// PITCH DECK BRIDGE TO SEED 2026

The Social OS for Robots.

A hardware-agnostic cognitive runtime that lets service robots understand people, connect to enterprise systems, and complete real tasks.

- Live and paying in production
- Non-binding LOI covering 1,100 stores
- ALTO · co-designed with temi



// THE PROBLEM

Robots can move. They still can't finish the job.

They shuttle food and loop promos on a screen. No neutral cross-OEM runtime connects perception, conversation, enterprise data and physical action.

SHIPPING TODAY

Carries trays and drops food

Loops ads on a built-in screen

Scripted taps, remembers no one

WHERE ROBOTICS IS HEADING

Identifies who is addressing it

Reads context and live enterprise data

Completes the task, and remembers it

// WHY NOW

Hardware scaled faster than the software human environments need.

Three curves just crossed. Every piece now exists except the layer that connects them.

Hardware is here

Service robot bodies and sensors are increasingly affordable, capable, and shipping in volume worldwide.

Models are usable in the field

Multimodal speech and reasoning hold up in real, noisy, multi-person spaces.

Buyers want control

Enterprises need one governed, EU-deployable brain across a mixed robot fleet.

// THE SOLUTION

One brain.
Any robot.

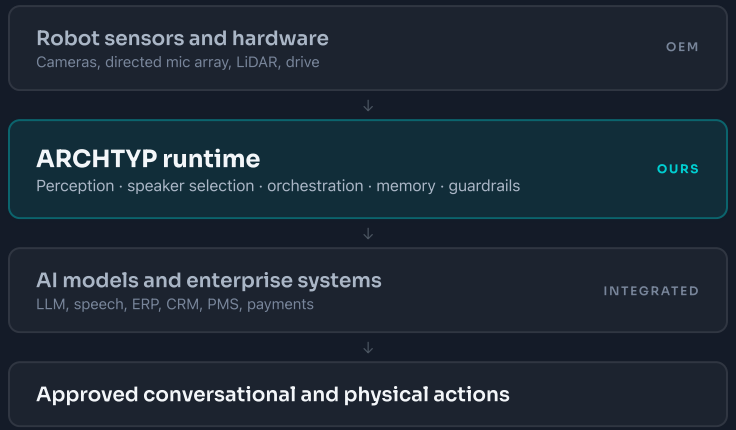
Not an app. Not an API. An operating layer that turns a supported service robot into one that understands, connects, and acts.

WHAT IS OURS

Perception, speaker selection, orchestration, memory and guardrails.

WHAT WE INTEGRATE

Best-in-class models and your enterprise stack. Swappable by design.



// FOUR COGNITIVE PILLARS

One interaction, the entire stack.

A single customer request runs the whole runtime, from first glance to lasting memory.



01

Select

Selects the main speaker in a crowd and maps the context around them.



02

Speak

Understands the request and replies naturally, across up to 60 supported languages.



03

Integrate

Wired into ERP, CRM and payments. Reads live stock, acts on it.



04

Remember

Stores permitted context so the next visit picks up where it left off.

// TRACTION

Live and paying, with a signed path into 1,100 stores.

Live

PAID PRODUCTION

In production with Dormeo, our paying design partner, with a store network rollout underway.

1,100

LOI NETWORK

Signed non-binding LOI covering a 1,100-store retail network. Robots per store are confirmed store by store.

temi

CO-DESIGN PARTNER · ALTO

temi has shipped 30,000+ robots. ALTO is a new 50/50 jointly owned product developed natively around the ARCHTYP runtime: without it the robot cannot deliver its intended function. temi funds and operates industrialisation and manufacturing; ARCHTYP carries no inventory or production-capex requirement. Launch targeted November 2026.



Live at Dormeo: guiding a customer through mattress selection on temi hardware.



// TWO PRODUCTS, ONE RUNTIME

Every ALTO sold activates a mandatory ARCHTYP OS subscription.

A 50/50 jointly owned product. temi builds the hardware around our software and keeps the Hardware IP. We keep the Software IP and the customer relationship.

ARCHTYP TAKES

80%

Of every €200 monthly subscription. We own the runtime, the Software IP and the customer.

JOINT PRODUCT

50/50

Every unit ships with our runtime and cannot do its job without it.

