”

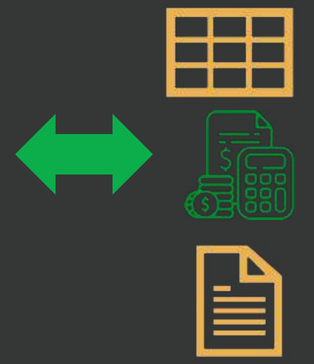
How It Works

BuildCrew's Secret Sauce

AEC-Drawing understanding	Digitized Pre-Con Workflows	Deep Digital Project Model™



Digital Intern™



Since starting earlier this year



100+ interviews with estimators, owners' reps, architects & executives



25+ design partners in testing pipeline



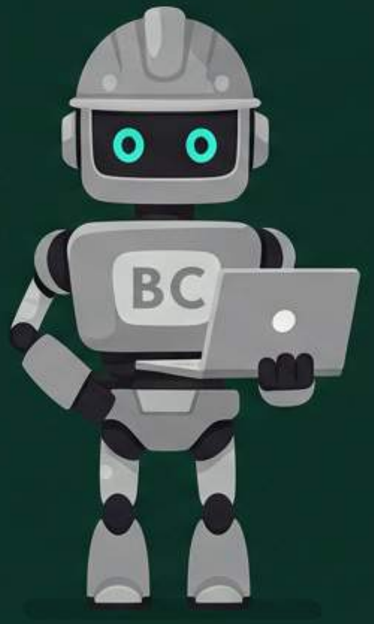
MVP with 12 Digital Interns launched



Build & Improved Cutting Edge Tech

BuildCrew.Ai

Business



Revenue Model comparable to other **AI Productivity Multipliers** Cursor, lovable, Bolt

“Easy Access with power-user tiers" model rather than traditional enterprise sales



Mo Akbari Hochberg

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PLUG AND PLAY

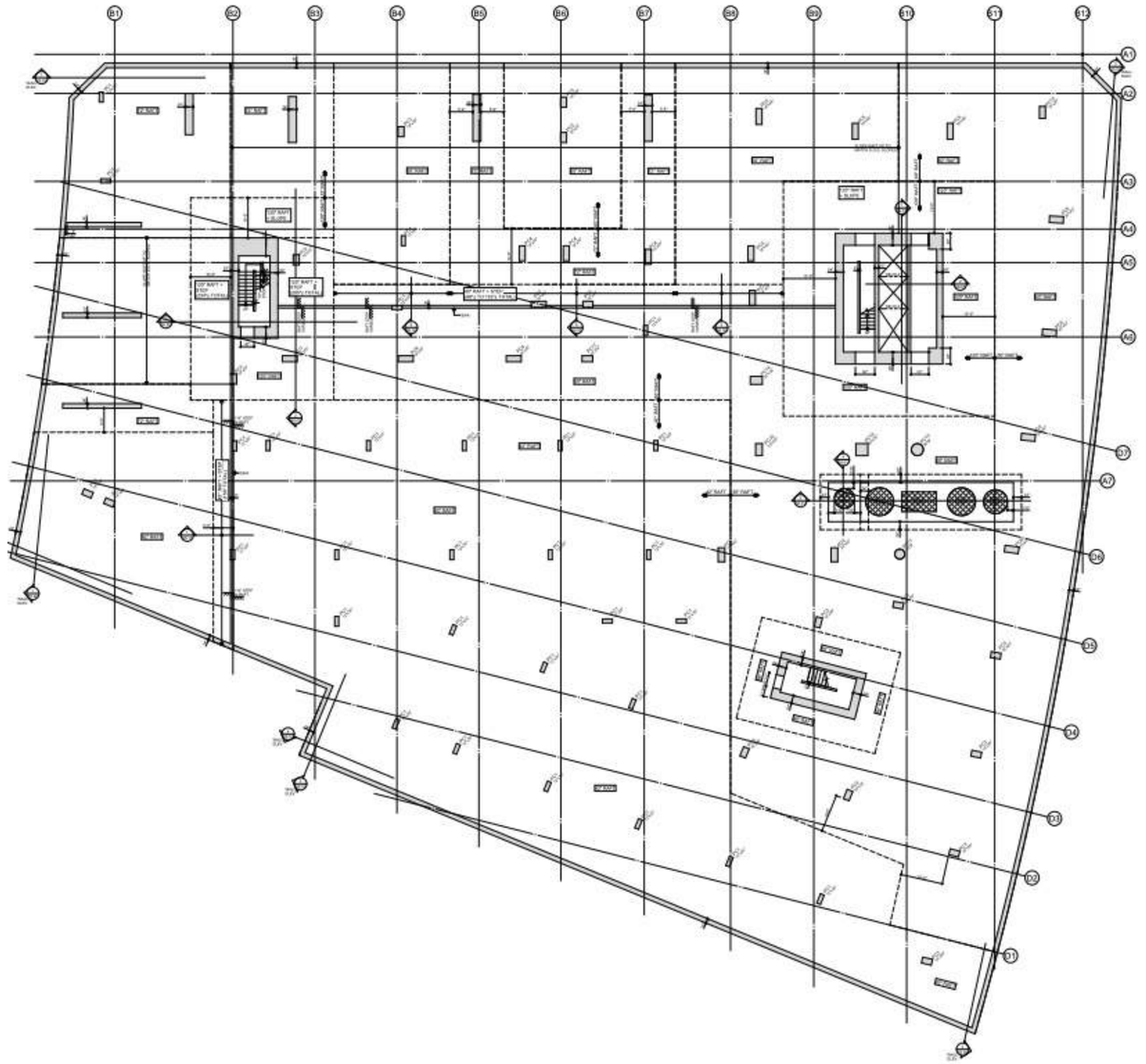
SV SUMMIT

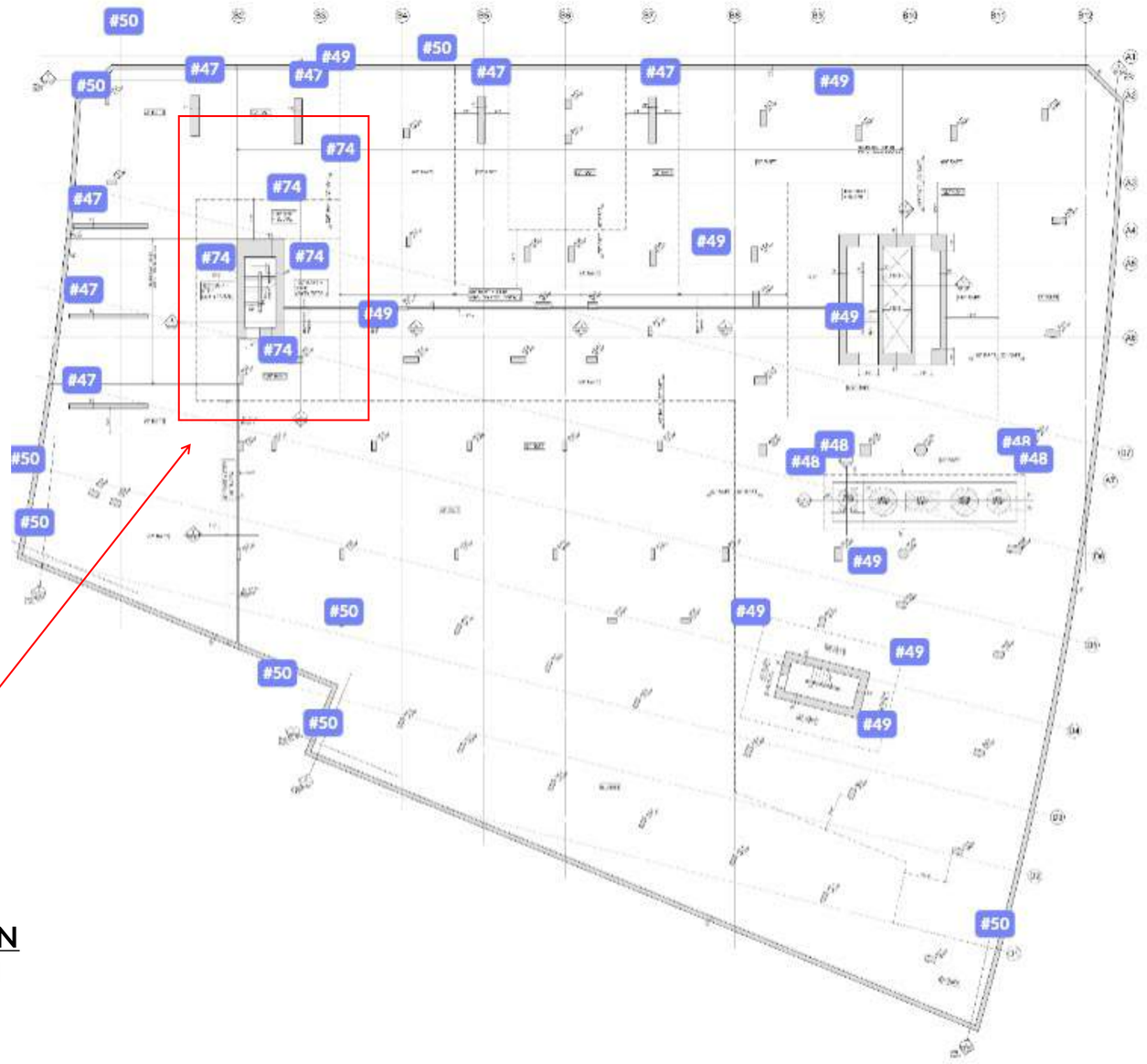
STARTUP PRESENTATION

BUILDCHECK

Build Check

Intelligent plan review that prevents city comments, RFIs and change orders.



