



cableteque

Bridging the Gap Between Designs and Manufacturers in the \$100B Wire Harness Industry

www.cableteque.com

Problem :

The Billion-Dollar Impact of Harness Failures

Industry Examples



Boeing 737 MAX:

Grounded fleet, \$billions lost, 346 lives lost



Toyota:

9 million vehicles recalled, \$2 billion in lost sales



F-22 Raptor:

5-month fleet grounding, \$hundreds of millions lost

Systemic Issues:

- Rapid changes in high-tech environments
- Lack of specialized expertise
- Disconnected design and manufacturing processes

Industry-Wide Impact:

- Product launch delays
- Increased costs
- Reduced quality
- Lower profit margins (10% vs potential 40% EBITDA)

30%+ wire harness designs contain critical errors
\$100B+ wire harness industry lacks efficient, integrated solutions

Introducing Cableteque : Cloud-Based Wire Harness Optimization Platform



Quick turn Quoting

- Transform customer data (even in pdf) to an automated material quote in minutes
- Simulate labor processing time estimation
- Identify missing parts and processes & Define specialized tooling



Real-time Design Validation

- Ability to read and interpret customer drawings automatically
- Optimized real-time supply chain data
- Special algorithms for manufacturing process estimation



OEM-Manufacturer Collaboration

- Streamlined communication
- Efficient design-to-manufacturing process
- Enhanced product quality and market readiness



AI Design Assistant (Future)

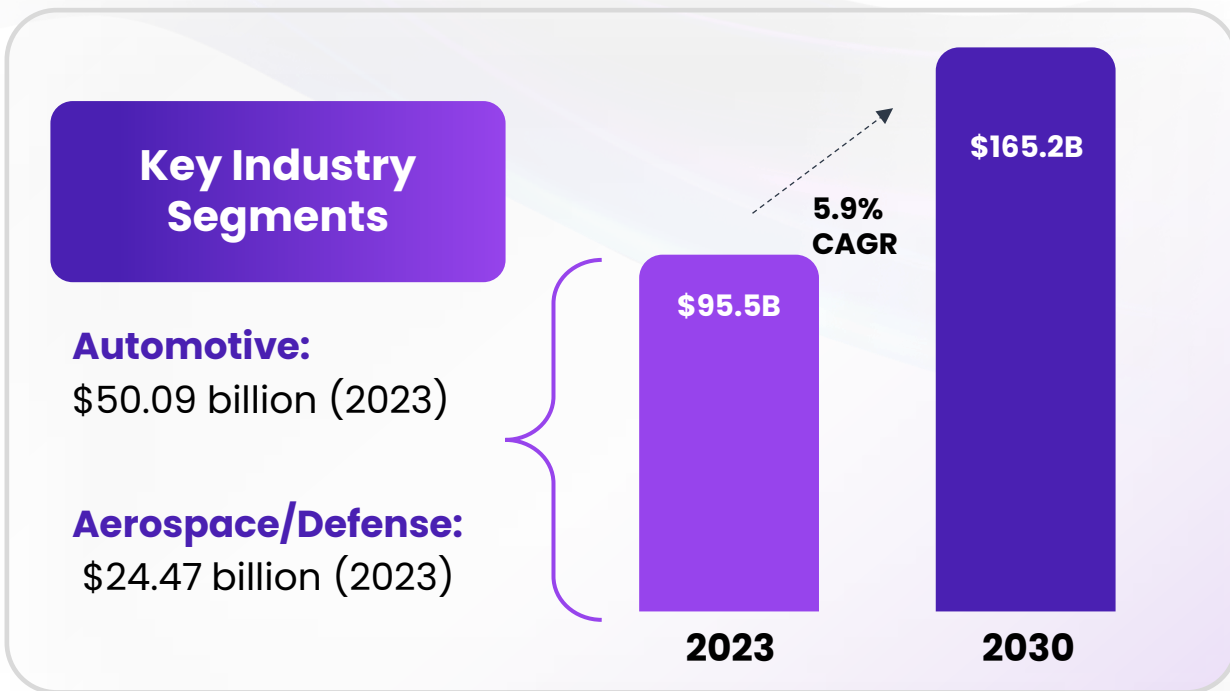
- ML-driven optimization
- Predictive issue analytics
- Automated harness generation

