



THE PRESSURE

Harvesting is still the bottleneck in high-value crops.

Glasshouses and vineyards can invest in climate, irrigation, genetics and logistics, but the final step still depends on scarce seasonal labor.

Labor

Growers face chronic worker shortages during narrow harvest windows.

Timing

Missed harvest timing means lost quality, lost kilograms, and operational stress.

Capex

Most growers cannot justify large upfront robotics purchases before reliability is proven.

HIGH-VALUE CROP HARVESTING, REINVENTED

Robotic harvest fleets for growers who cannot find enough hands.

Harnix combines semi-autonomous field robots, human teleoperators in Moldova, and a per-kilogram commercial model. We are actively raising our pre-seed round now.

HARNIX



Harvix greenhouse platform prototype



THE SYSTEM

Semi-autonomous robots, backed by remote human judgment.

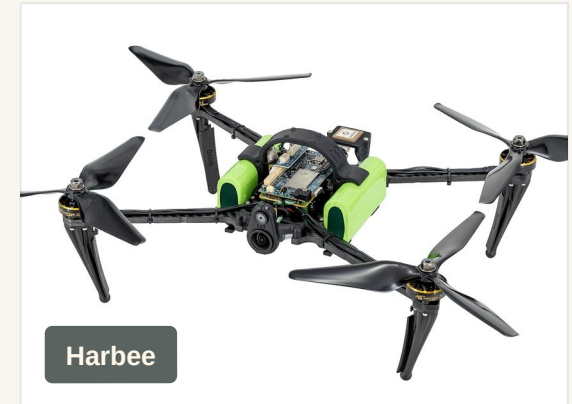
Robots handle repeatable picking. Edge cases are pushed to a global queue and resolved by trained teleoperators working from Moldova.

Fleet operation

Edge-case queue

Pay per kg harvested

One architecture, four roles in the harvest workflow.



Harvix

Pipe-rail telerobot for greenhouse tomatoes, peppers, cucumbers and strawberries.

Harvier

Tracked outdoor platform for uneven terrain, starting with table grapes.

Harpoon

Smart scissors that captures cutting data with 3D vision and inertial sensors.

Harbee

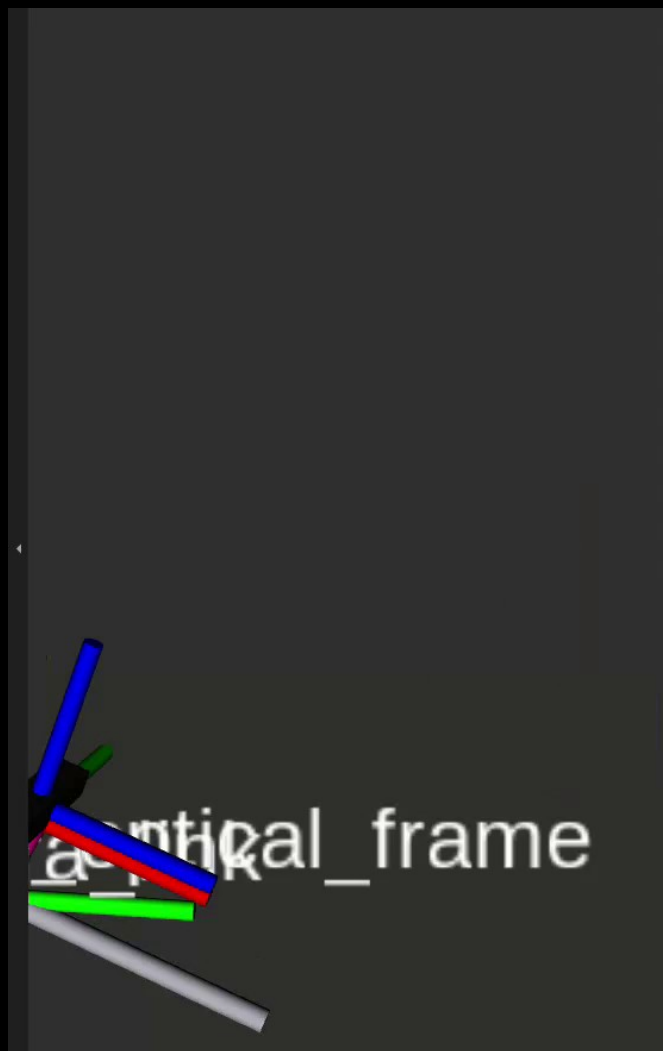
Drone that maps fields before Harvix or Harvier begins harvesting.



