



# Ronna-X LLC

Industrial Edge · Physical AI · Validation GTM

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**GTM and validation advisory** for manufacturers, energy operators, utilities, and robotics teams adopting **on-prem / edge AI, digital twins, and cyber-physical pilots**—without cloud sovereignty risk or unverified production claims. Led by a former Keysight PMM/GTM leader (**FY25 +217% · FY24 +143%**) with 20+ years from avionics-grade systems to smart-grid and SDV scale-up.

## PRODUCTIZED ENGAGEMENTS

### Physical AI Readiness Brief

**\$12K – \$18K · 2 weeks**

Use-case map, OT/IT boundaries, data readiness, pilot roadmap for robotics / vision / autonomy programs.

### GTM Positioning Sprint

**\$8K – \$15K · 10 days**

Personas, messaging hierarchy, 10-slide sales story, competitive frame for industrial AI SKUs or BU launches.

### Digital Twin & Validation Workshop

**\$5K – \$8K · half-day + memo**

SoS failure exploration methodology, KPI thresholds, evidence bundles—PoC / pilot scope only.

### Infrastructure / Smart-Grid SOW

**\$12K – \$18K · 2 weeks**

Assessment + reference model + 3 use cases for CIR, utilities, EPC digital teams (Texas A&M-aligned pilots).

### Agentic QA Narrative Pack

**\$10K – \$20K · 2–3 weeks**

Regulated-workflow story, reference architecture, enablement for energy / aerospace software suppliers.

### Monthly Advisory Retainer

**\$8K – \$12K / month**

Two days/month: VoC, launch support, partner narrative—for integrators, startups, or innovation labs.

## IDEAL BUYERS

- Manufacturing & logistics — Physical AI, AMR, vision, line reliability (8.3% adoption = greenfield GTM)
- Energy & process — digital domain narrative, OT/IT, uptime, emissions / safety analytics
- Utilities & infrastructure — ADMS, DER, grid pilots (TX-DOT / CIR / TEES ecosystem)
- Robotics & industrial software startups — lighthouse GTM before Series B scale
- System integrators — subcontract PMM / positioning (Timbergrove-class partners)

## WHY RONNA-X

**Revenue proof:** +217% YoY FY25 portfolio GTM

**Technical depth:** Digital twins, PREEMPT\_RT edge, SoS validation

**Guardrails:** No false certification claims; methodology & advisory

**Ecosystem:** ACM Detroit, DEKRA, Deloitte, Capgemini, 5GAA

**Texas base:** Houston metro · College Station · Austin triangle

**Also seeking:** Full-time Sr PMM (open to W-2 after engagement)

Net 15 · Fixed-fee SOW · NDA on request

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