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3/12/2019

Re: GURU for small business engineering solutions

Hi, my name is [REDACTED] and I am the owner of a small engineering services company called [REDACTED] in Seattle, WA. Our business focus is providing high end thermal and structural analysis for customers in aerospace, oil and gas, and technology development. This kind of work is highly specialized and requires an immense amount of technical expertise, exorbitantly priced software, and performance computing resources. For these reasons, it is rare to find smaller organizations that offer this kind of work on contract, and we often find ourselves overloaded and asking potential clients to come back months down the road. Those potential clients, without the resources to perform the work themselves, and without an alternative option for someone to hire, are often forced to just wait.

It's easy to understand how an engineering assistant like GURU could be helpful. Rather than wait for availability at [REDACTED], our clients could use GURU to find some answers for themselves at a potentially significantly lower cost. [REDACTED] can still be available to help solve the most complex and difficult questions, but the client will be more knowledgeable about what their needs are, and the workload for [REDACTED] will be less. [REDACTED] will be able to service more clients at a higher level, and some clients might find GURU helpful enough to satisfy all their needs. In general, the entire engineering process will be more streamlined, more cost effective for the client, and more efficient for everyone.

Best Regards,



[REDACTED]