Project	What's the product?	What's the problem?	Comments / questions to the team
Model 1	Smart Rollator that diminishes risk of falling by monitoring movement, predicting high risk situations and able to take corrective actions.	Falls are a major cause of morbidity and mortality in elderly patients. Current rollators are not ergonomically designed and do not incorporate smart technology to monitor movement types that precede falls and act to prevent falls.	Very interesting technology that paralells collision avoidance technology in the auto industry.
Model 1	smart walker		It's unclear how your technology actually works. What makes the rollator "smart"? How does it help prevent falls? A video of it in action might be really effective as part of this presentation. I like that you are engaging patients and getting feedback early in the process. The design looks nice, but I don't understand what value you are adding. Need more info on patient population/unmet need. Consider putting pic of rollator on first slide. Consider bringing the device with you. fyi in US this is called a "walker".
Model 1	Smart rolling walker	Falls when using rolling walker	Very interesting product. You claim it can prevent falls. How? Do you have any preliminary data? How is it controlled. Does the person have to squeeze handle etc? Nice idea. Hospitals struggle with fall prevention. Need to expand in the technology in your presentation and get data. Very promising.
Model 1	Develop a rollator to assist individuals with mobility	Individuals have falling and gait issues	Differentiation against other devices is not great. Why are you better? You are going against a commodity Price point? There was no information about the adaptability - it seems like in the Q/A there is a motor(?) but it was not discussed during the presentation.
Model 1	A new prototype of smart rollators to assist elders,	Current models are cumbersome and old - they do not adapt to the needs of the patients	Will you work with insurance companies and payers to cover this for elders and patients? Would this be out of pocket expense?

	PD and TBI patients that adapt to their needs		How would this compare with the price of current models? What do you customize in this new prototype? How is this prototype better?
Model 1	Smart 'Rollator' to prevent falls.	Not a clear description of the problem - although I could figure it out.	Your intro slide: Developing a smart 'Rollator' - does not explain what it is. Do you have any data on how effective your device is? How does it work - you only presented ergonomics in your picture? What is 'Smart' about your rollator?
Model 1	Model1 Rollator, for patients with problems of mobility. The difference with previous products are the following: it provides stabilisation, the ergonomics that adapt to the user, customisation, assistance of the users (not substitute their capabilities, but assist)	Diseases associated to mobility problems, such as Parkinson disease, TBI...	It was not totally clear why the rollator adapts to the patient needs in real time... How is it possible? How the ergonomics work?
Model 1	smart rollator for falls	Risk of falls in several patients such as parkinsons and elder people	Better explanation of the product specifications and competitive advantage. Mention global markets and not Spanish market.
Model 1	"smart" rollator walker	fall prevention.	Contrast with the function and use of typical rollator walker wasn't clear (beyond the ability to customize appearance) Is it limited to those people who otherwise would use a rollator? Totally not clear what adaptation you are providing. Nor is it clear how that adaptation will do a better job at preventing falls than current rollators.

			the fall data you showed: those were overall falls, right? Not just falls by those using a rollator.
Model 1	"smart" rollator walker	fall prevention.	Contrast with the function and use of typical rollator walker wasn't clear (beyond the ability to customize appearance) Is it limited to those people who otherwise would use a rollator? Totally not clear what adaptation you are providing. Nor is it clear how that adaptation will do a better job at preventing falls than current rollators. the fall data you showed: those were overall falls, right? Not just falls by those using a rollator.
Model 1	a rollator	risk of falls	
Model 1	Rolling support device for people with mobility issues.	People with Parkinson's and TBI and elderly people in general often need assistance walking. I'm not clear though how this is an improvement over what's on the market	How is this an improvement over what's on the market? What are the smart additions? What isn't being solved by the current roller devices? How will your product address those? Is this intended to be bought by patients? Covered by healthcare? What is the benefit to the patient? Are there sufficient advantages that it will advance healthcare?
Model 1	walker that is customizable	not sure what the reason current devices are a problem certainly current devices are not attractive	i did not see a storage or seat, do they move laterally, how is this better than the UStep walker for patients. can they fold up
Model 1	smart rollator the projects users from falling	large population of patients are prone to injury from falling	-very clear on what the product is -great explanation and slides on what the benefits of the product is -would like to see what the next stages of development is, what are

