

# AMI Labs: First Vertical to Commercialise

A focused one-page decision memo for AMI Labs (world model AI, \$1.03B seed) choosing between Clinical AI and Industrial Robotics as the primary commercial deployment vertical within their 12-month post-funding window.

## THE DECISION AT HAND

AMI Labs closed a \$1.03B seed round in March 2026 with a mandate to move from fundamental research toward deployed physical intelligence within 12 months. Two verticals are credibly positioned as the first commercial beachhead: **Clinical AI** (via existing partner Nabla) and **Industrial Robotics** (European manufacturing). This memo resolves which vertical to prioritise given AMI's current architecture maturity (V-JEPA 2), team structure (~12 researchers), and the investor expectation of a deployable proof point before Series A narrative locks in.

## RECOMMENDATION

<b>PRIMARY</b>	<b>Clinical AI via Nabla</b> — Execute a 6-month controlled pilot targeting agentic clinical reasoning in 3–5 hospital systems in France and Singapore. Leverage Nabla's installed base and CE/FDA pathway expertise.
<b>SECONDARY</b>	<b>Industrial Robotics (EU)</b> — Begin structured data-partnership conversations with Siemens and ABB to build proprietary sensor telemetry pipeline. Do not deploy production systems until AMI Video foundation model clears internal safety benchmarks (~Q3 2026).
<b>DEFER</b>	<b>Consumer / Wearables (Meta Ray-Ban)</b> — Strategic upside is high but edge-device latency constraints and Meta's internal roadmap dependencies create unpredictable timelines. Revisit post AMI Video v1.

## VERTICAL SIGNAL SUMMARY

VERTICAL	SALES CYCLE	AVG DEAL SIZE	DATA ACCESS	REGULATORY RISK
Clinical AI / Nabla	90–120 days	USD 200–800K	High (Nabla installed)	Medium (CE + FDA)
Industrial Robotics (EU)	120–180 days	USD 500K–2M+	Medium (data deals needed)	Low–Medium
Wearables / Meta	Undefined (partner-led)	Revenue share TBD	Low (edge constraints)	Low (consumer)

## KEY TRADEOFFS

<b>Clinical AI Upside</b> Nabla partnership removes cold-start problem — direct access to clinician workflows. JEPA's reliability advantage directly addresses LLM hallucination problem that kills clinical adoption. Singapore MoH and French HAS are active AI-in-healthcare early adopters.	<b>Clinical AI Risk</b> FDA/CE certification timelines (12–24 months) may lag investor proof-point expectations. Any hallucination event in a clinical setting creates outsized reputational risk.	<b>Industrial Robotics Upside</b> Europe's deep industrial base (Siemens, ABB, Schneider) provides proprietary sensor data pipelines. Deal sizes are 3–5x larger and recurring — stronger ARR story for Series A. AMI's investor base (Toyota Ventures, Nvidia) are natural channel partners.	<b>Industrial Robotics Risk</b> V-JEPA 2 has demonstrated zero-shot capability in labs — unstructured factory floors are a harder test. Data access deals with industrials are slow and politically complex; 6-month window is tight.
--	--	--	---

## PRICING & ENGAGEMENT

### Starts at USD 1,000

Flat-fee engagement. 5–7 business days. One decision, fully resolved. Deliverables: written memo, recommendation matrix, and 30-min debrief call.