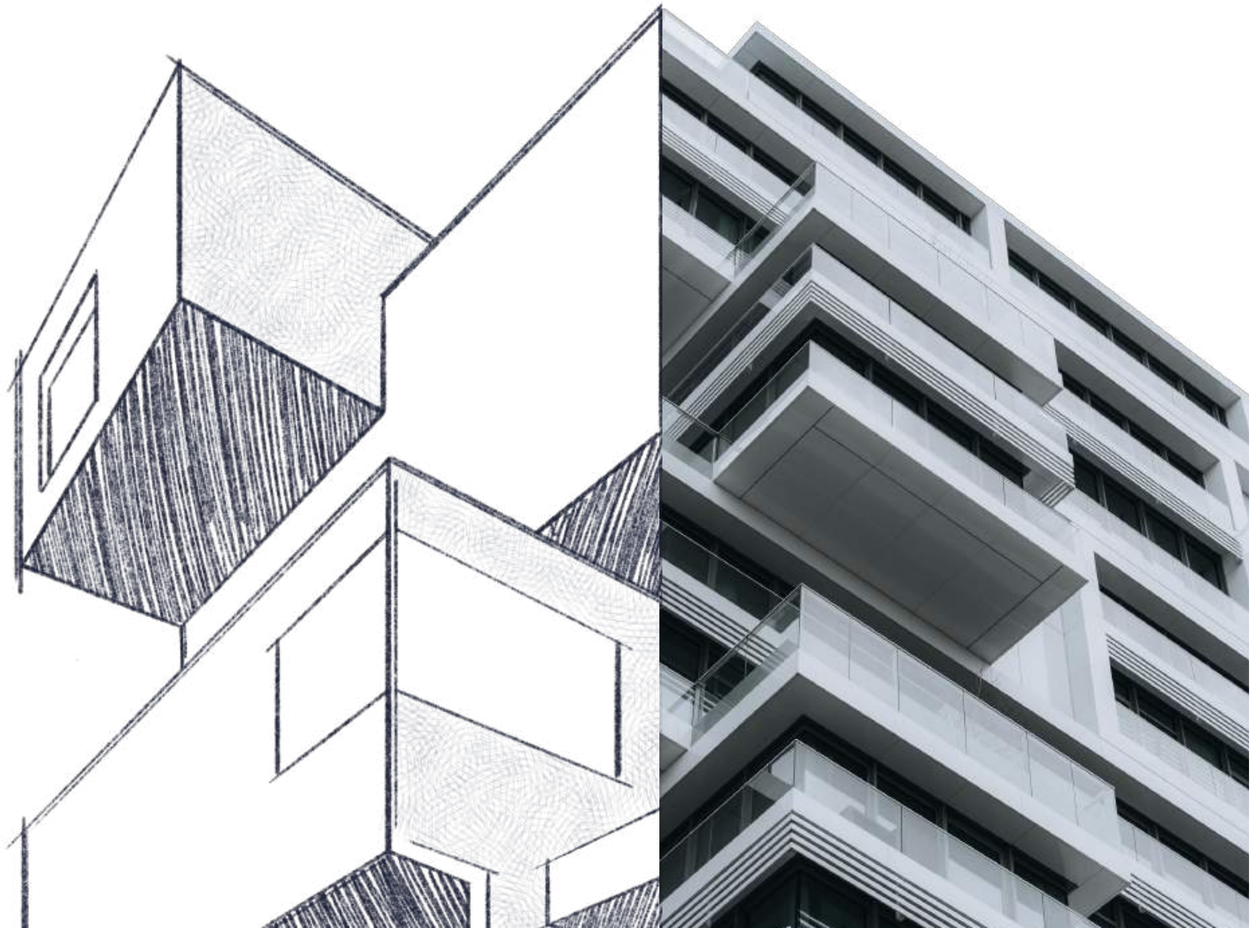


$800k

ERROR, WHICH REVEALS A **DISCREPANCY OF 6 MILLION POUNDS OF CONCRETE** ON THIS 39-STORY HIGH-RISE

BUILDCHECK

▪ AUTOMATING CONSTRUCTION WORKFLOWS WITH AI AGENTS ▪



We review construction documents for project owners to eliminate the design issues ruining their projects.

BUILDCHECK Founding Team



Alex Gureev

CTO

Led global engineering team to build $60M enterprise application

softserve, Verkada, D., Stanford Graduate School of Business



Alexander Michalatos

CEO

Managed $3B+ in hospital projects as an engineer and general contractor

EllisDon, QuadReal, Stanford Graduate School of Business



Andrei Molchynsky

CBO

Directed mixed-use real estate developments in Montreal and Miami

Related, Norton Rose Fulbright, Lune Rouge Collective, Stanford Graduate School of Business

Backed by world-class VC investors

Uncork Capital, Peterson Ventures, Xf

Advised by founders and researchers at

RHUMBIX, ALICE Technologies, Mila, DeepMind, servicenow, amii, PlanGrid

Supported by angel investors/execs from

OpenAI, EvenUp Law, Opendoor, CBRE, Zillow, DPR Construction

HIGHLIGHTS

Since leaving Stanford in 2023, we have...

20
team members strong

30+
major real estate and construction customers in North America

45+
projects including offices, airports, labs, apartment buildings, and industrial warehouses

> *BUILDCHECK found things I would never have found. It is a great second set of eyes on the plans. BUILDCHECK flagged potential issues that could have resulted in expensive change orders or delays.*

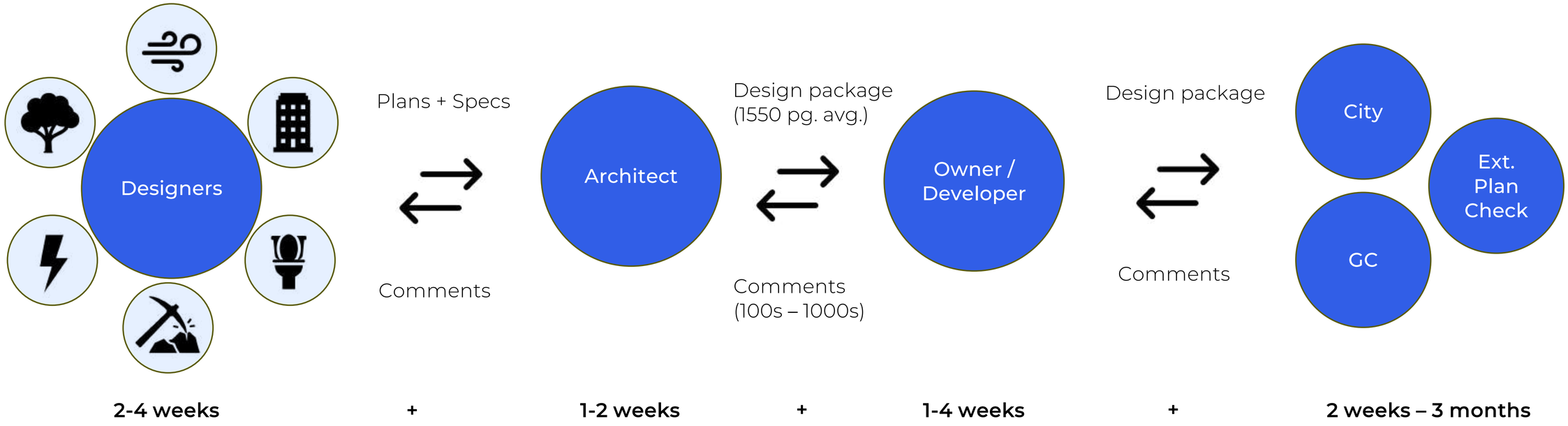
CW Wade, Project Manager
Cressey Development Group

> *I recommend BUILDCHECK to all of my clients. If we can catch mistakes early in the design process, the entire project team benefits.*

Dave Johnson, Project Manager
Bonneville Builders

PROBLEM

Design reviews are tedious, take months, and involve multiple stakeholders...



Process is repeated 5 – 10x

(Over 10,000 pages reviewed / project, and 3-5 months of review time)

PROBLEM

Design errors in the $13.5T construction industry create multi-billion-dollar mistakes

16-28%
of construction projects go over-budget

>$500B
in construction cost disputes / overruns per annum

40-60%
of budget overruns are caused by design errors

Source: Aljohani, Abdulelah, Dominic Ahiaga-Dagbui, and David Moore. "Construction Projects Cost Overrun: What Does the Literature Tell Us?" International Journal of Innovation, Management and Technology, Vol. 8(2), Apr. 2017, pp. 137-143
Expert Market Research. (2024). Global Construction Market Size and Share Outlook - Forecast Trends and Growth Analysis Report (2025-2034). Retrieved from link.
The Chartered Quality Institute (CQI). "The Cost of Rework: Analysis and Impact Assessment of Quality Management in Construction." CQI Construction Special Interest Group, Oct. 2023, link.
HKA. (2024). CRUX Insight 2024: Changing the Narrative. Retrieved from link.

Why can’t designs be perfect?

BUILDCHECK HQ IFP

Tasks | Table View | Drawing View | All Documents | Project Overview | Billy AI | Manage Project

