

Distributor Channel Second Pass

Commercial Robotics - Public-Source Demonstration

PUBLIC-SOURCE DEMONSTRATION | INDEPENDENTLY PREPARED
NOT CLIENT WORK | NOT A QUALIFIED DISTRIBUTOR RECOMMENDATION

Independently prepared from public information. This demonstration was not commissioned, approved or endorsed by Hivebotics or any named channel company. Named organizations appear only because their public information was analyzed.

PUBLIC TRIGGER Public source [1] reports a US\$6M Series A on 4 Sep 2026 and states that funding supports Abluo volume production and distributor-network expansion across four core markets. The four markets were not publicly named.

ILLUSTRATIVE U.S. SCOPE The U.S. was selected only as an illustrative geography based on public U.S. office and North American activity signals. The public material reviewed was not sufficient to establish current distribution relationships; no inference of presence, absence or internal geographic priority is made.

1 ROBOTLAB	2 BRADYPLUS	3 NASSCO
Commercial robotics integrator / distributor Nationwide U.S. (all 50 states) PUBLIC SIGNAL Commercial robotics integrator / distributor with a nationwide U.S. footprint. CHANNEL CAPABILITY Deploys, trains and services commercial robots nationwide. PORTFOLIO OVERLAP / CONFLICT Public portfolio includes Gausium, Pudu and CenoBots; overlap creates a material fit question. PUBLIC PATH Public manufacturer-partnership route plus partner/contact team. WHY INVESTIGATE Complete channel stack: sell + deploy + train + service + support. WHY IT MAY NOT FIT HIGH overlap/conflict risk. Existing autonomous-cleaning brands may create compatibility, exclusivity or commercial-redundancy constraints that require validation. UNRESOLVED QUESTIONS Appetite for another cleaning OEM? Is restroom-specific differentiation strong enough? CONFIDENCE HIGH on channel capability; fit unresolved. SOURCES [3] robotlab.com/partnership robotlab.com/manufacturers	Large JanSan / facility-care distributor Nationwide U.S. customer footprint PUBLIC SIGNAL Large facility-care distributor with a nationwide customer footprint. CHANNEL CAPABILITY Large facility-customer base; equipment sales and service are core capabilities. PORTFOLIO OVERLAP / CONFLICT Public autonomous-floorcare portfolio includes Kärcher, Tennant, CenoBots, Pudu and Gausium. PUBLIC PATH Corporate contact route; public equipment material identifies sales/service leadership. WHY INVESTIGATE Direct access to professional-cleaning buyers plus established service infrastructure. WHY IT MAY NOT FIT HIGH overlap/conflict risk. Incumbent OEM relationships may make another offer complementary or commercially redundant; the public material does not resolve that question. UNRESOLVED QUESTIONS New-vendor appetite? OEM restrictions? National-vs-regional onboarding constraints? CONFIDENCE HIGH on channel capability; MEDIUM on fit. SOURCES [4] bradyplus.com/equipment-accessories BradyPLUS Robotics	Regional janitorial equipment distributor + service Midwest-centered: WI / IA + parts of IL, MN, MI PUBLIC SIGNAL Regional janitorial equipment distributor and service provider. CHANNEL CAPABILITY Sells autonomous floor equipment, runs demos and provides factory-trained service. PORTFOLIO OVERLAP / CONFLICT Public autonomous portfolio includes CenoBots, Kärcher and Nilfisk. PUBLIC PATH Public "Connect with a Janitorial Expert" / demo plus equipment-service routes. WHY INVESTIGATE Smaller footprint may support a regional channel-test hypothesis rather than a national solution. WHY IT MAY NOT FIT MEDIUM-HIGH overlap/conflict risk: narrower geography plus incumbent brands; Kärcher overlap warrants validation. UNRESOLVED QUESTIONS Manufacturer conflict? Territory/service appetite for a restroom-specific robot? CONFIDENCE MEDIUM-HIGH on the regional hypothesis; not a national answer. SOURCES [5] nasscoinc.com [2] hivebotics.com/technology

SECOND-PASS DECISION VALUE screen plausible channels -> verify public evidence -> expose conflicts -> surface unresolved questions -> focus senior review on candidates worth further validation

[1] Vertex Ventures / Hivebotics Series A, 4 Sep 2026 | [2] Hivebotics public Contact / Partner / Technology pages | [3-5] candidate public websites cited above

Evidence boundary: public sources only; no client data or private company data. Assessments are bounded hypotheses to validate. No claim that any candidate is qualified, interested, available to partner, or among the best; no claim about any current distribution relationship or commercial outcome.