



# InX Tech Business Information

SEPTEMBER

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## InX Tech General Information

InX Tech is an early-stage start-up based in the UK at Imperial College London.

Our team consists of 5 members with expertise in mechanical and electrical engineering, and geophysics.

We are currently at the pre-seed stage. Thus far we have received £1000 in pre-seed funding, with £500 from an angel investor who is now one of our advisors, and the other £500 as prize money from one of our pitches. We are aiming to raise more in our funding rounds via grants and angel investors.

We have a number of partners, including Innovate UK Edge, Coastal Impact (an Indian NGO), and a team of advisors (mentioned later in the document)

We are also receiving support and technical expertise from the Offshore Renewable Energy Catapult (OREC), as well as being in discussion with Seabed 2030 to sign a memorandum of understanding at the 2023 Map the Gaps Symposium in Monaco.

## The Team

### Aryan Shah - CEO



[aryanshah@inxtech.org](mailto:aryanshah@inxtech.org)

Aryan is an Earth and Planetary Science student at Imperial College London with a vision to see a change in the way we think about our oceans.

As an ex-Business Division Lead at the Karman Space Programme and one of the winners of the UKSA's SateLife 2022 Challenge, he hopes to bring both his business and technical skills to the team, whilst pushing the vision forward.

### Andrew Boyd - COO



[andrewboyd@inxtech.org](mailto:andrewboyd@inxtech.org)

Andrew is an Earth and Planetary Sciences student at Imperial College London and is profoundly passionate about combining his experience with design and mechanical engineering with ocean technology innovation. A deep love for the seas and the impact of our technology brought the idea to life. His tenacity, engineering design skills and forward thinking are what propels our technology into the market.

### Aditya Deshpande - CTO



[adityadeshpande@inxtech.org](mailto:adityadeshpande@inxtech.org)

Adi is an Electrical and Electronics Engineering undergraduate at Imperial College London with experience in prototyping and product development. Valuing simplicity, as the CTO, he will be working on designing practical, cost-effective systems that imbue convenience for the final user. He is passionate about the implementation of technology in the fight against climate change and believes our innovative integration of technologies in the maritime surveillance industry is the right step forward.

**Rohan Berry – Integration lead**



[rohanberry@inxtech.org](mailto:rohanberry@inxtech.org)

Rohan is a mechanical engineering student at Imperial and his role at InX is as a dynamic operations lead. Responsible for managing the day-to-day operations and ensuring the smooth functioning of the business. Working closely with the CEO and other members of the team to develop and implement strategies that support the overall growth and success of the company. His engineering background also helps him support the head of engineering and contribute to improving the product design.

**Aditya Prakasan – Development Lead**

Aditya Prakasan, a Mechanical Engineering student at Imperial College London, is responsible for Business Development and Design Ideation at InX Tech. As the Design and Development Lead, he integrates innovative engineering solutions with his passion for green energy and ocean exploration.



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## Our Advisors

*Amit Dodhia – General Advisor*



[More info](#)

*Dr Sujit PB – Industrial Advisor*



[More info](#)

*Nigel Brandon OBE – Technical Advisor*



[More info](#)

*Terry Sloane – Industrial Advisor*



[More info](#)

## The Mission

Our goal at InX Tech is to provide cleaner, cheaper, and more accessible offshore surveys for our customers all over the world. We aim to do this using Hydrogen fuel cells.

Our team is driven by our shared passion for the deep sea and technology. We have a unique blend of experience and are committed to pushing the boundaries of deep-sea tech.

We want to disrupt the industry by making offshore surveys of any nature accessible to as many people as possible, because only then, through collaboration and an exponentially greater involvement, can we achieve our target of a fully mapped ocean by 2030, as well as significant progress towards the green energy transition. We want to pioneer the use of clean technologies in maritime operations and show the world that it can be done.