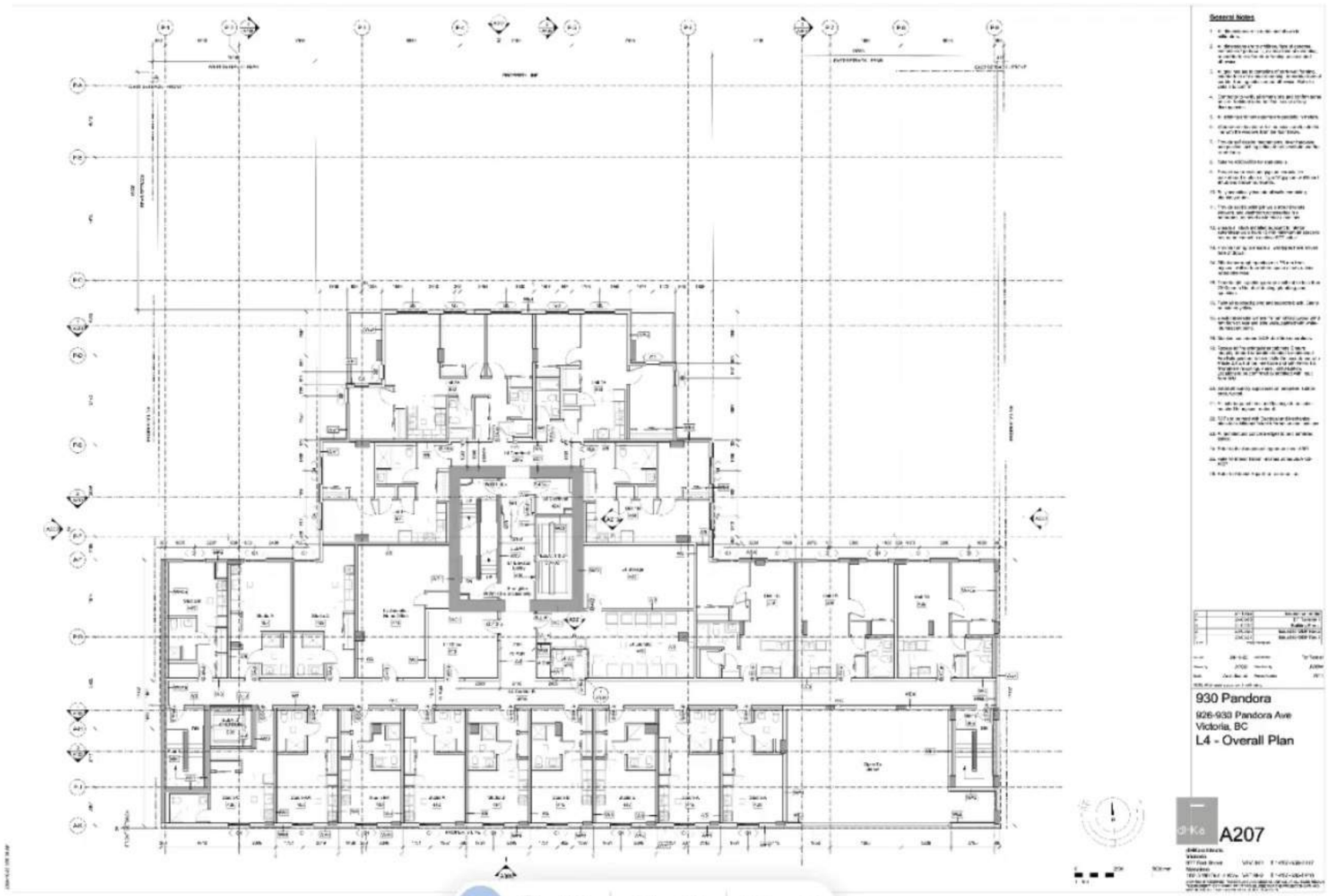
← Back

Inward door swing for electrical room

Details | Elements | Checks

Show all | Hide all

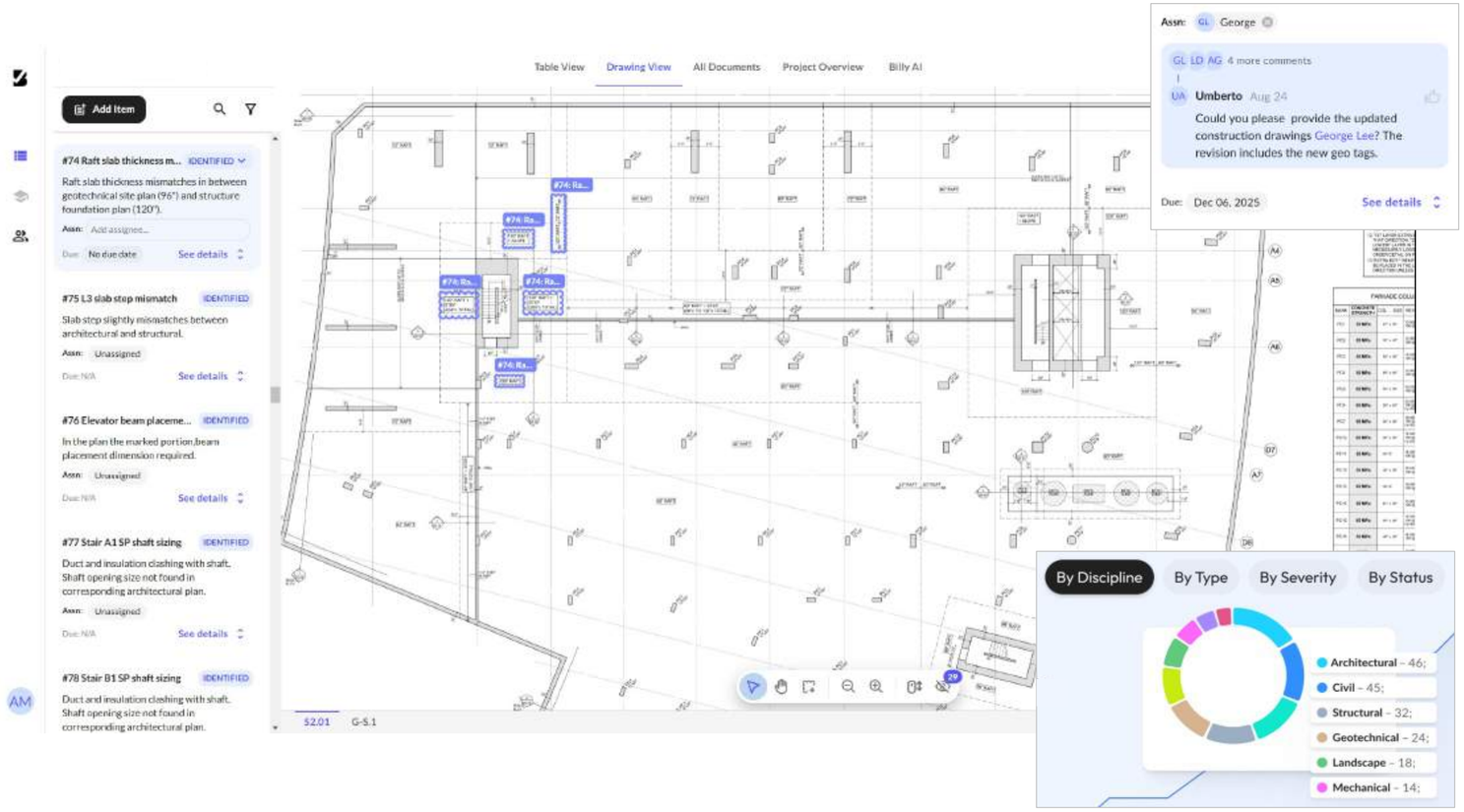
- Design Elements (2)
- Identification & Reference (234)
- Building Components (167)
- Equipment & Fixtures (53)
- Site & Landscape (0)
- Mechanical Systems (0)
- Electrical Systems (16)
- Fire & Life Safety (42)
- Construction Specification (12)
- Other (0)



A207 | A209 | A211 | A212 | A215

PRODUCT

Our AI-powered review product is the “spell-check” for construction designs



ERROR DETECTION

Identifies errors, omissions, and mis-coordinated elements, marking them up on the drawings.

DESIGN COORDINATION

Enables users to track, assign, and discuss tasks with all project team members in one platform.

TECH DIFFERENTIATION

Relies on an AI-agent system built to understand dimensional and spatial properties from construction blueprints.

CASE STUDY – DEVELOPER

We unlock a >20x ROI for customers

CLIENT	Vancouver (British Columbia) developer
PROJECT	$126M, 39-storey multifamily rental building
SCOPE	656-sheet drawing set
PRICING	~$18K in usage fees
CHALLENGE	High risk of late-stage constructibility issues leading to delays, rework, and cost overruns
SOLUTION	Early detection of 173 constructability issues, including: • Mismatches in slab cut-outs, slab edges, and shear walls between architectural and structural plans • Inadequate fire ratings in walls, doors, and units, with inconsistencies between partition types and door schedules • Raft slab thickness mismatches between geotechnical site plans and structural foundation plans • Missing fire dampers, ductwork clashing with shafts, and incomplete piping connection details • Missing shafts on structural plans, incomplete unit details

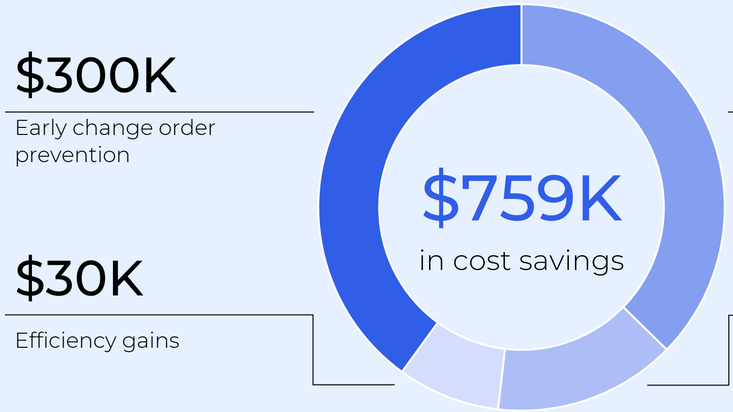
RESULTS

40 days saved

63 RFIs pre-empted

41x ROI

9/10 NPS



$300K
Early change order prevention

$337K
Schedule delay prevention

$30K
Efficiency gains

$89K
RFI reduction

CUSTOMERS

We are already trusted by household names in real estate and construction

GC

Layton
CONSTRUCTING WITH INTEGRITY

National commercial construction firm specializing in healthcare, hospitality, education, sports & entertainment, and manufacturing

Developer

AvalonBay COMMUNITIES

Major REIT (NYSE: AVB) that develops and manages over 90,000 luxury apartment homes across 12 U.S. states and D.C.

Owner's Rep

Altus Group

Real estate consultant and technology company, offering owner's representative services with 1,900 employees

University

UBC PROPERTIES TRUST

Canadian university that has built over 12 million square feet of spaces for UBC in Vancouver and the Okanagan. This work created over $2 billion in endowment value

Developer

Beedie INDUSTRIAL

Developer specializing in industrial properties across Canada. Since 1954, they have completed over 35 million square feet of industrial development

GC

NOVO CONSTRUCTION

Silicon Valley-based commercial constructor with $3+ billion in completed projects, specializing in corporate campuses and data centers

Developer

MILL CREEK
PEOPLE · PLACES · RELATIONSHIPS

Multifamily real estate developer and operator founded in 2010, having delivered over 250,000 premium apartment homes across major U.S. markets

Developer

ALTA HOUSING

Non-profit developer founded in 1970 that has built 2,300+ affordable homes in California's Bay Area, serving families, seniors, and special needs residents

Architect

KNIGHTON
ARCHITECTURE · PLANNING

Utah-based design firm delivering sustainable commercial and residential projects with comprehensive services from concept to construction

ASK

How the Plug & Play community can help

Talent

across computer vision, product design, and go-to-market roles

Customers

in real estate development or general contracting



Alexander Michalatos

e: alexander@buildcheck.ai

c: (650) 862 - 6035

PLUGANDPLAY

SV SUMMIT

CONSTRUCTION PANEL



MODERATOR

Janis Skriveris

Principal
Plug and Play



Genevieve Davis

Fmr. Sr. Director, Construction, Architecture + Engineering
7-Eleven



Alim Uderbekov

Co-Founder & CEO
Surfaice

PLUGANDPLAY

SV SUMMIT

STARTUP PRESENTATION

SOLEA AI

Solea AI

Book more jobs with autonomous CSRs and Dispatchers.

