staXel

robotic inventory storage

Dima Dobrynin,
Founder & CEO

getstaxel.com

NVIDIA. | INCEPTION PROGRAM

Newlab

Average manufacturing worker spends

2 weeks

per year searching for a required inventory

And inventory-related challenges are piling up

Costly inventory errors

Growing labor shortage
and turnover

Staxel – Click and Collect Inventory Storage

How it works: Click

Worker places inventory order
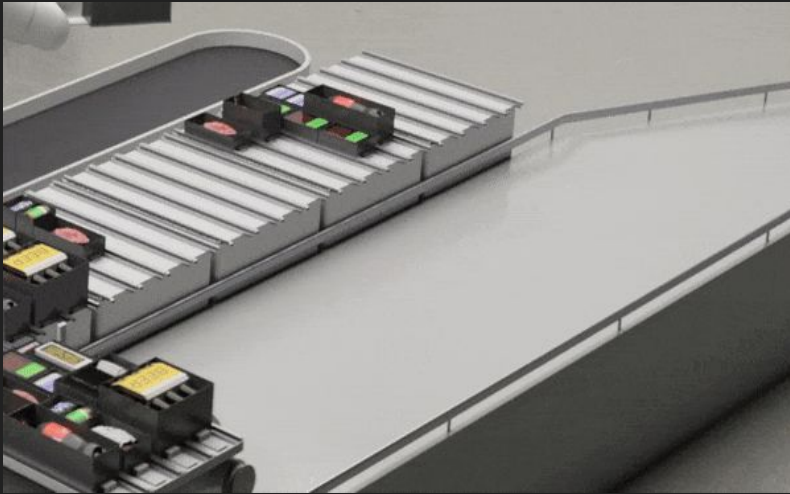via online platform

🔁 2 mins

Robots assemble inventory kits
by picking multiple SKUs at once

🔁 15 sec/SKU

How it works: Collect

Robots deliver assembled kits
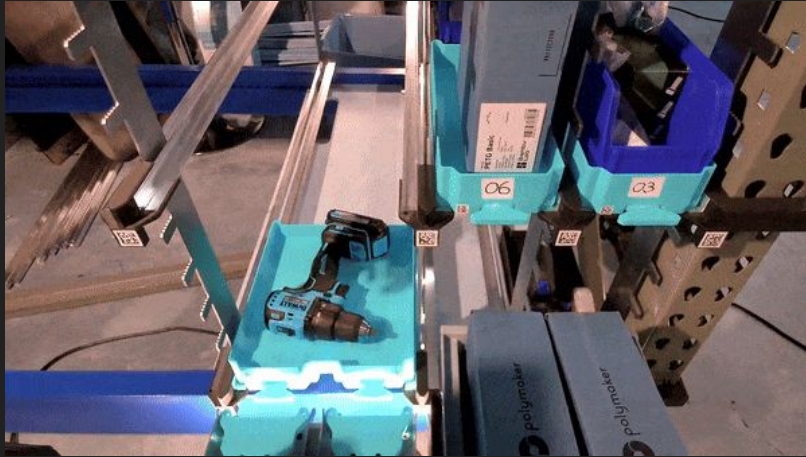in specified zone just on time

Worker picks up the kit
when needed

🔁 **30 sec**

🔁 **1 min**

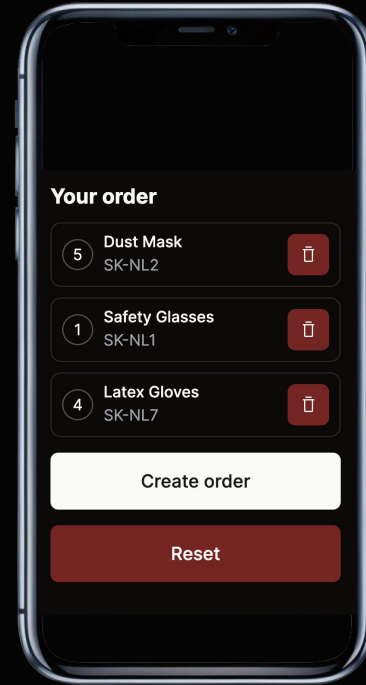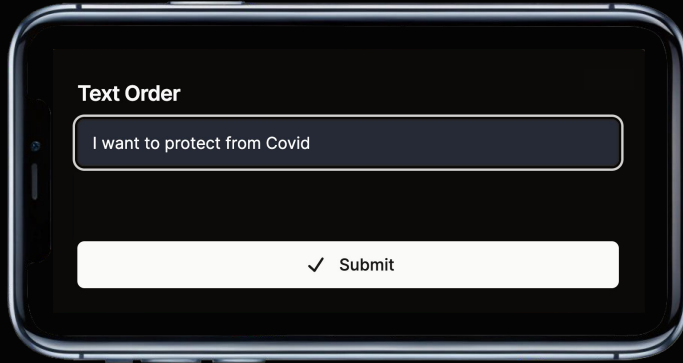# Staxel technology: proprietary HW & AI-powered SW