DATA ADVANTAGE

Before autonomy comes the dataset.

Harpoon is already being used in the field. We are slowly building the dataset today, and that process accelerates once the pre-seed team is full time.





No robotics capex cliff for the grower.

Harnix gets paid per kilogram harvested. The model aligns revenue with delivered crop output and lowers adoption friction for farms.

Grower

Minimal upfront investment.
Pays for harvested output.

Harnix

Recurring revenue tied to
kilograms and fleet utilization.

Operator

Remote jobs in Moldova
replace seasonal migration
with skilled work.

Fleet

Each resolved edge case
trains better autonomy for
every robot.





Unit economics (per robot).

PER ROBOT-HOUR

€

Gross revenue	7.50
Operator (1 : 5 robots)	-1.00
Amortization (€10k / 10k h)	-1.00
Maintenance	-0.50
Energy + network	-0.17
Net	~3.8–4.8

€10,000

Robot cost

10,000 hLifetime (conservative) $\approx$ 2.2 years at $\sim$ 4,500 h/yr**€75k**

Lifetime gross per robot

~€38–48k

Lifetime net per robot

~5 months

Payback of operation

Year-round glasshouse, tethered, 20 h/day. Assumes 37.5 kg/h throughput vs €0.20/kg human benchmark and a 1:5 operator ratio. Net range reflects on-site tech, insurance, and night premium not yet itemized.



WHY MOLDOVA

A robotics company built where the leverage is real.

Harnix is about to incorporate in Estonia, with operations rooted in Moldova and planned subsidiaries in Romania and the Netherlands.

Robot assembly lines planned for Chisinau, Balti, Cahul and Tiraspol as the company scales.

Regional teleoperation centers create skilled jobs for young people comfortable with gamepad control.



Three phases from validation to a self-sustaining fleet business.

Phase 1

Build 5 Harpoons and 5 Harvix prototypes. Collect approximately 500k cuts and demonstrate a semi-autonomous fleet with 1-2 teleoperators by next year.

Phase 2

Consolidate design, build 50 robots, deploy to the Netherlands, and operate with a Moldova-based teleoperation team.

Phase 3

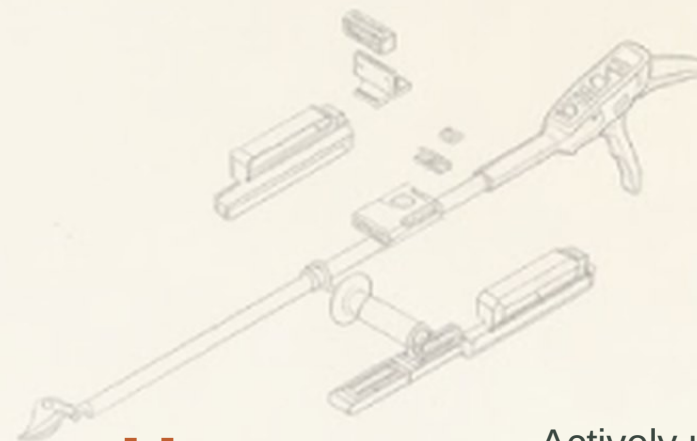
Scale production and operations after Series A, with the fleet business designed to become self-sustaining.



WHERE WE ARE NOW

The product work is past the napkin stage.

