



مركز خليفة للابتكار
khalifa INNOVATION CENTER

Dexter

ROBOTICS

VALIDITY

Q1-Q2 - 2022

FOUNDING TEAM

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THE PROBLEM

Building construction and maintenance are today heavily relying on manual labor.

The cleaning of windows, the polishing or painting of facades are among these manual activities that are extremely tedious and time-consuming.

These tasks can also be very dangerous, especially when performing overhead activities that require pressure, like polishing, drilling, or cleaning.

These challenges are present everywhere but are even more obvious in high-rise buildings, where external weather conditions can further contribute to a challenging and dangerous work environment.

These challenges impact the industry in many ways, from loss of money to delays in projects and even loss of life.

LIMITATIONS OF EXISTING SOLUTIONS

The biggest challenge with existing robotics solutions is that they cannot climb over protrusions, which you will find in the majority of high-rise buildings.

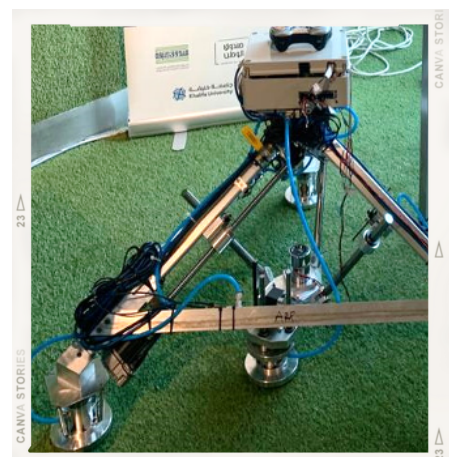
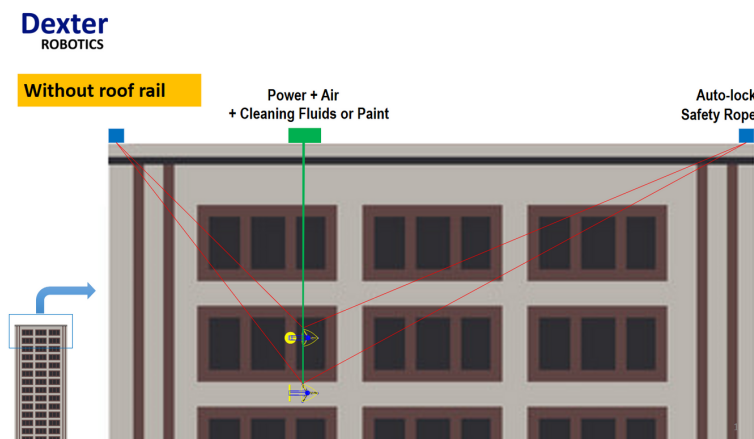
In addition, the majority of the robotic solutions are limited in height and reach, most of them are also specialized and cannot perform different types of tasks.

MARKET OPPORTUNITY

There are about 4 Million high rises around the world that are part of our target market and about 30.000 Tall buildings are located in GCC. Target customers span two categories:

- Construction companies
- Facilities Management & Maintenance company.

The product is ideally positioned for facilities management companies that have a large number of building under their management.



THE SOLUTION

Our CLING Robot is an affordable, programmable, and modular robot that can crawl to perform several tasks with high load capacity.

The robot uses suction cups that allow it to be reliably connected to a vertical wall or to the ceiling to perform a desired task.

Thanks to this capability the robot is able to perform tasks that require high pressure like polishing, painting or cleaning.

For additional security the robot is anchored on top of the building with safety cords and it will be able to work and complete tasks in a completely autonomous way.

BENEFITS

The benefits of the Cling robot are multiple:

- Reduced labor cost since we need only one operator
- Multi-tasking (cleaning, polishing, drilling, painting)
- Autonomous system that can operate 24x7
- Ability to operate outdoors in windy conditions.

BUSINESS MODEL

Dexter Robotics is currently piloting its business model with two main options offered to customers: Customer can either buy the Cling Robot or buy the task to be performed as a service (cleaning or painting of a building). The price of the service will be based on the total surface.

TRACTION

Multiple customer engagements ongoing in the UAE with construction companies as well as service providers.

Half a dozen customers have shown interest in piloting the solution.

CONTACTS

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