GALVANIC WORKS · PRESS KIT

Galvanic Works: Company Fact Sheet

At a Glance

Company	Galvanic Works
Founded	2025
Headquarters	Llubí, Mallorca, Spain
Founders	Piero Zucchelli (Founder & CEO) · Natalie Smith (Founder & CCO)
Industry	Marine Electronics / Voice-Based Alert Systems
Website	galvanicworks.com

What We Do

Galvanic Works develops intelligent voice-based alert systems for boats that speak to sailors in plain language. Our flagship product, Galvanic Voice, transforms cryptic alarm beeps into clear voice alerts, ensuring critical information is heard and understood.

The Problem We Solve

Modern boats generate dozens of alarms, AIS collision warnings, anchor drag alerts, depth alarms, man overboard signals. They all sound the same: a beep. At 3am during a night watch, sailors can't tell if an alarm is critical or trivial without leaving the cockpit to check a display.

Galvanic Voice changes this by announcing alerts in clear, spoken language: "Commercial vessel crossing ahead. Closest approach: 12 minutes."

Products

Galvanic Voice (Flagship)

- Voice-based alert system for boats
- Connects to standard NMEA 2000 network
- Announces AIS collision warnings, anchor drag, depth alerts, MOB detection
- Price: €950 ex-VAT (no monitoring subscription)
- Includes two Galvanic Pulse bracelets

Galvanic Pulse

- Wearable crew bracelet
- MOB detection with crew identification
- Works with Galvanic Voice main unit

Founder Background

Galvanic Works was founded by two experienced sailors.

- **Piero Zucchelli, Founder & CEO.** Former CERN staff (neutrinos, particle beams); went on to build technology companies, including a laboratory-robotics firm acquired by Waters Corporation. 20,000+ nautical miles, including ocean crossings.
- **Natalie Smith, Founder & CCO.** 25+ years of marketing across the Mediterranean. 10,000+ nautical miles of bluewater and coastal sailing, including an Atlantic crossing with the ARC Europe rally (St Maarten to Lagos, Portugal) in 2022.

Both sail their Hanse 588, "Andrew," out of Mallorca, where the products are tested in the conditions they are built to survive.

Key Differentiators

Capability	Galvanic Voice
Voice alerts	Yes
Plain language	Yes
Subscription	None, €950 ex-VAT one-time
NMEA 2000 native	Yes
MOB crew ID	Yes

Market Opportunity

- Over 15 million recreational boats in the United States alone (11.8M registered + ~3.6M unregistered, NMMA, 2024), plus millions more across Europe
- Global marine electronics market: ~USD 6.7 billion in 2024, growing ~6.7% a year (Grand View Research, 2024)
- Voice interface adoption accelerating across consumer electronics

Business Model

- Direct-to-consumer sales via website
- B2B: Charter companies, sailing schools, dealers
- Hardware margin business, with no monitoring subscription
- Fleet pricing for 10+ unit orders

Milestones

Date	Milestone
2021-2022	ARC crossings, problem identified
2025	Company founded, development begins
Q1 2026	Marketing campaign launch
Q2 2026	VIP pre-order program
Oct 2026	Galvanic Voice nominated for Equipment Innovation of the Year, British Yachting Awards 2026
Q4 2026	First units ship

Research

Galvanic Works has published two scientific white papers on fatigue at sea, drawing on more than 80 studies across sleep science, chronobiology and maritime safety:

- **The Science of Fatigue at Sea**: a biomathematical model for recreational sailing.
- **Multi-Day Fatigue at Sea**: a two-state biomathematical model for passage-making.

They underpin our free Fatigue Calculator and are available to media on request.

Contact

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Galvanic Works, Every alarm heard. Plain language, every time.