Staxel Storage and Robots

StaxelOS

Staxel UI has text and voice-to-order options powered by generative AI

Text Order

I want to protect from Covid

✓ Submit

Your order

5	Dust Mask SK-NL2	🗑
1	Safety Glasses SK-NL1	🗑
4	Latex Gloves SK-NL7	🗑

Create order

Reset

[Watch demo](#) or [try yourself](#)

Case study: from 0 to automated storage in 2 weeks

Newlab's manufacturing facilities used vending machines and manual lockers to provide supplies for end users on an on-demand basis.

Problems: manual access control, low usage visibility

Staxel introduced an automated inventory storage for 100 most frequently used SKUs

"Staxel saved us a lot of time and money. We got a complete control over our inventory usage and do not have to distract our employees anymore."
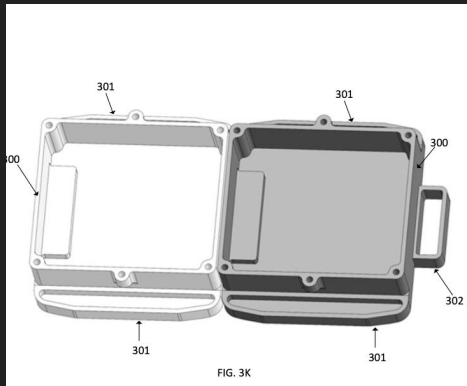Katie Soven, Managing Director, Newlab Detroit

Traction

Paid Pilot

- Staxel Gen-1, Q4 '23
- Staxel Gen-2, Q2 '24

FIG. 3K

Patents

- US provisional utility patent
- PCT international patent

Funding + Partners

- $200k pre-seed, mid '23
- Residents @Newlab Detroit
- Capital One Mobility Acc '24

Staxel increases worker's productivity by ▲20%

- **Prepare inventory in advance** with 24×7 robots

- **Collect and track stock data** automatically

- **Put replenishment** orders on autopilot

Our business model is Robots-as-a-Service

Deployment fee

$50k

per 100 SKU storage

Subscription fee

$60k

per robot-year

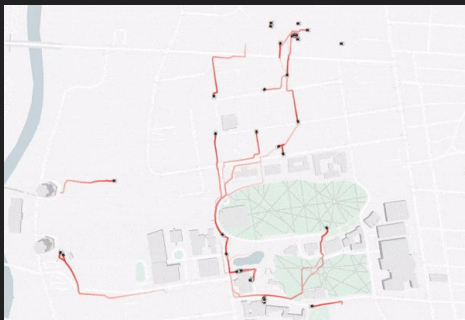# Our team has built and scaled robotics projects before

DIMA DOBRYNIN
founder, CEO

- Head of Technology, Yandex Rover
- SWE, High-Frequency Trading Fund
- OnDeck Founders Fellow '22

& founding team from Yandex Rover:
- 3 robot gens
- 200 robots deployed
- 100k autonomous deliveries

M-A LOUSTALOT-FOREST
strategic advisor

- Chief Commercial Officer, Ocado
- Associate Partner, IBM Global Retail
- VP of E-Commerce, SEPHORA

CHARLES CUSHING
investor, strategic advisor

- Founder, StartOps, logistics operator comm
- Director, OnDeck Founders Fellowship
- COO Twice (acq. by eBay)

DMITRI LIBERMAN
operations advisor

- VP, Bolt Market & Food
- Operations Director, DeliveryHero
- Head of Courier Operations, UberEats

Advisory Board

ASK: High-Mix Low-Volume Manufacturing use cases

S1'25

Gen-2 commercial pilot

S2'25

1 storage, 5 robots

S1'26

3 storages, 15 robots

Thank you!

staxel

dima@getstaxel.com