Scale the provision of monitoring and fault reporting services in industrial plants to Vaca Muerta (Argentina) and to Spain

1. DESCRIPTION

The energy sector is an extremely competitive market with high operational costs, primarily due to delays in fault detection and problems in installed infrastructure, as well as repetitive and hazardous tasks for operators.

Control systems based on sensors and software are often very expensive to install and operate, which increases the capital expenditure (CAPEX) of such projects.

To address this issue, Uali developed a virtual management platform that integrates data from robotic devices operated by the company—either autonomously and/or manually—and transforms it, through AI models, into actionable information for users. This enables quick detection of faults and issues, reducing infrastructure maintenance time and costs.

The system is easy to integrate with platforms already used by companies and also allows quick access to images and data to detect incidents and critical events such as gas leaks, water seepage, pipe ruptures, oil spills, or for preventive purposes, such as monitoring wind turbine movements, the condition of high-voltage power lines, among others.

2. BUSINESS MODEL

The business model consists of the sale of:

1. Monitoring and reporting service contracts for a minimum period of 24 months, through which Uali operates the devices, processes the data, and delivers insights to the client;

2. Follow-up, monitoring, and training contracts for a minimum period of 12 months, where the operation is handled by the end user;

3. SaaS contracts, where the client simply connects their data to the platform without Uali operating the robots.

To a lesser extent, the service can be provided on an ad hoc basis for specific case analysis. However, due to high demand, Uali prioritizes established clients and cases where it can add significant value.

The services are focused on gas detection, pipeline inspection, monitoring of critical assets, wind turbine motion tracking, methane quantification, project follow-up, and topographic studies.

3. FUNDING

To date, Uali has raised USD 2.2 million from the founding partners, tech company Globant, Colombian fund EWA, and angel investors from well-known companies like Etermax, Dafiti, Osana, and others.

These funds have enabled the development of the platform and the launch of service operations in Argentina and Spain.

In the near future, Uali is considering opening a small funding round of approximately USD 2,000,000–3,000,000 with the aim of strengthening the team, incorporating new professionals, and implementing technology in Vaca Muerta, Argentina—currently the area with the highest commercial and operational traction—as well as expanding operations in Spain.

4. INVESTOR PROFILE

The ideal investor profile includes technology companies, oil and gas sector firms, or venture capital (VC) funds specialized in the field and in the Climate Tech category.

5. EXECUTION PLAN

So far, Uali has achieved the following:

-Built a solid and recognized team;

-Developed the platform with the services described above;

-Established itself as a reference in the Climate Tech category;

-Secured top-tier clients with signed contracts.

In the future, with the funding sought, Uali aims to:

-Add new professionals and value-added services;

-Acquire technology to scale with existing clients;

-Scale operations primarily in Vaca Muerta, Argentina, and Spain.

6. ADDITIONAL BACKGROUND

-Uali was awarded most innovative in the Green and Renewable Energy sector at the G20 Digital Innovation Network;

-Showcased its technology at EGT Poland - Energy Environmental Technology Green Transformation, featuring over 174 companies from Europe and Latin America;

-Finalist at the South Summit Bilbao in November 2022 in the Energy Transition category;

-Recognized as one of Spain's Top 100 Best Ideas of the Year by Actualidad Económica for its Wind Turbine Motion Monitoring project.

-Other awards and recognitions include:

-Wayra Germany: 10 Years Innovation Journey;

-El Cronista (Argentina): featured in the article Startups to Save Argentina;

-New Energy Challengers: Finalists in Energy and Innovation;

-100 Ideas: Winner in the "Most Innovative" category;

-Santander X: Semifinalist in Innovation;

-Itaú Cubo: Selected to be part of the innovation ecosystem.

Perfil

Uali is a Climate Tech startup officially founded in 2021 that combines Robotics, IoT, and AI with the goal of providing information to the energy industry to support decision-making in areas such as prevention, mitigation, and correction of malfunctions. This results in process optimization, achieving greater effectiveness and efficiency in control, shorter response times, reduced costs, and enhanced safety.

The company is composed of a team of nearly 40 professionals with expertise in key areas such as robotics, artificial intelligence, and data, as well as marketing and business. Uali currently has branches in the United Kingdom, Spain, and Argentina. The company stands out for having major energy companies as clients, such as Pan American Energy, Shell, Repsol, YPF, and tech firms like Telefónica.

Uali's leadership team includes:

Diego Montesano, co-founder responsible for marketing, human resources, and sustainability. He holds a postgraduate degree in Internet Marketing, an MBA in Marketing Management, and a Bachelor's degree in Social Communication. Full-time.

Ian Bogado, co-founder and CEO, holds a degree in International Trade with additional studies in Data Science and Cloud Architecture. An expert in leading international business strategies, he leverages his technological background to drive Uali's growth. Based in the United Kingdom. Full-time.

Amelia Balsamo, Uali’s CTO based in Munich (Germany), previously spent a decade at IBM as a Solutions Architect. With expertise in storage systems, IoT, cloud, and cognitive computing, Amelia leads Uali’s technical initiatives, emphasizing innovation and industry collaboration. Full-time.

The nearly 40-member team includes trained pilots, software engineers, AI specialists, and robotics experts, as well as professionals in HR, communications, and finance. The team is committed to continuous improvement. We have a diverse team that aligns technology with sustainable energy solutions, addressing the ever-evolving needs of energy companies around the world.