

# EVALUATION CHECKLIST

**Instructions:** Use this checklist to evaluate the technical depth, scalability, and long-term viability of robotics investments:

## 1. Talent & Technical Strategy

- ☐ Does the team cover all core disciplines – AI/ML, control policy, manipulation, locomotion, hardware, supply chain?
- ☐ Are technical leaders forward-looking, not just credentialed?
- ☐ Is the model architecture modern and generalizable?
- ☐ Are hiring and strategy decisions aligned with the company's long-term vision?

## 2. Benchmarking Capabilities

- ☐ Have you seen the robot in action in person?
- ☐ Is the demo staged, sped up, teleoperated, or overly polished?
- ☐ How does the company define and measure:
  - ☐ **Quality** – Task accuracy
  - ☐ **Throughput** – Tasks per hour
  - ☐ **Robustness** – Autonomy and error recovery
- ☐ What's the intervention rate and task success/failure rate?

## 3. Training & Deployment

- ☐ How long does training take – for core tasks, incremental tasks, and in new environments?
- ☐ What's the feedback loop between deployment and model improvement?
- ☐ Is the deployment model scalable (vs. one-off installs)?
- ☐ How long does it take to move from pilot to full production?

## 4. What's Under the Hood

- ☐ What is the underlying model architecture and why was it chosen?
- ☐ What's the real-world vs. simulated data split? Is the data proprietary or differentiated?
- ☐ How much data was required to get to current performance?
- ☐ Is there a strong feedback loop to continuously improve the model?

## 5. Market Validation

- ☐ What ROI does the robot provide? What labor cost or pain point is it solving?
- ☐ How large and generalizable is the market opportunity?
- ☐ What are customers saying about pilots and future rollout potential?
- ☐ Is the company focused on solving “dull, dirty, dangerous” jobs or replacing repetitive labor?

## 6. Hardware Approach

- ☐ Is the company building its own hardware, or partnering?
- ☐ How tight is the feedback loop between software/model and hardware?
- ☐ Is the custom hardware justified by performance, cost, or use-case specificity?
- ☐ Does the team have in-house hardware expertise?

