



Episode #6 – How a drone company overcame the limitations of indoor applications for restaurants, warehouses, with Junyang Woon, of Infinium Robotics, Singapore

KEY TAKEAWAY*

- Indoor applications → public safety, regulations, privacy issues outdoors more worrisome → focusing on logistics (in warehouses stock-taking) → automating it with robotics (drones); restaurants (transporting food)
- Problem indoors: GPS positioning that works outdoors doesn't really work indoors
- Innovations: anti-collision trajectory planning for drones, new positioning technologies
- Indoors: flying indoors is outside the jurisdiction of the civil aviation authorities
- Further motivation for founding: Junyang has a military background where he used drones; from Singapore where there's high labor wages → government supports productivity increasing technologies (e.g. robotics)
- Business model: validated by getting industry data (wages, costs, etc), and by familiarizing with the mindset of the customers and talking to them
- Founding: after validating technology
- Manufacturing: mainly in Singapore (low quantities, close to R&D → better control of quality), later perhaps in China, Taiwan

* excludes the "ultrafast round"