

We are not simply looking for an investor, but for a reliable partner to rethink manufacturing

IntegralQ connects legacy injection molding, CNC, and other industrial machines to modern data collection, dashboard, ERP, and MES environments without machine modification. The product family has two main heads: Universal Gateway and CNC Gateway. We now need a partner who can help us move to market quickly, with focus and long-term commitment.

EUR 350–450

one-time hardware package /
machine

EUR 15–25 / month

SaaS / Cloud revenue per machine

50 customers

first commercial target in the CEE
region

Problem

Many factories still run 10–20 year old injection molding or CNC machines that remain mechanically sound but cannot connect to modern enterprise systems. New machines are expensive; manual data collection is slow and inaccurate.

Solution

Non-invasive retrofit data capture via USB / RS232 plus GPIO-based signal capture. No PLC or CNC controller changes, no full machine replacement, and faster deployment.

Competitive edge

- brand-agnostic for mixed machine fleets
- valid for both data-port and signal-port machines
- hardware + cloud + support in one model

Business model

- estimated 70%+ hardware gross margin
- estimated ~90% software gross margin
- custom integration engineering fees

Roadmap

- 0–6 months: 10–15 machine pilot
- 6–12 months: CE / EMC + manufacturing prep
- 12–18 months: first 50 paying customers

Ideal partner profile

- fast decision-making and active collaboration
- industrial network or pilot access
- B2B go-to-market and sales experience
- not passive capital, but shared momentum