

THE POWER GRADIENT

Inspiring Future Entrepreneurs

Arlo Industries Inc.

Arlo Industries (ArloI) is developing Optical Mesh Radar, a passive light-based system for detecting drones and aircraft beyond traditional radar, designed for NATO, the EU, and the U.S.

<https://arloi.com>

Key Takeaways

Passive Sensing

Optical Mesh Radar uses light instead of emissions to detect drones, aircraft, and stealth targets.

Beyond Radar

The system identifies objects traditional radar cannot reliably see or track.

Scalable Design

The network is modular and can expand across large areas at low cost.

Defence Ready

It is built for NATO, EU, and U.S. defence environments.

Urban Focus

The technology is suited for dense cities and complex terrain.

Frontline Use

It provides real-time awareness for active and contested zones.

Infrastructure Protection

The system safeguards critical sites without heavy radar deployments.



Connect with Deo Arlo:

<https://deoarlo.notion.site/Deo-Arlo-fa5d51dbf3834206bc144a79f1bee06>

Meet Deo Arlo

Welcome to this week's edition of The Power Gradient. In this issue, I'm excited to share the inspiring story of Deo Arlo, a founder whose journey was shaped long before his first job as an AI researcher. Born during the 1998 riots in Indonesia, when his family was actively hunted, survival was not an abstract concept but a daily reality. In that environment, he learned lessons that would later define his entrepreneurial mindset: stay calm when everything collapses, adapt quickly, and never stop learning. After moving to Israel, he lived through three wars, where rockets landing near his home became part of life's background noise and routine resumed the next morning. Those experiences embedded a core belief that fear and progress cannot coexist. From childhood, he built toys and robots to impose order on chaos, using creation as a way to reclaim control. That same instinct continues to drive how he builds companies today methodically, purposefully, and without panic.

Forged by Survival

Several defining moments hardened Deo's clarity and sense of purpose. At just ten years old, he was hit by a bus and survived against the odds. Years later, during the Israel–Gaza conflict, a rocket landed only two hundred metres from his dorm, a stark reminder of how fragile life can be. In another incident, he broke his arm after falling down a hill in Jordan. Walking away from each of these moments led to a realisation, survival is a responsibility not an accident. Being spared demanded meaning. When he later witnessed drones striking cities and soldiers operating with limited visibility and precision, that responsibility crystallised into a mission. He became determined to build technology that protects life through precision rather than amplifying destruction. Each near-death experience stripped away another layer of fear, leaving behind a sharper sense of direction and an unshakable calm in high-stakes environments.

Resilience

His advice to aspiring entrepreneurs is rooted in discipline rather than motivation. He emphasises conviction before confidence and to stop waiting for permission to begin. Most people, he believes, never create anything real because they are afraid of looking foolish or being misunderstood. Progress belongs to those willing to look unreasonable for ten years and correct for one. Start with what you have, test what you believe in the real world, and remain disciplined when no one is watching or applauding. He's against chasing trends, arguing instead for the pursuit of truth. Solving hard, meaningful problems often leads to isolation, but that isolation should be used rather than feared. For Deo, entrepreneurship is not a race fuelled by hype, but a long war of endurance where depth, patience, and resilience determine who lasts.



Credibility over Hype

The early days of his company were anything but polished. The first version of the system was fragile, improvised, and held together by tape, sleepless nights, and relentless iteration. Deo lived inside his prototypes, learning to fix problems by necessity rather than theory. When systems failed, he learned engineering at a deeper level. When funding ran dry, he learned how to negotiate partnerships and stretch limited resources. Mentorship became a critical force multiplier. Veterans from Finnish defence, experienced soldiers, and builders with experience, guided him through hard decisions. They reinforced the importance of validating technology before seeking capital and proving execution before selling vision. The most enduring lesson was clear, credibility compounds faster than hype. Once people trust that you can execute, belief in your long-term vision follows naturally.



Meaning Before Valuation

Looking back, he recognises that one of his biggest mistakes was not documenting his journey sooner. As a technical founder, he assumed results would speak for themselves, but learned that silence can kill good work. Storytelling, he now believes, is not decoration it is distribution. He also wishes he had protected his focus earlier, recognising that too many opportunities can feel like momentum while quietly pulling you off course. Often, the right path looks quiet from the outside but feels undeniably right internally. His message to readers is blunt and deeply personal: there are too many hollow companies chasing empty metrics. The world is losing meaning because individuals are losing meaning. Before building a company, build a life, a story, and a mission. Find the thing that wakes you up at 4 a.m. without an alarm. Travel, love, live and let that fire drive you to deliver real value to the world, whether through entrepreneurship or any other path.