

# SlateAI – Lead Report

**Lead Number:** 11

## Company Snapshot - Automation & Modular Components, LLC

**Name:** Automation & Modular Components, LLC

**Industry:** Manufacturing — Automation & Material Handling

**Size:** null

**Offerings:** Design, manufacturing, and integration of conveyor systems (Modu-Flex 83 and >10 conveyor types); mechanical and controls engineering; in-house machining; parts library distribution; custom modular aluminum extrusion solutions; 3-year warranty; global deployment via Coesia/FlexLink affiliation.

**Recent Signal:** Joined Coesia Group (FlexLink) expanding global reach; maintains downloadable Modu-Flex 83 parts library; actively hiring (job listings); emphasizes engineering integration services and custom solutions.

## Opportunity Summary

A brief summary of what opportunities are available for Slate with this lead, and why.

## Likely Pain / Need

### Main Problem / Need:

Likely needs include: faster, more accurate quoting and configuration for custom conveyor solutions; digitization and searchable structuring of the Modu-Flex 83 parts library; design automation to reduce engineering cycle time; improved knowledge capture for repetitive engineering tasks; AI-enabled controls optimization and predictive maintenance offerings to upsell customers.

## Value Hypothesis

### Statement:

SlateAI can accelerate AMC's engineering and sales workflows by automating quoting/configuration and by converting their parts library into structured, searchable assets for rapid BOM generation. A pilot integrating SlateAI into AMC's engineering/design process (parts library + quote generation) would shorten lead times and enable new AI-enabled services to customers, leveraging AMC's global reach via Coesia/FlexLink.

# Decision Contacts

## Contact #1

**Name + Title:** Director of Engineering - GUESS

**Email:** UNKNOWN

**Phone:** UNKNOWN

## Contact #2

**Name + Title:** Controls Engineering Manager - GUESS

**Email:** UNKNOWN

**Phone:** UNKNOWN

## Contact #3

**Name + Title:** Head of Sales / Business Development - GUESS

**Email:** UNKNOWN

**Phone:** UNKNOWN

# Additional Information

## Next Steps:

1) Request the Modu-Flex 83 parts library (as suggested in scraped data) and propose a short discovery call focused on quoting/configuration pain points. 2) Offer a 4–6 week pilot: digitize the parts library, demonstrate automated quote/BOM generation, and provide one design-automation or controls optimization proof-of-concept. 3) Prepare case studies showing ROI (reduced engineering hours, faster quotes, higher attach rates for AI-enabled services) and reference Coesia/FlexLink to align with their global product strategy.

**Lead Score:** 4

## Lead Score Reason:

Strong fit — AMC's engineering-heavy, configurable product lines and existing parts library make them a good candidate for SlateAI's automation and knowledge-structuring solutions; solid signals (parts library, Coesia affiliation, hiring) indicate capacity and willingness to adopt new tech.

## Additional Notes:

Checklist of what I will do: - Review AMC's site and scraped data to confirm offerings, signals, and engineering capabilities. - Identify operational and customer-facing pains SlateAI can address (engineering, quoting, parts/library digitization, controls/AI solutions). - Propose targeted next steps and pilot opportunities aligned to AMC's scale and product lines. Other relevant details: 63,000 ft² facility in Davisburg, MI; 35+ years of experience;

serves 25+ industries; 3-year warranty; values: Faith, Integrity, Customer-Focused Value; Coesia/FlexLink affiliation.