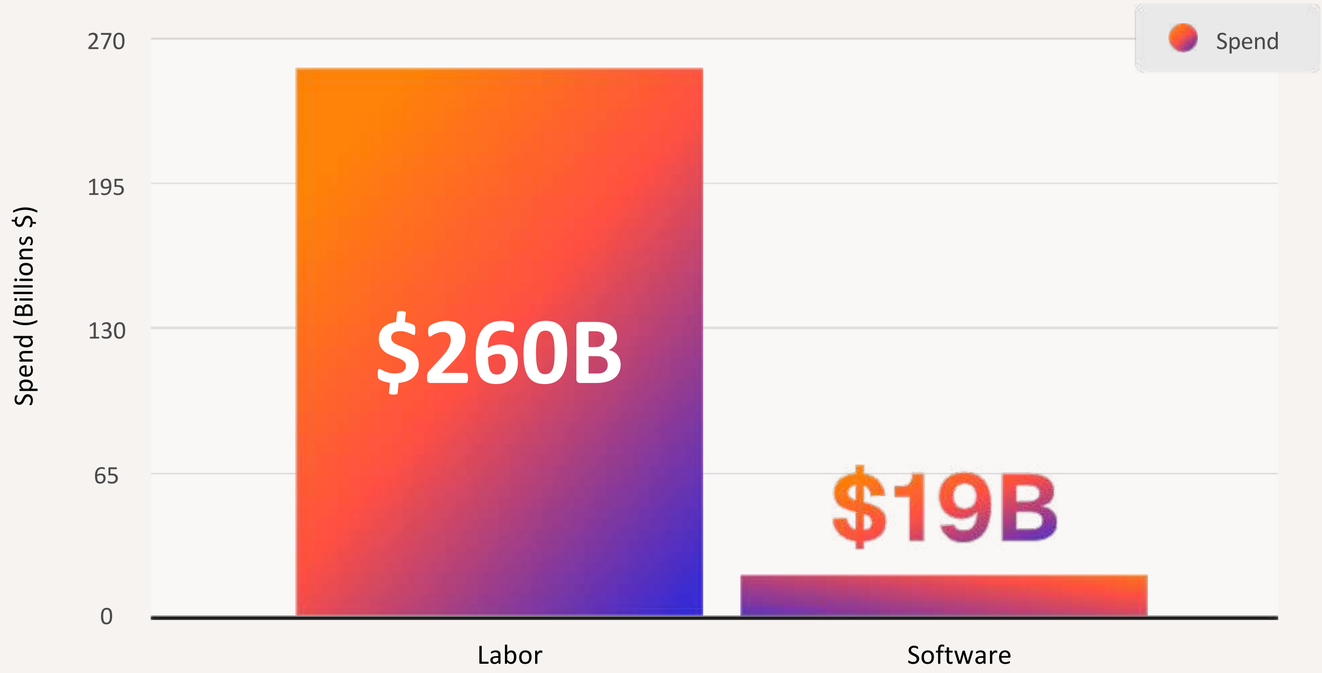


The AI Operations Team for
Home Services

Home service businesses spend majority of their revenue on labor

But face 50%+ turnover, making hiring and retention an ongoing challenge

Labor (non-field workers) vs software costs in Home Service Businesses, $B



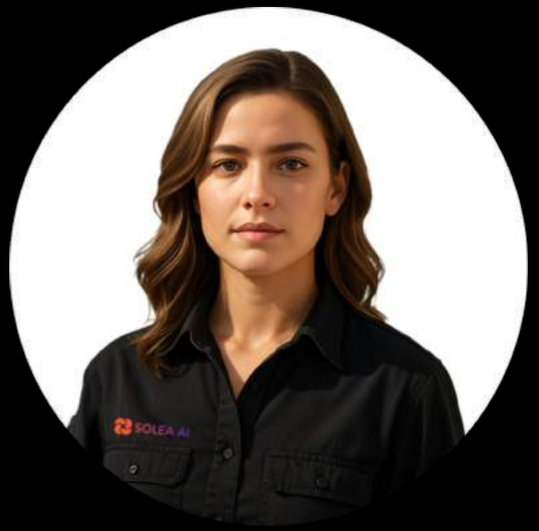
Solea CX
Handles calls, texts, and chats. Books jobs 24/7.

Solea Dispatch
Assigns jobs based on skill, location, and availability.

Solea Coach
Gives live call feedback to boost sales performance.

Solea Stock
Monitors parts and flags shortages early.

Solea Campaigns
Automates email, SMS, and chat for promos.



Solea

Benefits

- Operates 24/7/365
- Dispatches with zero guesswork
- Gives live coaching on calls
- Flags low stock early
- Automates follow-up messages
- Reduces manual entry errors

The office team you've been hiring for, now runs itself.

Capture Demand

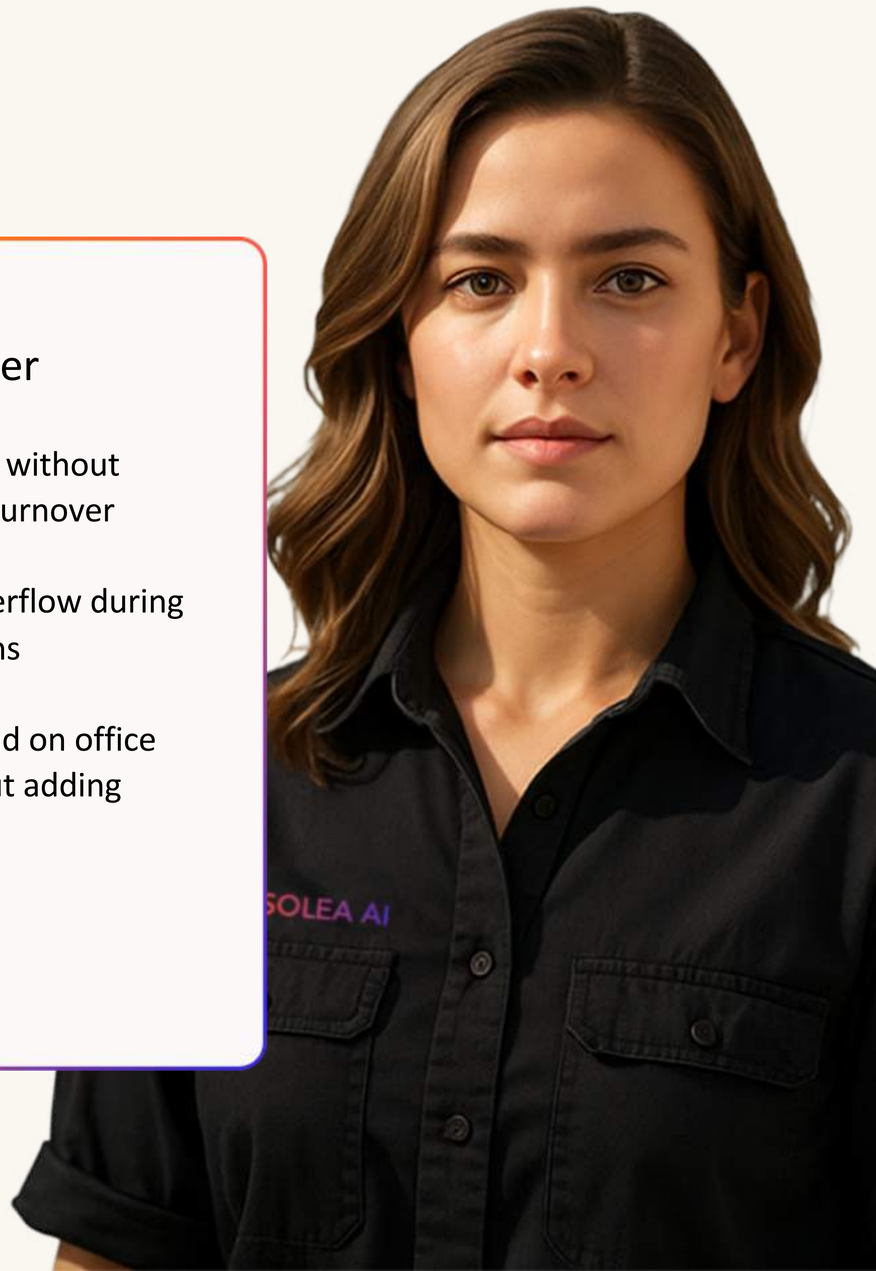
- Responds to every inbound channel (phone, text, chat)
- Books directly into your system, no manual steps
- Re-engages unbooked or inactive customers

Execute Reliably

- Standardizes execution across teams, locations, and time zones
- Adapts to different job types, urgency levels, and service plans
- Integrates with existing systems to keep everything in sync

Scale Faster

- Works 24/7 without training or turnover
- Handles overflow during peak seasons
- Reduces load on office staff without adding headcount



The future of home services
is autonomous and always on.
Solea powers it. No extra hires needed.

Join us in building the future of work

christopher@solea.ai

PLUGANDPLAY

SV SUMMIT

STARTUP PRESENTATION

Osta

Home repairs without the nonsense. Finally, **Quality** and **Cost** on speaking terms.

#SiliconValleySummit

Join us at **pnptc.com**

PITCH DECK

Where Tech Meets Trade, Mastery Redefined.



www.osta.ai

June 2025

CONTRACTORS ARE RIPPING YOU OFF & *WE HATE THAT FOR YOU.*

WE BRING YOU HOME REPAIRS WITHOUT THE NONSENSE.

FINALLY, COST, QUALITY AND CONVENIENCE ON SPEAKING TERMS.

Home Services Are Broken & You Deserve Better.

COST

Unpredictable Pricing

Zipcoding

Bait & Switch Tactics

No Transparency in Costs

53% of homeowners exceed their budgets when hiring contractors

Quality

Incomplete Project

Issues Unresolved

Poor Workmanship

1 in 3 of all home service jobs require rework.

Convenience

Scarcity of Reliable Pros

Delays

Spammed with Calls

60% of residential jobs cannot be completed on time.

Source: Better Business Bureau Reports; U.S. Bureau of Labor & Statistics; Federal Trade Commission Top Complaints

The Hill

Labor crisis: Why is there a shortage of plumbers and electricians?

America is facing a skilled labor shortage with longtime tradesmen aging out of the workforce and a new talent pipeline that hasn't been able to keep up.

Apr 9, 2024

CNBC

Up to $400 to change a lightbulb? Appliance repair costs are no joke

It is not uncommon to learn the cost of repairs is more than the cost to replace an appliance, experts say.

