

SIMIS × SWITCH 2026

Research Report

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Investment, partnership and computer-vision target report

Prepared: 26 October 2026 (Singapore)

Event: Singapore Week of Innovation and Technology, 27-29 October 2026, Marina Bay Sands

Primary source: SWITCH 2026 Event Guide, updated 24 October 2026; page references below refer to that guide.

Executive recommendation

SIMIS should treat SWITCH as a partnership-and-validation event first and a fundraising event second. The most credible story is:

Singapore-based applied computer vision and operational intelligence, validated through a governed healthcare, education/childcare or facilities pilot, deployed on an established edge/cloud stack, and scaled across Southeast Asia.

The best immediate sequence is:

1. **SGInnovate** for ecosystem access, technical validation and deep-tech funding pathways.
2. ****A*STAR ARTC/SIMTech**** for applied R&D, testbeds and industrial validation.
3. **NUHS or IHH Healthcare** for a reference pilot and governance-grade outcomes evidence.
4. **NVIDIA, Black Sesame or Lenovo** for edge deployment and technical enablement.
5. **ST Engineering** for high-value infrastructure, transport, public-sector and industrial use cases.

6. **EDBI and Vertex Ventures SEA & India** once SIMIS can show a concrete pilot, repeatable ROI and regional scale plan.

Do not lead with a generic “AI platform” pitch. Lead with one narrow workflow, one measurable outcome and one deployment partner.

1. Priority target list

Priority	Organisation	Relationship	Why it matters to SIMIS	Suggested opening
1	<u>SGInnovate</u>	Investor / ecosystem	Deep-tech funding, introductions, pilot and government ecosystem access. The guide includes an SGInnovate Tech Talk and startup ecosystem activity (pp. 8, 17).	“What technical and commercial milestones would make SIMIS investable and pilot-ready in Singapore?”
2	<u>A*STAR</u> <u>ARTC /</u> <u>SIMTech</u>	Applied R&D / validation	ROS-Industrial, embodied-AI and industrial automation activity (pp. 13–14); strong route to testbeds and industrial customers.	“Can we define a 8–12 week visual-inspection or facility-intelligence validation project with measurable ROI?”
3	<u>NUHS</u>	Clinical / data partner	Healthcare-data governance and clinical expertise are represented in the healthcare programme (p. 13).	“Which non-diagnostic workflow has enough volume and clear governance for a first computer-vision pilot?”
4	<u>IHH</u> <u>Healthcare</u>		Regional hospital	“Which operational or

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		Commercial / clinical partner	network and innovation/transformation leadership (p. 13).	facilities workflow could be piloted in one site and replicated across the network?"
5	<u>NVIDIA</u>	Platform / ecosystem	GPU, edge-AI, robotics and startup ecosystem support; NVIDIA appears across the event programme and exhibitor list (pp. 6, 11, 33).	"Can SIMIS become a reference deployment for privacy-preserving edge vision in Singapore facilities?"
6	<u>Black Sesame Technologies</u>	Technical / edge-AI partner	Explicitly present in the embodied-AI programme via its Singapore GM (p. 14); relevant to perception hardware and edge inference.	"What SDK and reference hardware would let SIMIS run vision locally with lower latency and less sensitive data movement?"
7	<u>ST Engineering / ST Engineering Ventures</u>	Strategic partner / investor	Singapore industrial, transport, infrastructure and public-sector reach; group CTO and Ventures leadership appear in the guide (pp. 12, 18).	"Could we jointly validate visual safety, inspection or operational intelligence in a controlled asset-intensive environment?"
8	<u>EDBI</u>	Strategic investor	Investment presence in	"Which proof points

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			the semiconductor and deep-tech programme (p. 19); relevant if SIMIS has defensible AI, data or deployment IP.	distinguish a strategic AI investment from a normal software opportunity for EDBI?"
9	<u>Vertex Ventures SEA & India</u>	Venture investor	Partner on the lab-to-global-scale panel (p. 12); relevant for early-stage SEA scaling.	"Is our first wedge sufficiently repeatable, and what evidence would support a regional venture case?"
10	<u>Singtel</u>	Commercial / edge partner	Chief AIDA Officer appears on the AI main stage (p. 11); potential telecom, edge and enterprise distribution.	"Can we test an edge-vision use case across facilities, infrastructure or public-sector operations?"
11	<u>Databricks</u>	Data / enterprise partner	APJ leadership appears on the main stage (pp. 6, 11); useful for governed multimodal data and analytics.	"How should SIMIS package vision events and evidence into governed enterprise data workflows?"
12	<u>Microsoft Asia</u>	Cloud / channel partner	Enterprise partner-sales leadership appears in the guide (p. 11); potential Azure deployment	"What would make SIMIS Azure-ready for a repeatable enterprise deployment rather than a one-off pilot?"

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			and co-sell route.	
13	Lenovo Capital / Incubator Group	Strategic investor / hardware channel	Lenovo leadership and its capital arm appear in the guide (pp. 11–12).	“Could Lenovo hardware and distribution support an edge-AI reference solution for facilities?”
14	<u>Oncoshot</u>	Healthcare / data partner	Healthcare AI and oncology-data participant (p. 13).	“Is there a bounded oncology or clinical-operations workflow where visual intelligence adds value without making diagnostic claims?”

Investor qualification: SWITCH participation is not evidence that an organisation is currently investing in SIMIS or has an open mandate. Use the first conversation to qualify mandate, stage, cheque size, pilot budget, procurement route and decision-maker.

