To whom it may concern,

I have recently been contacted by Allan Grosvenor at Microsurgeonbot about the possibilities of using their tech to improve the efficiency of the company in a few ways. I am a Mechanical Engineer at [redacted] Company. We do everything for the manufacturing and design of a pump, accept poor the raw castings. We have manual and CNC mills and lathes running 8 hours a day 5 days a week. We also do all the design and development of our pumps in house. Our test lab has recently been renovated to be up to the latest industry standards. We are interested in seeing how their GURU system might improve efficiencies in our process.

From and R&D perspective, their software seems very powerful and useful. We are just starting our use of computational fluid dynamics software in our design process. The learning curve for this software is very steep. We are by no means efficient in our use of the software. GURU looks to have an impressive interface that would help us speed up our R&D process. With this help we could speed up our design process, and get products to customers faster. We are interested in applying this tech to our process to improve outcomes.

We are interested in exploring the efficiency improvements that can be had in manufacturing.. The cost of powering all our machines is not cheap. This process I am a little less familiar with, but GURU will look to help us improve our efficiencies through scheduling and other means. If this is true it will lower our cost and possibly our power consumption. I can see how if many companies were taking advantage of this software, then the demand on the power grid would be lower during business hours. This would benefit the average ratepayer. It seems to be beneficial for everyone involved.

I hope Microsurgeonbot and GURU get to move forward in the CalSEED process. We here at [redacted] are always looking for ways to more efficiently do business. We look forward to a future partnership with GURU. Thank you for taking the time to read this letter.

Cheers,

[redacted]