Disruptive, Efficient and Scalable

Cableteque is revolutionizing wire harness design, bridging the gap between OEMs and manufacturers to **eliminate errors, slash costs, and accelerate time-to-market in the \$100B+ industry**

Tapping Into a Massive, Growing Market

Initial focus: Emerging tech OEMs and specialized manufacturers



Addressable Market

- Potential customers: 50,000+ globally
- Market Drivers: Increasing electrification across industries
- Growth in autonomous vehicles and systems
- Rising complexity in aerospace and defense technologies
- Demand for more efficient and reliable electrical systems

Cableteque's Opportunity

Capture significant market share in rapidly growing segments

Potential to become the industry standard for wire harness design and validation

Expand from initial segments to broader market application

Scalable Revenue Streams Across the Wire Harness Ecosystem

Revenue Models

Manufacturer Subscription Model

\$600/month per organization (Annual Commitment)
 \$300/month for each additional seat
 Target users: Engineers, supply chain, and quality groups

OEM Pay-Per-Use Model

Flexible pricing based on usage
 Encourages adoption and scales with customer growth

Future Revenue Streams

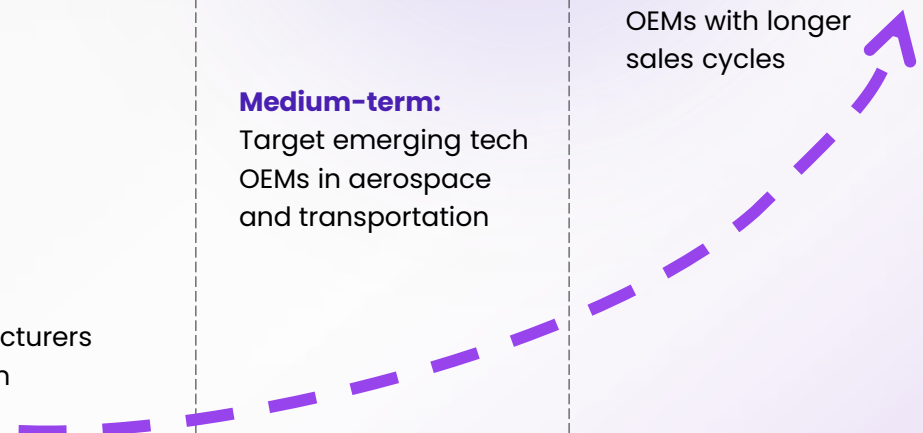
Data-as-a-Service for the wider industry
 Potential licensing to CAD tool providers
 Matching Suppliers with Demand

Go-to-Market Strategy

Short-term:
 Focus on manufacturers
 for quick adoption
 and feedback

Medium-term:
 Target emerging tech
 OEMs in aerospace
 and transportation

Long-term:
 Expand to enterprise
 OEMs with longer
 sales cycles



Value Proposition:

For OEMs:
 Reduce design errors, accelerate
 time-to-market, optimize costs

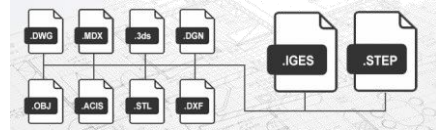
For Manufacturers:
 Improve quote accuracy, reduce rework,
 enhance profitability

Transforming the Quoting Labyrinth into a 30-Minute Breeze

Cableteque's Revolutionary Quoting Solution for the contract manufacturers:

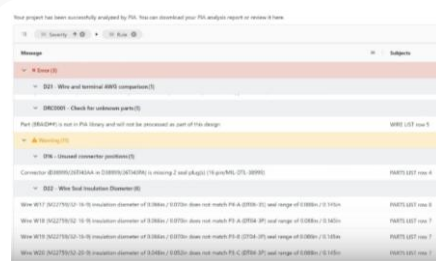
Instant Design Import

- Automatically converts OEM PDFs to CAD format
- Eliminates 2+ days of manual recreation