2. Computer-vision and embodied-AI findings

Direct or high-confidence targets

Company	Classification	Evidence / qualification	SIMIS angle
<u>H3 Zoom.AI</u>	Direct computer vision / visual inspection	Public positioning describes an AI inspection platform for buildings and assets.	Privacy-preserving inspection of hazards, defects, cleanliness and maintenance

Company	Classification	Evidence / qualification	SIMIS angle
			needs in healthcare or ECDA facilities, with human review and audit trails.
<u>AI² Robotics</u>	Direct embodied AI	Company showcase in the embodied-AI programme (p. 14); public material points to multimodal perception and intelligent robots.	Controlled inspection, logistics or assistive material-handling pilot; SIMIS contributes workflow integration and local deployment context.
<u>Intrinsic</u>	Robotics software / CV-adjacent	Company showcase in the embodied-AI programme (p. 14); intelligent industrial automation focus.	Vision-enabled robotic inspection, sorting or repetitive operations. Better for industrial workflows than frontline healthcare or childcare.
<u>Black Sesame Technologies</u>	Edge computer vision / perception hardware	Singapore GM appears in the embodied-AI ecosystem panel (p. 14); associated with AI processors and perception systems.	Run SIMIS models locally to reduce latency, cloud cost and privacy exposure; first validate SDK, hardware and Singapore channel availability.
<u>SenseCare</u>	Healthcare AI; CV status unconfirmed	Co-founder/CMO appears in the healthcare	Qualify product first; explore non-diagnostic

Company	Classification	Evidence / qualification	SIMIS angle
		programme (p. 13), but available public information does not establish medical imaging as its core product.	imaging, triage or workflow interoperability only after clinical and regulatory review.

Adjacent candidates

- **General Robotics** — embodied-AI panel participant (p. 14); validate product maturity, safety certification and Singapore deployment.
- **AutomationSG** — robotics/automation ecosystem participant (p. 14); likely more useful as a systems integrator than as a core CV-IP company.
- **ST Engineering, PSA International and Seatrium** — potential asset-inspection, safety and operational-intelligence customers/partners; the guide establishes broad AI interest, not a specific CV product.
- **PhysicsX** — engineering AI and simulation; relevant if SIMIS expands from perception into predictive maintenance or process optimisation.
- **ROS-Industrial** — consortium and interoperability route, not a company; useful for robotics integration and standards.
- **NVIDIA, Microsoft, Lenovo and Databricks** — enabling platforms, not focused CV companies.

Important false positive

Kinara Vision Technologies is not a computer-vision company based on the public information checked. Its name refers to a glaucoma microstent / medical-device business. Keep it in a healthcare-device adjacency list, not in the CV shortlist.

3. Best use cases to pitch

Healthcare

- Facility safety and maintenance inspection.
- Equipment and asset monitoring.
- Queue, occupancy and workflow analytics where legally and ethically appropriate.

- Non-diagnostic imaging workflow support, only with clinical governance.

Avoid claiming autonomous diagnosis. Start with workflow support, evidence capture and human-in-the-loop review.

ECDA and education/childcare

- Building and equipment inspection.
- Hazard and maintenance detection.
- Inventory and back-of-house logistics.

Do not make facial recognition or child-identification part of the first pitch. Require strict consent, retention limits, access control, explainability and human oversight for any sensitive perception system.

Industrial and infrastructure

- Visual quality inspection.
- Safety-compliance monitoring.
- Asset condition and maintenance alerts.
- Warehouse or port movement intelligence.
- Robotics perception and inspection.

4. Meeting strategy for 27-29 October

First conversations

Ask every target five questions:

1. Which workflow has an urgent, budgeted problem rather than a general AI interest?
2. What data, site access and approvals are needed for a 8-12 week pilot?
3. What outcome would justify expansion: cost, time, safety, quality or revenue?
4. Who owns the decision and budget after the pilot?
5. What would make this a strategic partnership or investment rather than a vendor trial?

Evidence to carry

- One-page SIMIS problem statement.
- Short demo or screenshots showing the visual signal, alert, evidence trail and human review.
- Pilot design with data boundaries, retention, security and success metrics.

- Indicative deployment architecture: camera/input → edge/cloud inference → workflow → audit/reporting.
- Clear ask: introduction, pilot site, technical integration, grant/funding route or investment qualification.

Suggested meeting order

Day 1: SGInnovate, A*STAR/robotics ecosystem, NVIDIA/Black Sesame, H3 Zoom.AI, SenseCare.

Day 2: NUHS/IHH, ST Engineering, Singtel, Databricks/Microsoft/Lenovo, EDBI/Vertex.

Day 3: Follow-ups, investor qualification, ecosystem introductions and pilot-owner confirmation.

5. 30-day follow-through plan

Within 48 hours: Record every conversation, owner, use case, next step and evidence requested. Do not count a business card as a qualified lead.

Within 7 days: Select one pilot thesis—preferably facilities/asset inspection or a tightly bounded healthcare operations workflow—and send a two-page pilot brief.

Within 14 days: Obtain one technical validation conversation, one end-user conversation and one investor/ecosystem conversation. Keep these as separate tracks.

Within 30 days: Decide whether SIMIS has enough evidence to pursue investment. If not, prioritise a measurable pilot and reference customer before fundraising.

Source and confidence notes

- Event facts and page references are drawn from the supplied SWITCH 2026 Event Guide, updated 24 October 2026.
- External company descriptions were checked at a high level; they are suitable for meeting prioritisation, not legal, investment or clinical diligence.
- SWITCH presence means speaker, exhibitor, pavilion, partner or programme participation—not endorsement, funding commitment or confirmed procurement authority.
- No companies were contacted and no external communications were sent.