Sep 20, 2024

NOV 7, 2024

Skilled trade workers are still in short supply

The Fed's Beige Book reports shortages in industries including technology, manufacturing and construction.

11 KHOU

BBB warns of contractor scams following severe storms

The BBB is warning Texas homeowners to be cautious of fake contractors offering storm repairs. Here are 6 steps to protect yourself this...

6 hours ago

FOX13 Memphis

Tennessee AG shares tips on avoiding home improvement fraud

"Home improvement scams top the list of consumer complaints received by our Division of Consumer Affairs," said Tennessee AG Jonathan Skrmetti.

Mar 20, 2025

Contractor complaints: News 13 investigates more than a half-million dollars in work unfinished

Some people who dreamed of building homes in the mountains have had more than their dreams dashed -- they said they've lost hundreds of...

Jan 4, 2024

Better Business Bureau

BBB Scam Alert: Need a new driveway? Look out for asphalt paving scams

Got an offer to pave your driveway for cheap? Scam contractors are tricking homeowners with supposedly good deals on asphalt paving.

2 weeks ago

The New York Times

Why Is It So Hard to Find a Competent Heat Pump Installer?

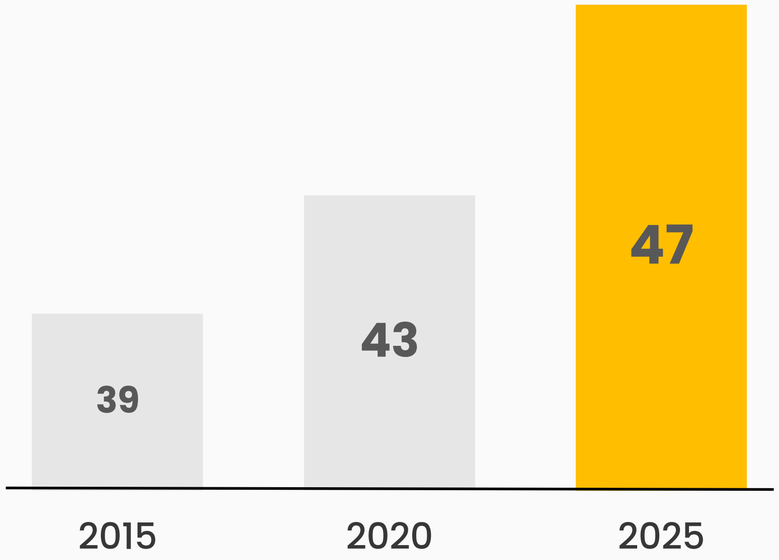
Plenty of specialists are doing great work for reasonable prices. You just need to know where to look and what to demand from your contractor.

Feb 7, 2025

Now Is The Time. Demand Is Exploding While Capacity Is *Shrinking*.

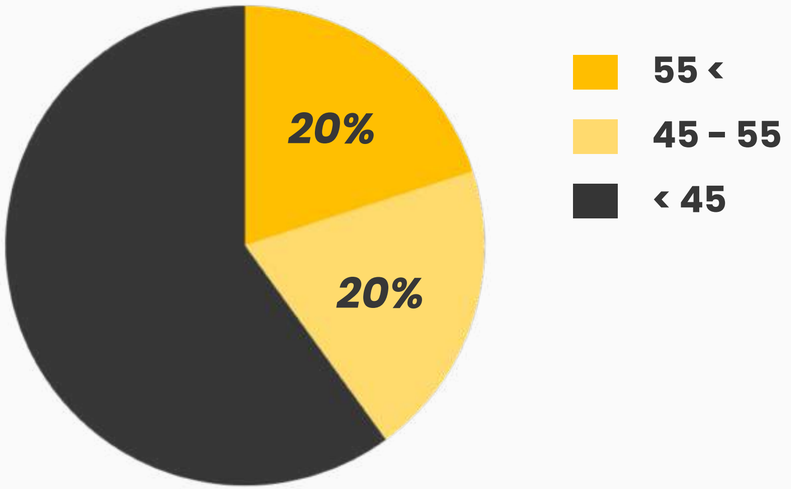
An Aging U.S. Housing Infrastructure Is Requiring More Costly & Frequent Repairs

Median Age of Housing Units (Years)



An Aging Workforce Is Spearheading a Decrease In Productivity & Efficiency

Age of Skilled Workforce (Years)

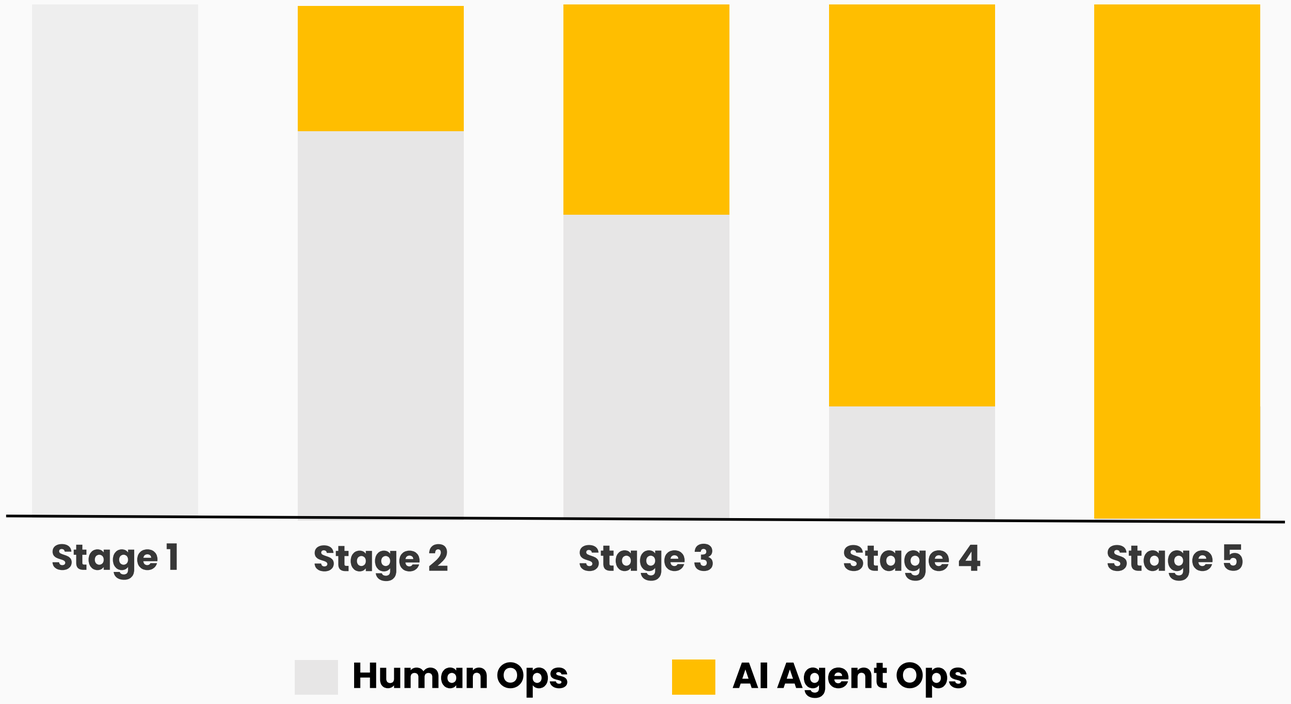


Source: Joint Center Housing Studies of Harvard University tabulations of Housing Urban Development, American Housing Surveys.

Unlocking AI's Potential in Home Services: Boosting Productivity & Profitability

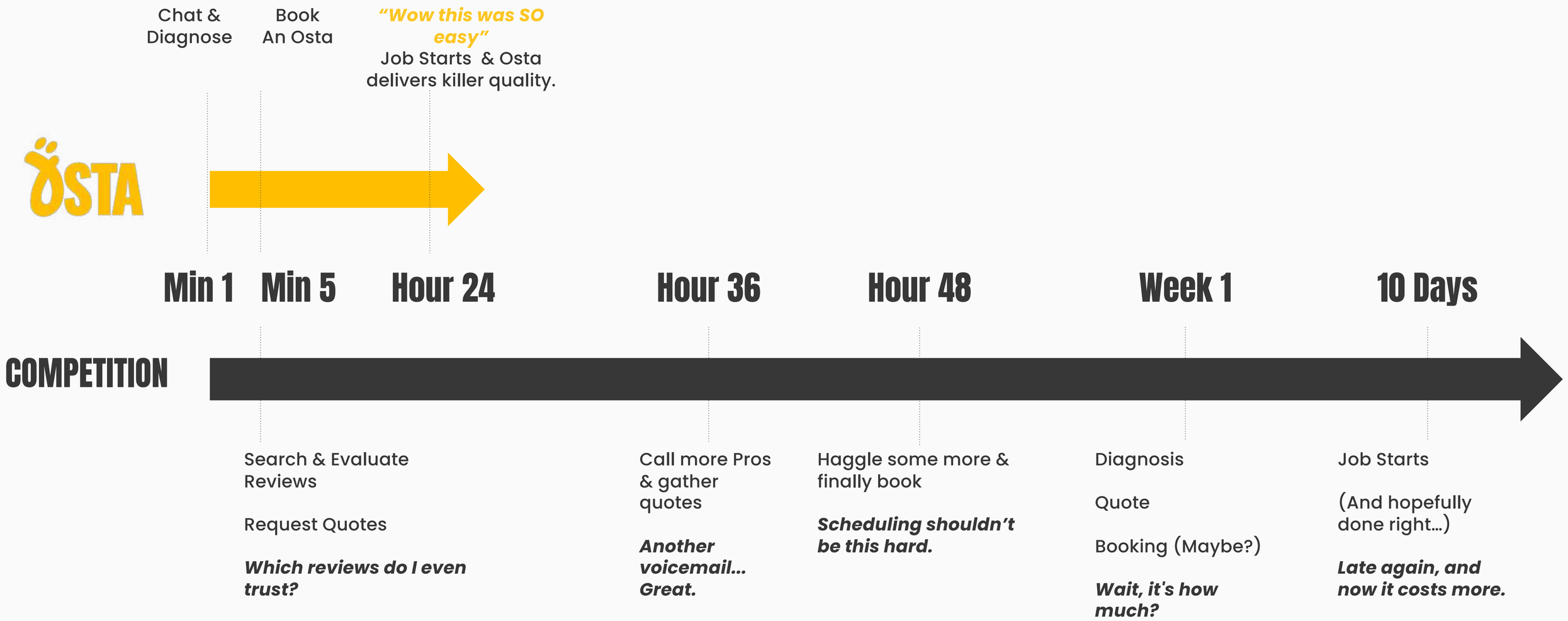
Operational Complexity Shifts from Human to AI, Boosting Productivity & Margins Over Time

