Pilot three plants. Connect the fleet manager first.

Vireo wants ops to see every humanoid before the next plant goes live. An eight-week pilot at three plants, with the fleet manager integration in scope from day one, is the shape both sides agreed on.

Meeting recap · Tuesday · Sample report: the company, people and numbers are invented

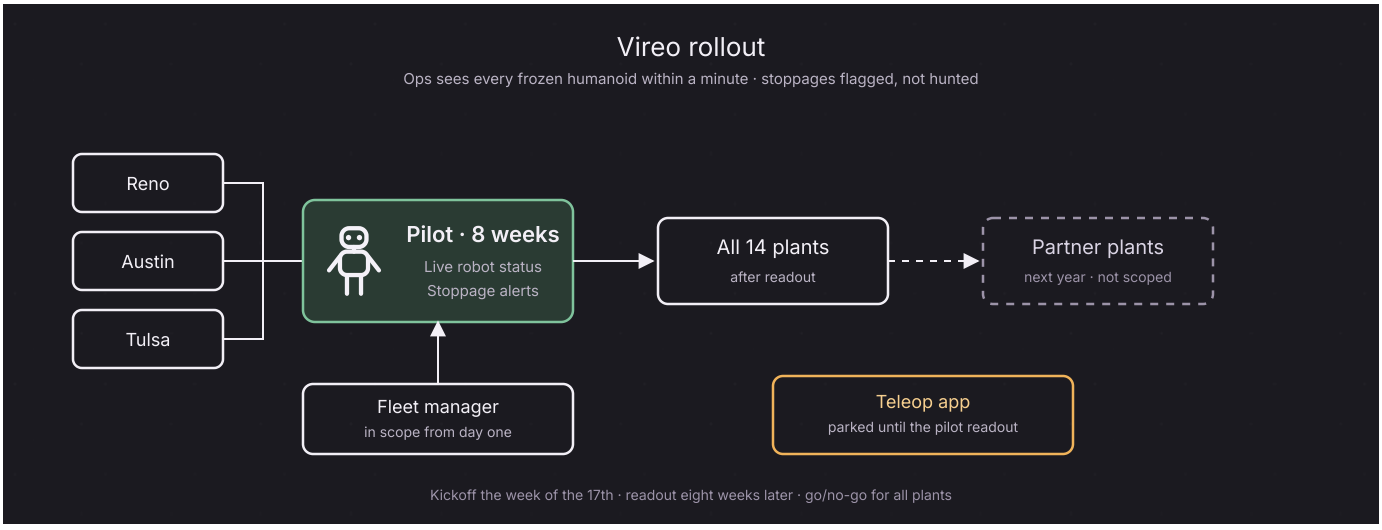
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AGREED ON THE CALL

Pilot at Reno, Austin and Tulsa for eight weeks. The fleet manager integration ships with the pilot. The teleop app waits for the pilot readout.

Visibility is the pain. Teleop is the wish.

Vireo's ops team learns about a frozen robot from the plant's line lead, not the system. Their ask was framed as a teleop app, but every example they gave was a visibility gap: a robot that stopped without a status change, a fault nobody flagged. The proposal narrows to live robot status and stoppage alerts first, fed by the fleet manager they already run.



The rollout as it stood at the end of the call. The teleop app is parked, not declined.

Direction to explore

Alert routing by stoppage type, so a grip fault reaches the plant technician and a safety stop reaches Vireo's on-call engineer. Vireo's ops lead wants to own the rules.

Still open

Who signs for the pilot on Vireo's side was not settled. SSO is required but their identity provider was not named. No price was discussed.

Requirements against the proposal

Vireo listed five things. Three are answered by the pilot as scoped, one is open, and one is deferred with a reason they accepted.

REQUIREMENT	PROPOSED ANSWER	STATUS
Live robot status	Status from the fleet manager every 30 seconds; manual overrides from ops.	In the pilot
Stoppage alerts	Grip fault, lost localization, safety stop. Routed by type (see above).	In the pilot
Fleet manager sync	Read-only in the pilot; write-back after the readout.	In the pilot, read-only
Single sign-on	Supported; needs the identity provider named.	Open
Teleop app	Deferred. Visibility first; revisit with pilot data.	After readout

Statuses reflect what was said on the call, not a signed scope.

Pilot kickoff · week of the 17th

Vireo sends the fleet manager API contact and names the pilot owner. We send the stoppage list for their ops lead to edit, and a one-page pilot plan for the three plant leads.

Before the kickoff

1. **Stoppage rules draft:** the three types above, with a default route for each, for Vireo to edit.
2. **Fleet manager access:** read-only credentials from their platform team; confirm the 30-second cadence is available.
3. **Plant leads:** a 20-minute walkthrough each, scheduled by Vireo.