



## ROBOT or VAPORBOT?



Eight questions for investors, journalists, and buyers to distinguish real robots from VaporBots:

1. Where are your robots in regular operation now?
  - a. Three or more locations=2;
  - b. One-two locations=1;
  - c. No locations=0;
  - d. No robots= -1
2. When can I come to your offices and see the robot perform all the tasks you state it can?
  - a. Today or tomorrow=2
  - b. Next week=1
  - c. Later=0;
  - d. No offices= -1
3. Can I see several robots operating together?
  - a. Today or tomorrow=2;
  - b. Next week =1;
  - c. Next year=0;
  - d. Hmmm, we haven't tested that...= -1
4. INDOOR ROBOTS: can your robot drive over an electrical cords, thick carpet edges and doorsills?  
OUTDOOR ROBOTS: can your robot operate in heat, rain and snow?
  - a. Yes=2;
  - b. Next month=1;
  - c. Next year=0;
  - d. Hmmm, we haven't tested that. = -1
5. Would you please send me a copy of the user manual?
  - a. Today or tomorrow=2;
  - b. Next week=1;
  - c. Later=0;
  - d. I can tell you how to run it= -1
6. Can you give me the URL of your customer support site?
  - a. Yes=2;
  - b. Next week=1;
  - c. No=0;
  - d. Customer *what?*= -1
7. If I order a robot today, when will I receive it?
  - a. 0-4wks=2;
  - b. 4-8wks=1;
  - c. In a few months= 0;
  - d. After we get venture capital= -1
8. How many robots has your company shipped to date?
  - a. More than fifty=2;
  - b. One to fifty=1;
  - c. None=0;
  - d. We sent a great animation with our press release= -1

### WHAT'S YOUR SCORE?

**14-16 pts** **REAL ROBOT IN ACTION!!!**

**12-13 pts** **Probably real, but not quite ready for prime time.**

**10-11 pts** **Maybe next year...**

**8-9 pts** **Careful...**

**< 8 pts** **PURE VAPOR!!!**