Harvix CAD, electrical design and software are ready. A working digital twin runs in simulation while motors, reducers, chassis, belts and electronics are being acquired.



Harpoon

Actively used in the field to collect harvesting data.

Harvix

Design ready; components now being acquired for prototype buildout.

Harvier

Design ready; main components from China expected in roughly two months.





The prototypes we have built.

Harvix lift-and-arm platform and Harpoon smart scissors, built by the Harnix team.

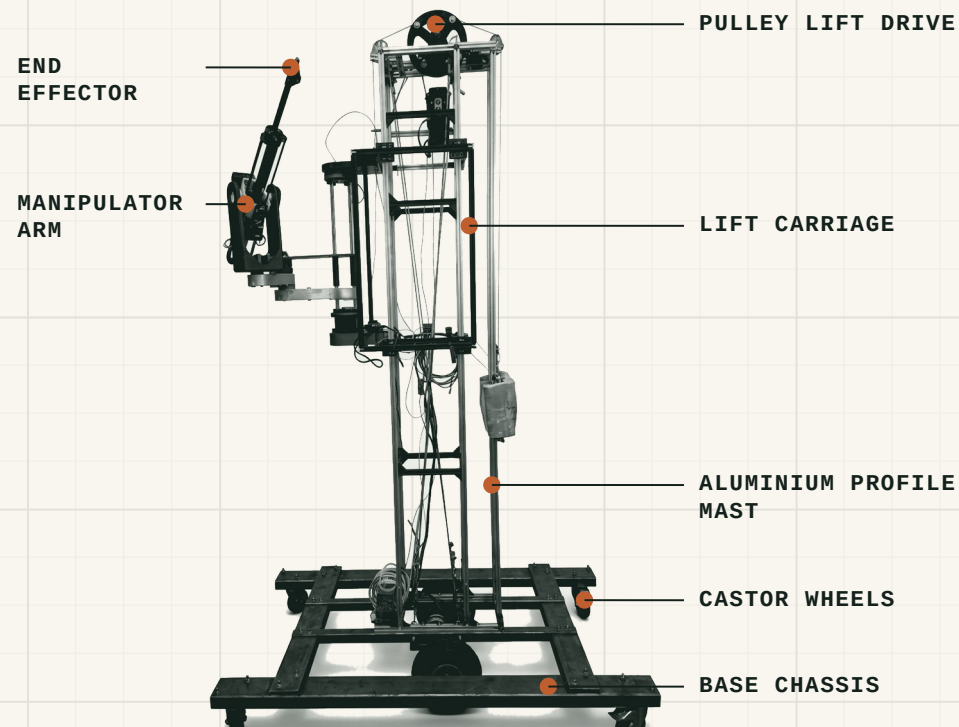


FIG. 01

Harvix — lift-and-arm prototype

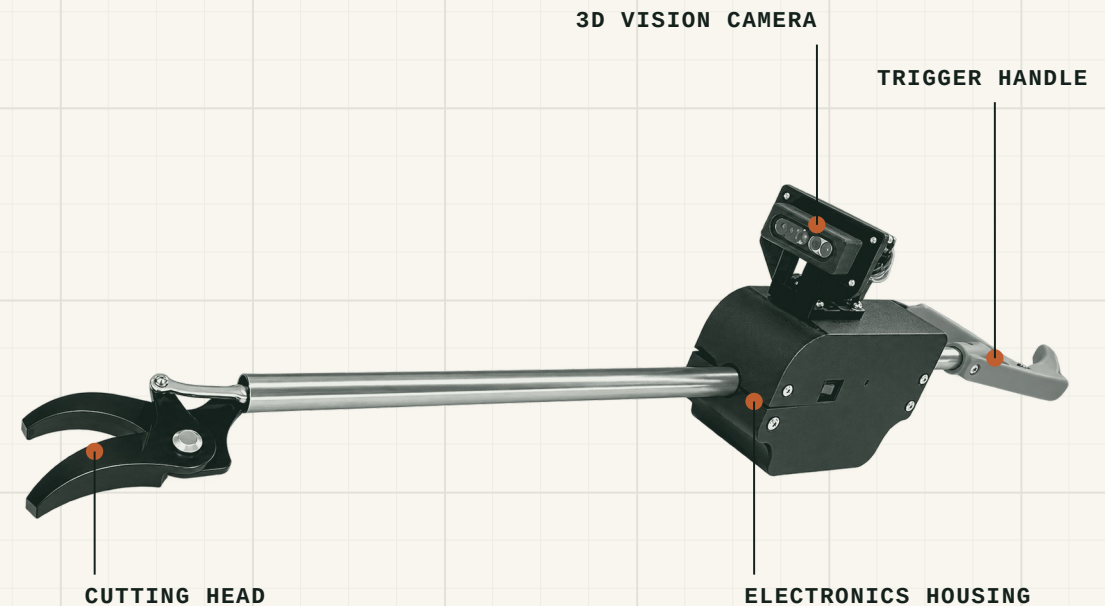


FIG. 02

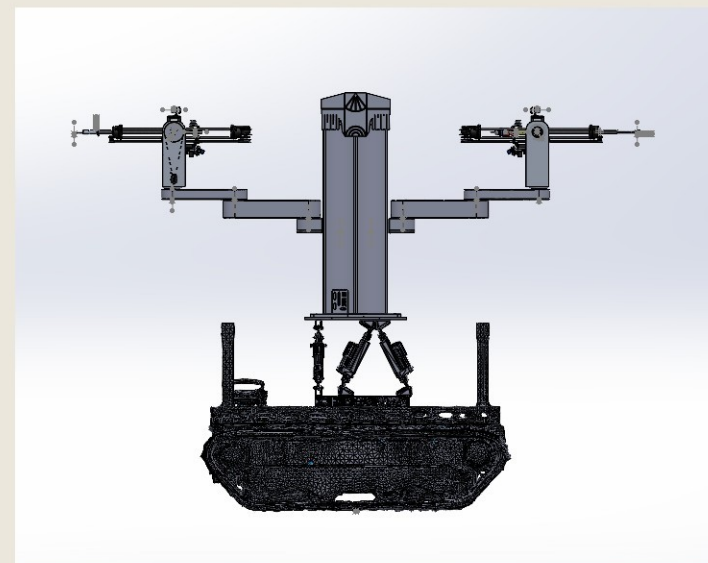
Harpoon — smart scissors with 3D vision



TEAM

Two senior engineers plus the next Moldovan robotics cohort.

After the pre-seed round, Harnix will have two senior engineers and five interns working full time on Harvix. Vlad Vedrasco, CEO of Harnix, is also co-founder of Frudova.





STRATEGIC PARTNER

Frudova gives Harnix a real field laboratory and grower network.

Frudova is Moldova's largest exporter of table grapes. The partnership gives Harnix field access, operational feedback and a wider network of fruit growers across Europe.



Robotics does not need to replace every worker before it creates value.

The practical wedge is remote exception handling: automate the repeatable work first, route difficult moments to humans, and improve autonomy from real harvest data.



Unlock the first proof point.

THE ASK

\$250k

Minimum pre-seed. Ideally, Harnix raises \$500k to move faster on prototype buildout and field data collection.

Put 2 senior engineers and 5 interns full time on Harvix.

Build 5 Harpoons and 5 Harvix prototypes.

Collect the first 500k-cut dataset.

Demonstrate field harvesting with 5 robots and 1 teleoperator.

Next rounds: \$2.5M seed for 50-robot deployment, then \$25M Series A for scale.

CLOSING

Harvesting exported as technology, not migration.

Harnix is building the robot fleet, the dataset, and the operating network to make high-value crop harvesting reliable again.

HARNIX