TEMI FUNDS

~€200K

Industrialisation and the production line. Owns the hardware IP, manufacturing and support.

VoxBox **Our second product:** a compact camera, microphone and speaker unit that turns any stationary screen into an intelligent 3D avatar, on the same ARCHTYP runtime and per-unit subscription.

100% software attach rate. The factory is funded outside our round: no inventory, no production capex for ARCHTYP.

// RETAIL ECONOMICS

One robot frees up to two full-time staff.

ECONOMIC PAYBACK IN

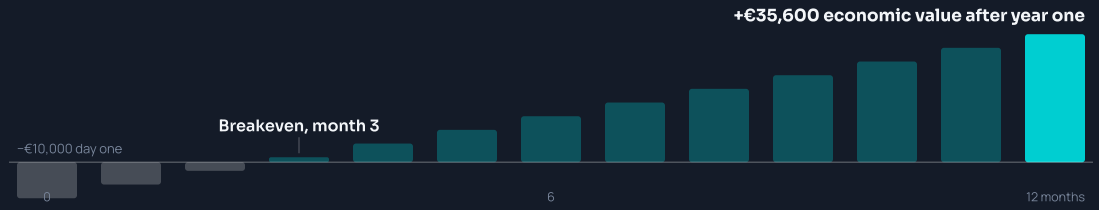
<3 mo

on a €10,000 robot

Monthly staff capacity redeployed	€4,000
ARCHTYP software subscription	−€200
Net benefit per store, per month	**€3,800**

+ €800 to €1,200 extra store sales per month, upside not counted

// CUMULATIVE ECONOMIC VALUE PER STORE



Measured at Dormeo Slovenia. The value is redeployed staff capacity, not headcount removed, at fully loaded labour cost. Varies by country; methodology on request.

// BUSINESS MODEL

Recurring software revenue on every active robot.

OEM manufactures. Distributor sells. ARCHTYP bills the end customer and owns the software relationship for the life of each deployment.

€200

PER ROBOT, MONTHLY

Recurring software subscription

€2,400

GROSS PLATFORM ARR

€1,920 recognized by ARCHTYP on ALTO units

50 to 70%

SOFTWARE GROSS MARGIN

Models, hosting and support

25%

TO THE DISTRIBUTOR

Acquisition cost, booked in S&M

ARCHTYP bills the end customer on every unit. On ALTO units temi takes 20% of the subscription; other platforms carry no OEM share.

// GO TO MARKET

One OEM integration unlocks distributor-led deployment.

Supported OEM
temi · ALTO from Nov 2026

→

Certified config
ARCHTYP runtime

→

Distributor
sells regionally

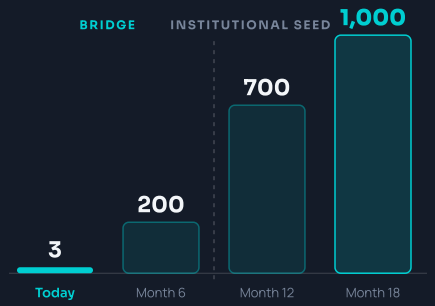
→

Retail chain
installs on site

→

€200 / robot / mo
recurring software

// DEPLOYMENT RAMP



The bridge funds 3 → 200 robots and proves the deployment engine. The seed funds 200 → 1,000.

// WHAT DRIVES IT

200 Dormeo phase 1, on the supported platform

700 Dormeo expansion plus first distributor accounts

1,000 Multiple customers across 2+ markets and OEM platforms

Dormeo and distributors handle physical installation; ARCHTYP provisions and monitors the software remotely. Standard provisioning takes days; deeper enterprise integrations vary by system.

// TECHNICAL MOAT

Our edge is knowing who to listen to.