% of Operations

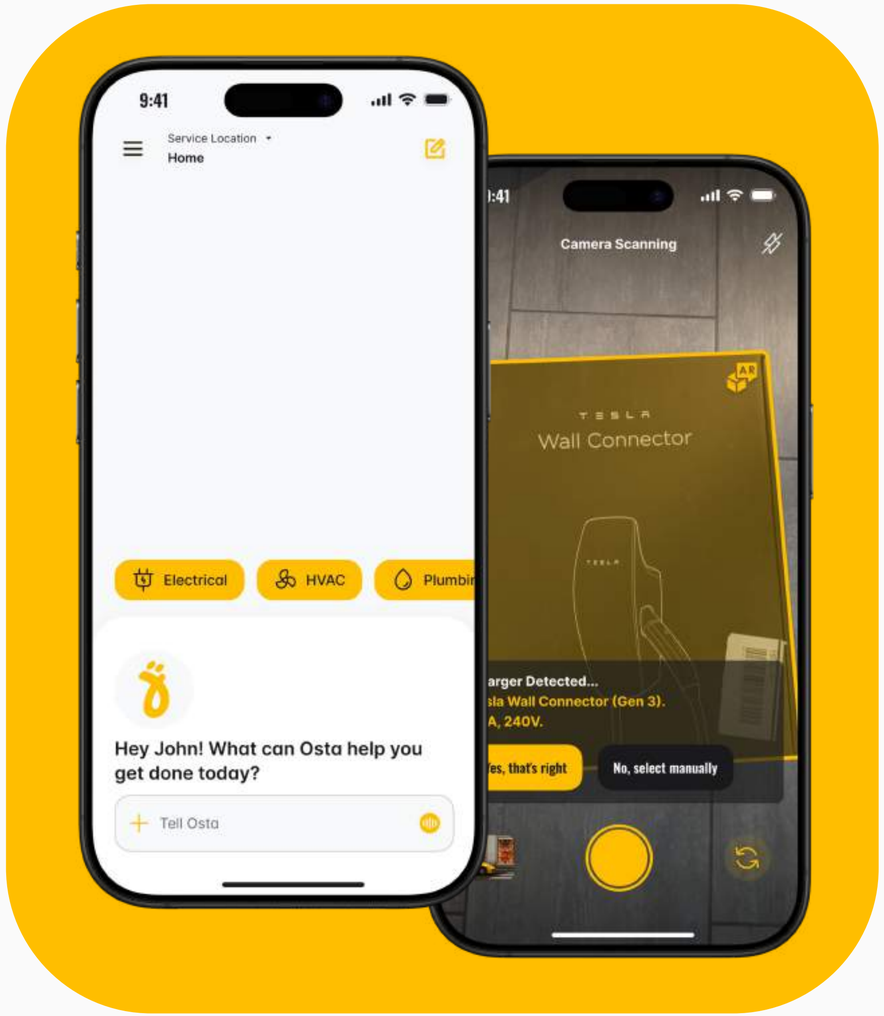


Over time **AI Agents** replace **Human Operations** freeing humans to focus on high-value interactions.

We Are “10x”ing Productivity In Home Services & Getting Rid of The Nonsense.



How it Works



Chat with Osta

No back-and-forth, no wait time

Step-by-Step Guidance

Photos and prompts

Instant, Accurate Pricing

Upfront real-time pricing without the haggle

Book Your Appointment

Osta dispatches its own licensed pros

We Handle the Rest

All jobs closed with Osta's AI quality checks

See Osta In Action



Our Market Size? Big Enough to Redefine “Massive.” 🤷🏽



145M
Total U.S. Households

65%
Request Services

$6k
Average Annual Spend

$527B
Gross Transaction Value (GTV)

We're Not Dreaming. We Built An Infrastructure, Began The Work and are Preparing to Scale

One app, many licenses... built to scale.

This **modular structure** allows us to scale across cities and verticals, while **maintaining full ownership** of the customer experience.

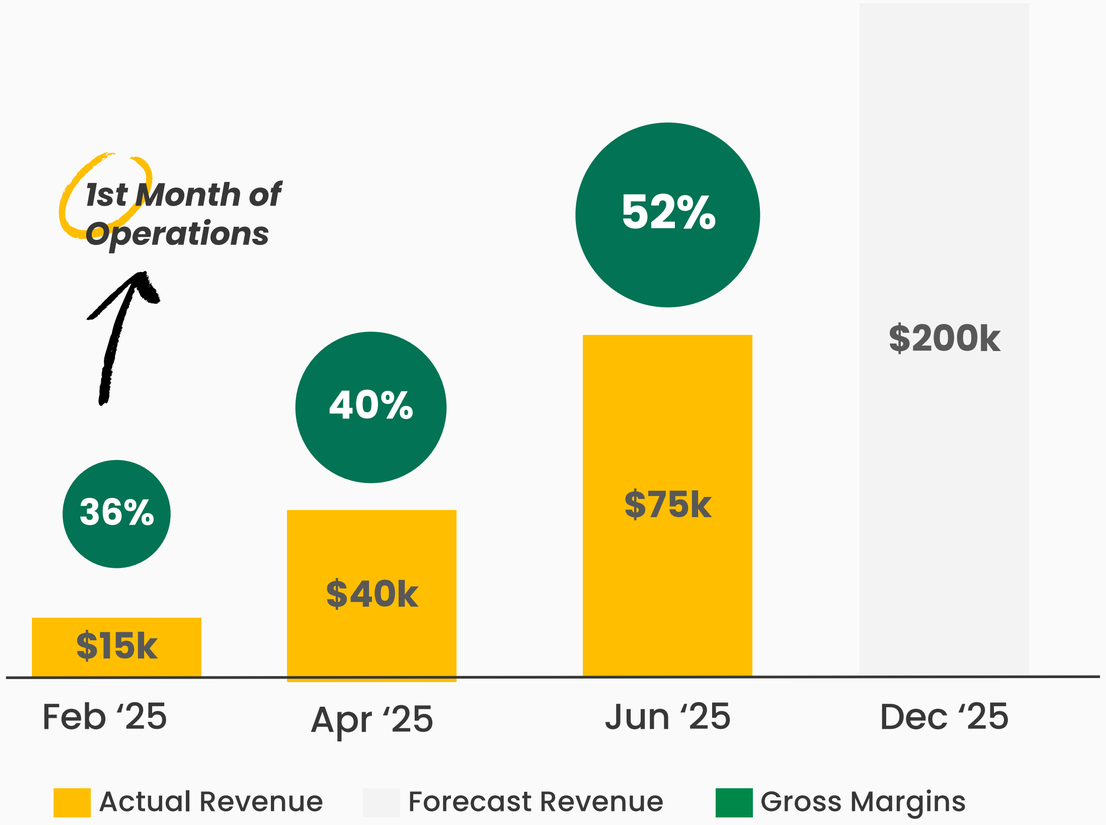
OSTA

OC Electricians License #1133600	**LA Electricians**	**OC Plumbing**	**OC HVAC**	**And More...**

Osta remains the **single, unified brand** and booking interface.
Customers never see the complexity behind the scenes.

Proven Demand & Exceptional Unit Economics... Even Before App Launch.

Rapid Revenue Growth & Expanding Margins Prove Early Market Validation



$1,421
Average Revenue Per Job

$701
Average Profit Per Job*

$37
Cost Per Lead

174
Jobs Completed

** per Month*

Our Team



Mario Karras
Founder & CEÖ
Ex-PwC, M&A, Ex-InVitro Capital
JD, Loyola Law School,
BBA, Emory University



Amir Barsoum
Chairman
Managing Partner, InVitro Capital
Founder, Vezeeta
Forbes 40 Under 40



Omar Ezz
Head of Engineering
Ex-GitHub, Ex-Sonder, Ex-Booking.com



Wessam Khalida
Öperations Manager
3x Exited Founder



Aline Aidar
Market Gröwth
M.S. Int'l Business, GW



Youssef Hegab
Creative Directör
Ex-Orascom,. PR & Branding Strategist

LIFE'S TOO SHORT FOR UNRELIABLE TECHNICIANS AND DELAYED QUOTES.

WITH ÖSTA, DIAGNOSE, SCHEDULE AND MANAGE HOME REPAIRS *EFFORTLESSLY.*



Where **Tech** Meets **Trade**, Mastery Redefined.

www.osta.ai

PLUG AND PLAY

SV SUMMIT

HOME SERVICE PANEL



MODERATOR

Leonardo Rocchetti

Senior Ventures Associate
Plug and Play



Christopher Brodowski

Co-Founder
Solea.AI



Josh Jensen

Co-Founder & CEO
Inspectify



Jennifer Place

Principal
Munich Re Ventures

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

Luccid

AI-Powered sales and support for building material manufacturing.

Luccid

AI-Powered Sales & Support for Building Material Manufacturers

by Marko Lazic | hello@luccid.ai | www.luccid.ai

Finding the right building product is complex

VELUX®

Homeowner
Professional
Commercial

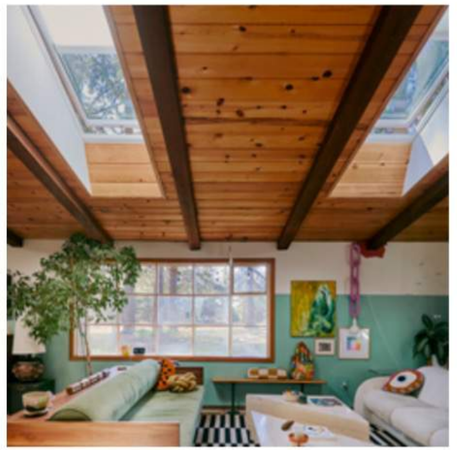
Products | Rooms | Shades Store | Where to Buy | Help

- Skylights
- Sun Tunnel® Skylight
- Roof Windows
- Flashing Systems
- Visualizer App
- Smart Home
- Skylight Shades
- Modular Skylights
- Commercial Skylights
- Accessories

VELUX Skylights

VELUX designs skylights and shades for all types of buildings and all types of applications. See the complete selection of VELUX skylights below.