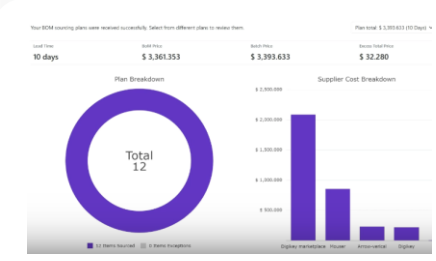
AI-Powered Analysis

- Rapidly identifies design specifications and requirements
- Flags potential issues or missing information



Automated Component Sourcing

- Real-time integration with supplier databases
- Instant pricing and availability for thousands of components



Intelligent Labor Estimation

Accurate time estimates based on historical data

Compliance Check Automation

Dynamic Cost Calculation

One-Click Review and Approval

Instant Quote Generation

Reduces 7-10 day process to just 30 minutes

Frees up senior engineers for high-value tasks

Increases quote accuracy and win rates

Leadership Team & Financial Projections



Arik Vrobel, Founder & CEO

30+ years as a wire harness industry leader Former CEO of El-Com Systems (sold to Aptiv/Delphi in 2021) Deep relationships with Fortune 500 clients and tech companies Personally invested \$3M to seed Cableteque

Key Team Members



Ofer Amram
Chief Financial Officer



Joel Pointon
Director of Product



Viktoras. K
Director of Engineering



Yuval Aronoff
Director of Data



Dipak Shah
Financial and Technology SaaS leader



Jon Collins
Wire Harness software expert

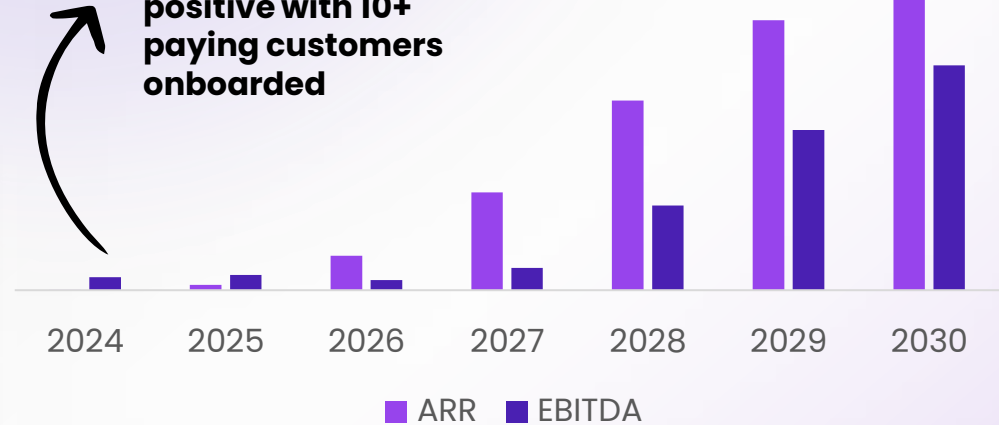


Rashesh. M
Executive VP at Aveva/Schneider

Key Team Members

Financial Projections

We are revenue positive with 10+ paying customers onboarded



Key Milestones

2024

Baseline Product release, Extensive Customer testing

2025

\$1M ARR by the end of 2025
Scaling data, Focus on PMF, Partnerships/plugin-ins, Developing sales channel

2026

\$2M ARR with 250 customers in the first half of 2026
New functionality, Community hub, Consulting, Co-Pilot

2027

Generative design, New revenue streams

We are raising for rapid scale

Raise

\$5.0M

Discount

20%

*\$4.5M in UOP & \$500K in AI Development.
Founder has previously invested \$3M in the Seed round*

Targeting Investors with

Understanding of B2B engineering software space

- ➔ Experience with SAAS
- ➔ Familiarity with manufacturing & hardware platforms

Development of supply-chain, manufacturing, and data scaling

\$2M

Customer acquisition & marketing infrastructure

\$1.5M

Scaling of data library

\$1M

FUND ALLOCATION



cableteque

Join Us!



Experienced team



Clear path to scale



Massive market opportunity



Multiple exit routes



Competitive advantage



ARIK@CABLETEQUE.COM



714-231-7263



WWW.CABLETEQUE.COM