95%

Right person selected in a crowd, via a directed microphone

60

languages, out of the box

WHY IT COMPOUNDS

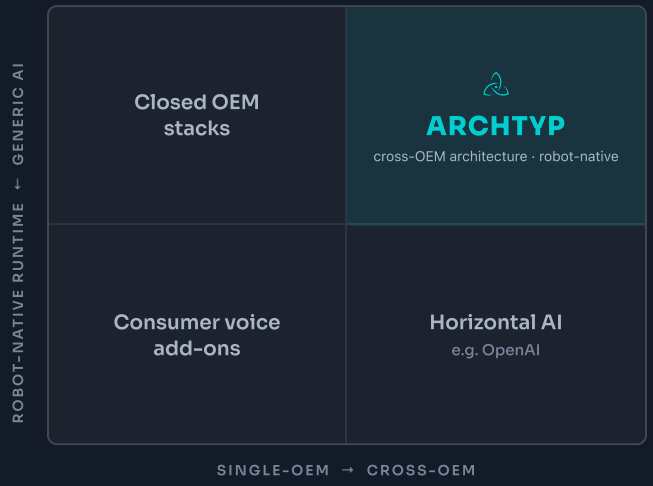
- Growing installed base and switching cost
- Deeper OEM and enterprise integrations
- Deployment know-how across environments
- Permitted interaction data that sharpens the runtime

Selection accuracy measured on an internal benchmark under representative retail-noise conditions with multiple simultaneous speakers. Developed with the Jožef Stefan Institute (IJS), one of Europe's leading research institutes. IP assigned to the company.

// COMPETITION

The neutral, cross-OEM layer remains open.

Closed OEM stacks lock you to their hardware. Horizontal AI is a supplier, not a robot runtime. ARCHTYP is the neutral layer: cross-OEM by architecture, live on temi hardware today, with second-OEM production validation funded by this round.



// MARKET

Retail alone is a large recurring software business.

LOI network, base case
1,100 stores × 1 robot × €2,400 ARR

€2.64M
gross ARR, one robot per store

LOI network, full expansion
Up to 4 robots per eligible location, multi-zone

up to €10.6M
gross ARR at full density

Beyond the beachhead
European retail chains and service robotics, same runtime

Platform
upside on the same €2,400 unit

Bottom-up from €2,400 gross ARR per robot; ARCHTYP recognizes 80% on ALTO units, so €2.11M base case. The €10.6M is an illustrative four-robot upside on a non-binding LOI.

// THE OPERATORS

Operators who ship robots and software.



Amadej Pozelnik
CEO
Robot distribution and retail deployment.



Klemen Gradišar
COO
OEM, distributor and international partnerships.



Blaž Bračko
CTO
Cognitive architecture and the speaker-selection stack.



Jure Labrović
LEAD ENGINEER
Production software and robotics.

// RISKS

Three risks decide the outcome. The bridge is designed to retire them.

RISK 01

Commercial conversion

WHAT WE KNOW

Three paid production deployments plus a signed non-binding 1,100-store LOI.

THIS BRIDGE PROVES

First LOI stores go paid and live, with a rollout we can repeat.

RISK 02

ALTO industrialisation

WHAT WE KNOW

Live in production today. temi funds ALTO industrialisation.

THIS BRIDGE PROVES

ALTO reaches production and the first units run reliably. Multi-OEM scale comes with the seed.

RISK 03

Economics & compliance

WHAT WE KNOW

Software margin 50 to 70% in pilots. EU hosting with GDPR-aligned data controls.

THIS BRIDGE PROVES

Margins hold as the fleet grows, with documented DPA and privacy controls.

// THE RAISE

€800K

A milestone bridge: turn the first stores of our signed **1,100-store LOI** into paid production, and launch ALTO. **Three things we prove before the seed.**

SAFE · €5M cap

€400K committed · €400K open

Alongside the round, temi puts **~€200K** into ALTO industrialisation. Non-dilutive product capital: no equity money funds a factory.

USE OF FUNDS

R&D and cognitive stack	**€320K**
Channel sales and customer conversion	**€240K**
OEM integrations & deployment ops	**€160K**
Compliance and IP	**€80K**

WHAT THE BRIDGE UNLOCKS

COMMERCIAL	First LOI stores paid and live, with a rollout we can repeat.
PRODUCT	ALTO launched, with unit economics proven on the first paid fleet.
SEED TRIGGER	Institutional seed in **Q1 2027**, already half soft-circled. That round funds **1,000 robots** and **€2.4M gross ARR**.

WHY BRIDGE, NOT SEED, NOW

All three land in the next six months. The bridge pays for validation, so the seed pays for scale.