



CPNet is an Industrial IoT and AI company founded by graduates of Wharton MBA program to bring Industry 4.0 technology to mid-market producers across several traditional manufacturing verticals, helping them to improve productivity of their legacy equipment at a fraction of replacement cost

<p>The Team</p>	 <p>Bicheng Chen CEO/CTO & Co-Founder</p>  Experienced R&D manager with passion for ringing innovations to manufacturing space  PhD in Computational Mechanics from U. of Buffalo  MBA from Wharton School of Business	 <p>Gary Olshevskiy COO & Co-Founder</p>  Seasoned operations consultant with 15+ years of servicing Fortune 500 clients  MS in Operations Research from Columbia U.  MBA from Wharton School of Business
<p>Problem</p>	<ul style="list-style-type: none"> Advances of Industry 4.0 will bring higher productivity and are projected to result in over \$2.5T of additionally created value by 2025, with only part of it coming from the modern new/replaced equipment, as about 50-60% of the current producing asset base is there to stay for much longer time Operating this non-connected legacy machines at a scale, while competing head-to-head with more sophisticated and efficient global producers running modern integrated smart factories, will leave smaller manufacturing companies in a financially untenable position 	
<p>Solution</p>	<ul style="list-style-type: none"> CPNet makes it possible to unlock the hidden potential of the existing assets by tapping into and combining their real-time machine data and post-production enterprise data, further running prescriptive analytics built upon proprietary deep reinforcement technology Delivering generated analytical insights at a right time as user-friendly targeted recommendations augments the manufacturing intelligence of the engineers and factory teams, leading to better and faster operational decision making, improved performance, and increased profitability 	
<p>Revenue Model</p>	<ul style="list-style-type: none"> For companies with \$25M+ in annual revenues and \$10M+ of addressable cost base, we may help to create \$300K+ of additional operational profits per annum, through a combination of lower per unit energy consumption, enhanced output quality, increased machine uptime, and higher asset utilization Capturing about 10% of the created value under annual subscription-based contract, CPNet would generate on average \$50K of annual recurring revenue (ARR) from a post-PoC scale-up installation 	
<p>Go To Market</p>	<ul style="list-style-type: none"> CPNet has been using the founders' and management professional network, social marketing to reach out to potential mid-market customers in traditional asset-intensive target verticals (primarily plastic extrusion, injection molding and electronic component manufacturing), leading to a \$500K+ ARR pipeline of pilot deals built to date with four paid customers and two LOIs Aside from an easy up/cross sale supported by our model-agnostic algorithms and advanced modular extendable technology, CPNet also plans to market its commercial grade products through manufacturing extension programs, manufacturing associations and manufacturing productivity consulting firms 	
<p>Operations</p>	<ul style="list-style-type: none"> CPNet is a US-based DE registered LLC, with the physical presence on NE Coast Run by two full-time founders, Chief Data Scientist Srikiran Chandrasekaran, supported by off-shore development resources Raised \$1M in pre-seed money, covering budgeting needs through 2021 Current run rate is stabilized at around \$30K per month 	

We are raising seed money in 2H 2021, to build a sales team and achieve \$300K+ ARR by the end of 2021