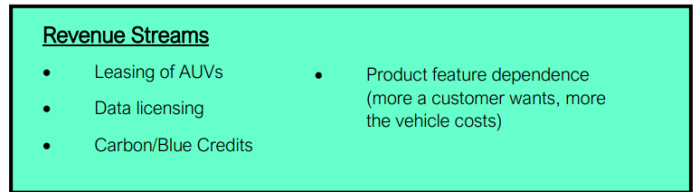
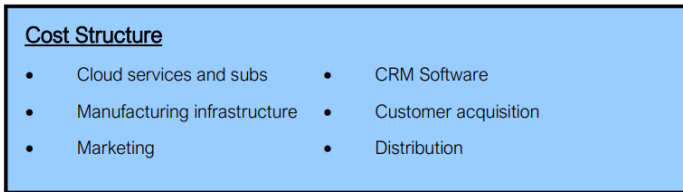
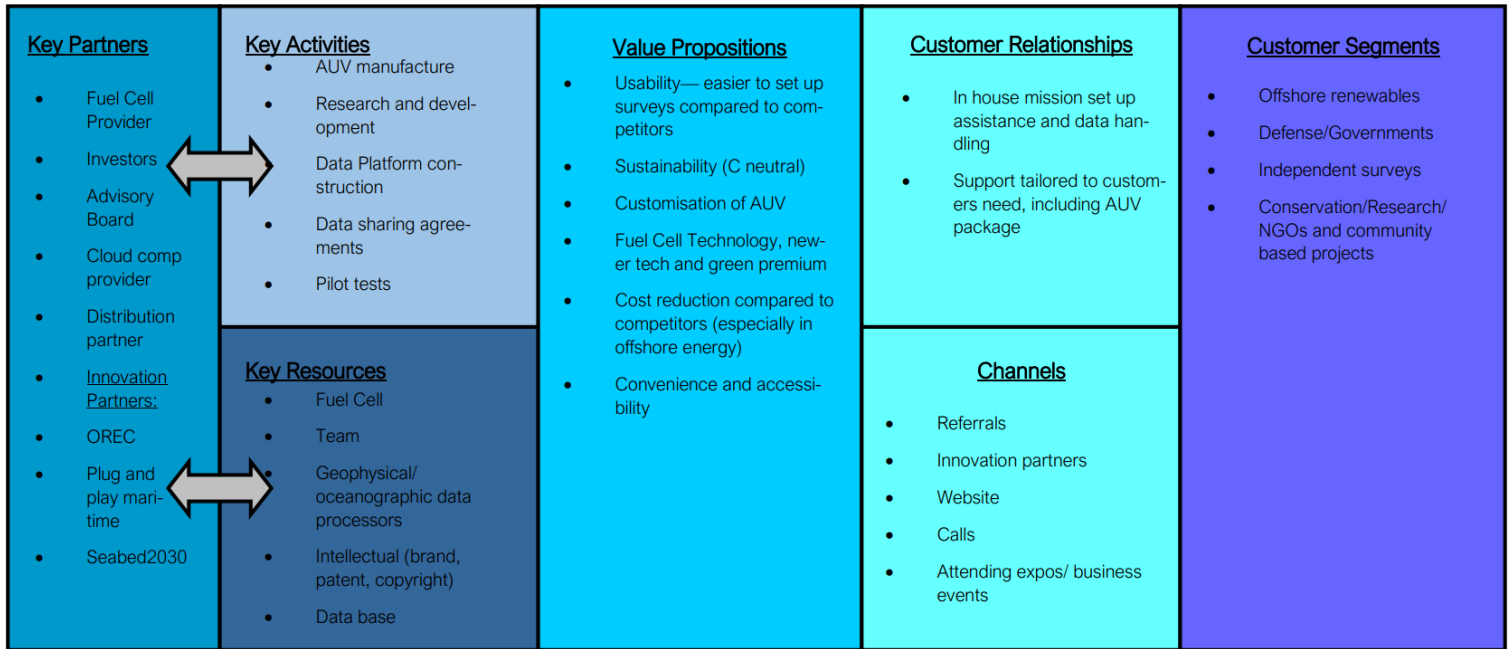
Make ocean surveying cheaper, more accessible, and greener

Diversify the ocean tech industry

Push the boundaries of ocean technology to fully map the ocean by 2030

**InX Early Stage Business Model Canvas**

Details to be added after review



**Revenue Streams**  
*(approx values only)*



Revenue streams include:

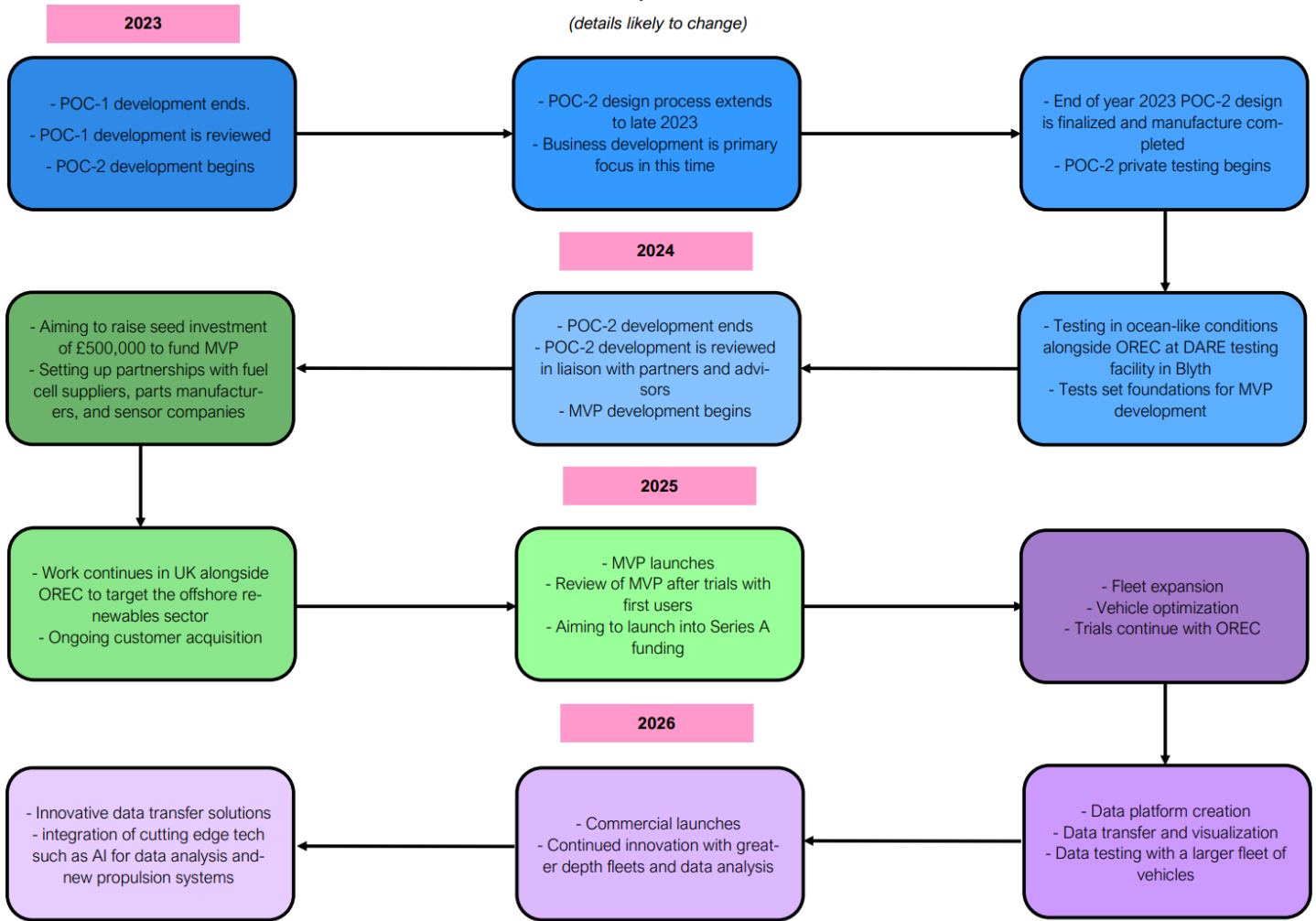
- Data licensing
- AUV leasing to customers
- Carbon credits
- Product feature dependence – cost increase as features added to AUV

Our leasing model enables vehicles to be used by customers for missions of varying lengths and costs. It allows us to build solid relations with customers, gaining their trust and delivering impactful ocean surveys for a lower cost.



**InX Roadmap and Milestones**

*(details likely to change)*



**Milestones:**

**1 – Private and public tests**

Initial tests of our POC-2 design with private team in swimming pool to demonstrate our new buoyancy engine and our real-time data transmission system.

Testing our systems in ocean-like conditions with OREC at DARE testing facility in Blyth. Taking on improvements, suggestions and pivot points from these tests will set a good foundation upon which we can continue designing our MVP

**2 – MVP Development**

We aim to raise £500k through our seed phase starting in May 2024. This will allow us to begin acquiring and manufacturing parts for our MVP. This involves setting up partnerships with suppliers for the fuel cell, the sensors, and misc materials.

We will continue operations in the UK in this stage and work with OREC to accelerate our tech readiness.

**3 – Ongoing customer acquisition**

As we develop our MVP we will be constantly establishing and planning projects with first users. We are doing our initial sea trials free of charge for these users so they can witness the technology without anything to lose. This will allow us to enter the industry on a basis of trust and solid relationships. If our initial customers are satisfied we will move into paid trials.

**4 – Commercial Launches**

Reviewing our trials with first users will yield us with a wealth of information which we can use to improve post MVP based on our customer’s preferences and needs. We will then aim to raise series A funding to fund the development of a full fleet of AUVs, greater manufacturing capabilities, as well as strengthening customer relationships. Further sea trials will allow us to expand on board features in all aspects.