All skylights



Skylights

- Solar Powered Fresh Air Skylights
- Electric Fresh Air Skylights
- Manual Fresh Air Skylights
- Fixed Skylights

More Skylights

- Flat Roof Skylights
- Architectural Skylights
- E-Class
- SkyMax

Other products

- Standard Safety Glass
- Weathertight
- Flashing Systems
- Skylight Accessories
- Go Solar

Complicated catalogues and technical docs

Products



Curved Flat Roof Skylight

Featuring CurveTech glass, Fixed Flat Roof Skylights offer a way for those with flat roofs to brighten up any space.

Learn more about Curved Flat Roof Skylight ›



Roof Access Skylight

The innovative Flat Roof Exit Skylight is designed to provide access to your roof, as well as allow daylight and fresh air to your home below.

Learn more about Roof Access Skylights ›



Fixed Skylight with Double Dome Acrylic

This fixed skylight features a double dome in acrylic. Choose between clear over clear or clear over white glazing. Available in standard sizes and custom sizes.

Learn more about Double Dome Acrylic ›



Fixed Skylight

The VELUX Fixed Skylight is an economical choice for closed-in, dark spaces to create a spacious and light-filled home.



TCR Sun Tunnel

The TCR Sun Tunnnel Skylight features a low profile dome in acrylic or polycarbonate with a one piece metal curb mounted flashing that is perfect for any flat roof.

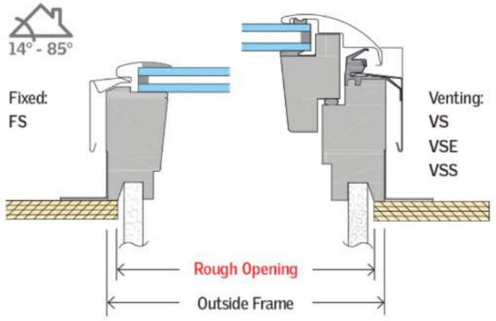
Download Product Sizes PDF ›

Deck-Mounted Skylights

Size Chart and Codes

		1					1	1	1	2					
Model Size		A06	C01	C04	C06	C08	C12	D26	D06	M02	M04	M06	M08	S01	S06
Previous Model Size		*056*	*101*	*104*	*106*	*108*	*112*	*150*	*156*	*302*	*304*	*306*	*308*	*601*	*606*
Rough Opening (W"xH")		14 ½ x 45 ¾	21 x 26 ⅞	21 x 37 ⅞	21 x 45 ¾	21 x 54 ⅞	21 x 70 ¼	22 ½ x 22 ⅝	22 ½ x 45 ¼	30 ⅛ x 30	30 ⅛ x 37 ⅞	30 ⅛ x 45 ¾	30 ⅛ x 54 ⅞	44 ¼ x 26 ⅞	44 ¼ x 45 ¾
Outside Frame (W"xH")		15 ¼ x 46 ¼	21 ½ x 27 ⅞	21 ½ x 38 ⅜	21 ½ x 46 ¼	21 ½ x 54 ⅝	21 ½ x 70 ¾	23 ¼ x 23 ⅞	23 ¼ x 46 ¼	30 ⅝ x 30 ½	30 ⅝ x 38 ⅜	30 ⅝ x 46 ¼	30 ⅝ x 54 ⅝	44 ¾ x 27 ⅜	44 ¾ x 46 ¼
Daylight Square Feet	Fixed:	3.56	3.56	4.43	4.43	6.52	8.52	2.78	5.94	5.15	6.64	8.13	9.77	6.92	12.36
	Vented:	—	2.27	3.50	3.50	5.34	—	—	—	4.11	5.48	6.86	8.36	5.57	10.73
Fits On Center		16"	24"	24"	24"	24"	24"	24"	24"	16"	16"	16"	16"	16" or 24"	16" or 24"

[1] FS Fixed skylight only. [2] Not available for VSE Electric venting skylight.



FS - Fixed skylight
VS - Manual venting skylight
VSE - Electric venting skylight
VSS - Solar Powered "Fresh Air" skylight

FS C06 2004

Model
FS
VS
VSE
VSS

Sizes
A06
C01
C04
C06
C08
C12
D26
D06
M02
M04
M06
M08
S01
S06

Interior finish
0 Stain grade wood
2 White
9 Special

Cladding
0 Aluminum
1 Copper
9 Special

Glazings
04 Clean, Quiet & Safe glass
05 Low E³/ Temp
06 Impact
08 White lami
10 Snowload
99 Special

Producers of building materials waste millions

41% drop-off rate after page 3 of the catalogue

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63% of contractors leave within 90 seconds

Producers of building materials waste millions

41% drop-off rate after page 3 of the catalogue

63% of contractors leave within 90 seconds

58% of tech support calls are repeated info already on the website

What if there is a better way?

1. The visitor describes their need

What if there is a better way?

1. The visitor describes their need
2. *AI brings information in seconds*

Sell products in less than 30 seconds with Luccid!

VELUX®

Ask about building product or material

I need a roof window with a bottom handle for my staircase



VELUX

Hello there! We have VELUX top-hung roof windows in various dimensions

- GPL 3070
- GPL 2070
- GPU 0070

load more





I like the white one, tell me more about it.



VELUX

Sure thing! GPL 2070 is a great choice!

- Easy to operate with a bottom handle
- Suitable for 15-55° roof pitches
- Control: Manual
- Internal Finish: White painted

read more





powered by Luccid

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- Internal Finish: White painted

read more





powered by Luccid

60%

Reduce support ticket volume

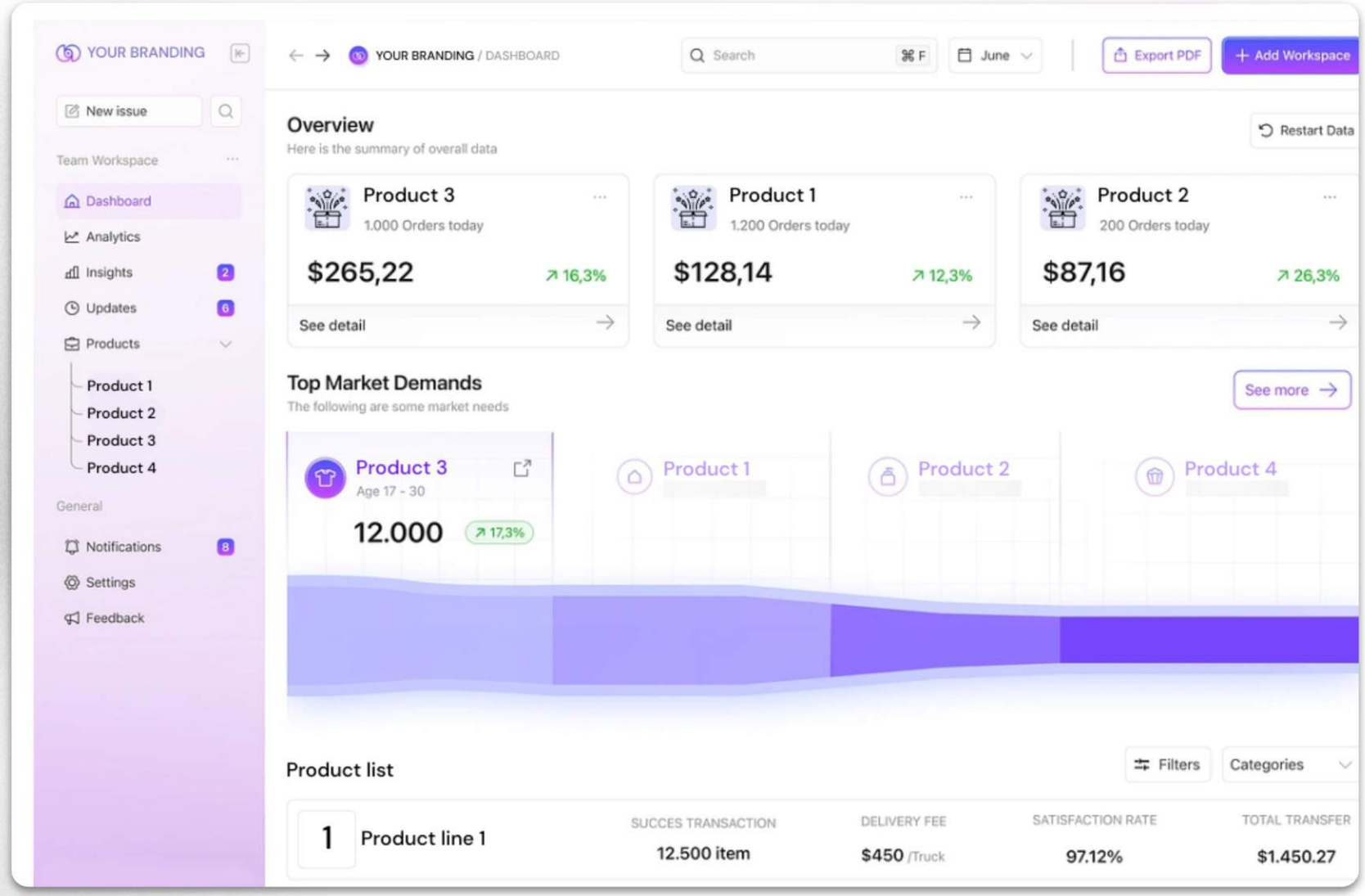
10x

Speeds up product search & selection

2x

Double customer retention

Make decisions on real-world data



Generic AI agents can be applied everywhere, from McDonald's to Mercedes

Competitors are generalists

concora

Leadoo

JENNY

Predictive Sales AI

conversica

ada

Elephant.ai

exceed.ai

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JENNY

Predictive Sales AI

conversica

ada

Elephant.ai

exceed.ai

Luccid is a specialist

- ➔ Deep industry expertise & connections
- ➔ AI analytics for better market positioning
- ➔ Visitor can finish everything in one go

Clients, pilots and many more in the pipeline

€70K ‘25 deal

Iso Plus System

1st Customer

Clients, pilots and many more in the pipeline

€70K ‘25 deal

Iso Plus System

1st Customer

CEMEX Schneider Electric

Pilot Projects

Clients, pilots and many more in the pipeline

€70K ‘25 deal

Iso Plus System

1st Customer

CEMEX Schneider Electric

Pilot Projects

Leads

Cityscape Global | BAU München

Trade Shows & Events

Grants, exposure, validation;
Now let’s earn your trust!

Technische Universität Berlin

BERLIN SCIENCE & STARTUPS

100K€

CAMPUS FOUNDERS

AI Founders D11Z

25K€

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25K€

PLUGANDPLAY

Misk مسك
مؤسسة محمد بن سلمان
Mohammed Bin Salman Foundation

Industry exposure

CEMEX ventures

Top 50 Startups

‘25 global watchlist

We “speak” construction and AI



Marko Lazic, CEO

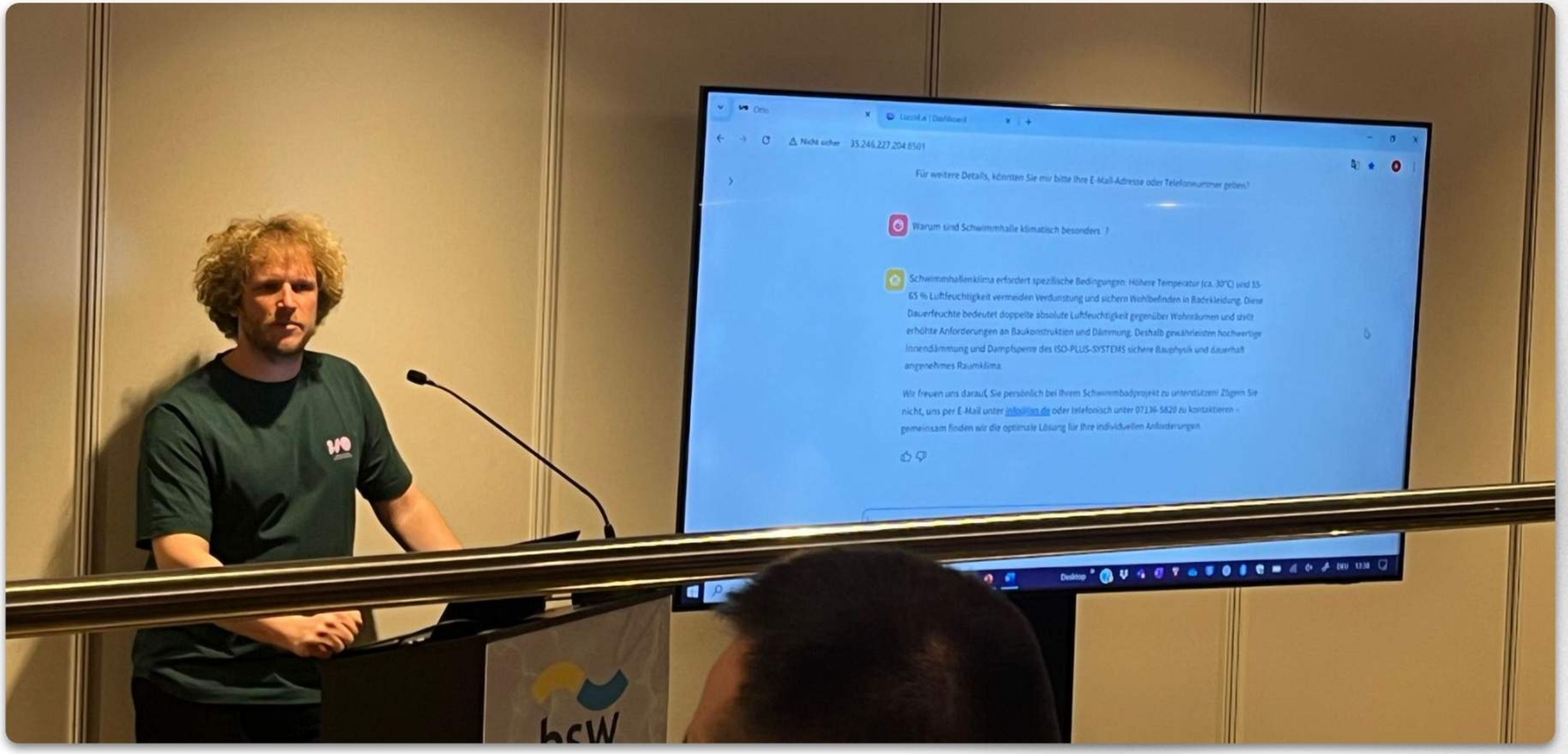
- 13+ years of international domain expertise
- 2nd generation architect in the family
- Featured in top design magazines
- Ex-architecture studio owner



Igor Dostanic, CTO

- Building AI apps since the dawn of GPTs
- 11+ years in software development
- Experienced team leader
- Serial startup founder

Our client demoing Luccid at the trade show



Alexander Ziegler, CEO of ISO GmbH

~€4B bottom-up SOM (EU+US+KSA)

TAM = ~€38B

~482K manufacturers

SAM = ~€26B

~320K manufacturers

>10 employees

SOM = ~€4B

ICP: ~42K manufacturers

~€4B bottom-up SOM (EU+US+KSA)

TAM = ~€38B

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SOM = ~€4B

ICP: ~42K manufacturers

€10M ARR

~100 businesses

~0.3% ICP market share

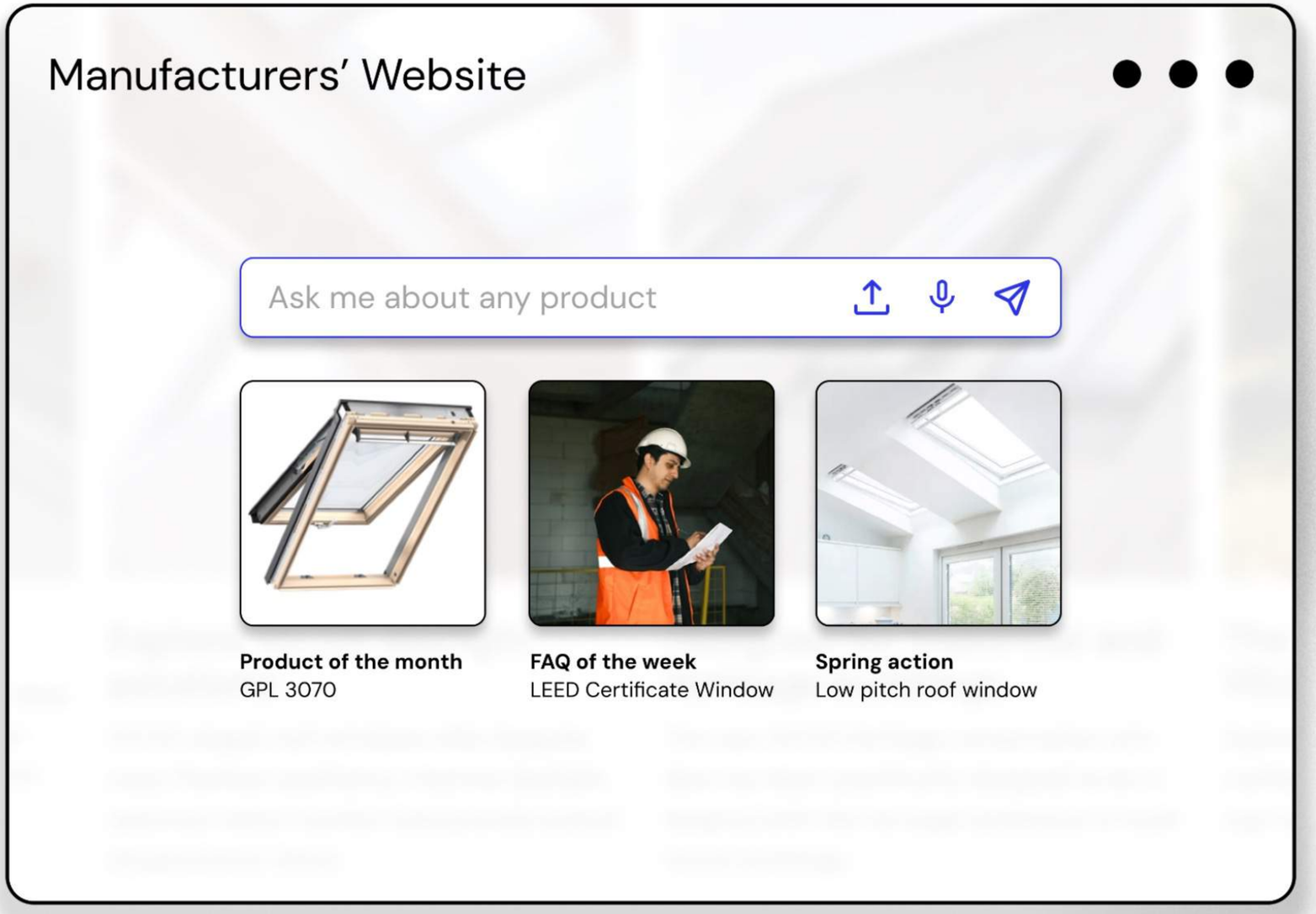
2028

€100M ARR

~1250 businesses

2032

Static pages and catalogs will become irrelevant



We’re looking for strategic partners. Are you a fit?

- [ ] ConTech or PropTech network
- [ ] Building Material Producers
- [ ] VC & Angel Connections

Raising €500K+ to onboard 15 new clients and reach €1M ARR in the next 18 mos

60% Personnel

- ➔ Hire Sales & Marketing people starting with Germany and KSA
- ➔ Hire AI, ML & FE dev, QA tester, UI/UX designer

25% Development

- ➔ Finish the MVP
- ➔ Onboard first paying customers
- ➔ Improve, expand, test & maintain the tool

15% Other

- ➔ OpEx
- ➔ Trade shows & travel
- ➔ Building partnerships
- ➔ Marketing campaigns & SEO

Invest in a team that’s already winning! Let’s talk

🏆 One of the Top 50 ConTech startups globally by Cemex Ventures.

🤘 Two founders with deep Construction Tech and AI experience.

💰 €70K (2025) contract with our first German client.

🤓 In the Plug’n’Play x MISK Accelerator (Saudi Arabia).

🔬 Preparing Pilots with Cemex and Schneider Electric.

💸 Raised over €125K in grants (Germany).

🥇 Winner of The Founder Games accelerator/reality show

by Marko Lazic | hello@luccid.ai | www.luccid.ai

PLUG AND PLAY

SV SUMMIT

JUNE 12TH | 9:30 AM

From Pilot to Playbook: Scaling Real World Technologies | A View from Plug and Play and Buildtech

#SiliconValleySummit

Join us at **pnptc.com**

PLUG AND PLAY

SV SUMMIT

THANK YOU FOR ATTENDING

#SiliconValleySummit

Join us at **pnptc.com**