			the business model, and key statistics on reducing adverse events over the competition
Model 1	ergonomic walker for people at risk for falls	patients at risk for falls.	It mentions that it is a smart collator and adapt to needs in real time, but I don't understand what that means. Does it send data anywhere for technology adaptations? Or does "smart" and "adapting" just a function of the ergonomics.
Model 1	Model 1 Smart rollator -	Smart Rollator to protect people individuals with mobility issues to prevent accidents	I would like to learn more about how the smart collator adapts to needs in real time. Would it connect to a smartphone?
Model 1	A medical device that prevents people from falling	People falling	- What is the location/scenario distribution of people who fall and what % of those would this intervention be relevant for - Are there precedents here, in this space?
Model 1	smart rollator	ease of mobility for people with age related or degeneration related disorders	What specifically is new about the physical structure or mechanical pieces in your rollator?
Model 1	Rollator for the disabled	Mobility for the disabled, the elderly and other alike	Could not get why this is so different from what is currently being done in the market. It seems "incremental" to me.
Model 1	Model 1: Smart rollator for patients with limited ambulation, initially Parkinson's, TBI and other elderly; better ergonomics, full customization capabilities;	Current systems have not evolved to address ergonomic and customization opportunities	Problem not well established; looks good, and modern, but what specific problem ware you solving? What does the competitive landscape look like? This area is being addressed by others; where does Darwin stand competitively; would like to see features and benefits table relative to competition.
Model 1	Smart rollator	Current rollators can be improved by tweaking the design and intelligence/assistance to improve quality of life for users	Is this an incremental improvement? Who is your target market? How affordable is this? If you have prototypes, can you show images or videos?
Model 1	A smart rollator	Not clear to me	- I understand that the groups mentioned have higher chances to fall but I didn't understand why current solutions are not working.

			- I do not understand the smart component you are claiming
Model 1	rollator to prevent people from falling	risk of falls in people with PD, TBI or elderly	- is the problem that current walkers not adaptable to the users? have you demonstrated this problem? i.e. do people who use regular walkers have difficulties using them? - is it going to be user friendly/simple enough that elderly people or TBI patients can easily understand ?
Model 1	A smart rollator that corrects movements and decreases the risk of fall in real time.	Rollators do not have any technology that can improve efficiency on real time	How will it do all the tings it says it can do? Why are the wheels unidirectional? shouldn´t they roll in different directions to allow turning?
Model 1	smart rollator	never explains what the need is … what is wrong with a non smart rollator?	The presentation belongs into the category : we do this because we can. Needs a lot of work to define and detail the need if there is one.
Model 1	Adaptive physical assistive device to assist patients with movement and balance disorders to allow safe ambulation	Fall risk and poor mobility for many patients with physical impairments	Who are your competitors? What is proprietary about your solution?
Model 1	Smart rollator that prevents people from falling: Model 1.	A lot of people with different diseases have estability problems.	
Model 1	rollators for parkison/TBI/elderly patients	Maybe, it is not very clear the problem and the real need to develop this device.	What do you think about to incorporate new tools to control medical paramethers?
Model 1	Medical device		Business model
Model 1	smart rollator	danger of falling with current rollators. physical effort.	freedom to operate (I imagine that there are many IPs out). How do you get design input? Are you working with people who actually need a rollator?

Model 1	Model 1 smart rollator	Users falling from normal rollators	-
Model 1	new rollator	mobility	- need to do more market targeting - the channel costs here will be critical - allow at least 50 points for channel costs - very price sensitive market - what is the real competitive differentiation - nothing presented was sustainable or compelling
Model 1	Rollator	people falling	This looks like a walker. What is the difference??? how do you compete? avoid falling is a small part of the purpose. It seems walking is first?
Model 1	A new updated rollator, but it feels like making something better just for the sake of making it better. Limitations of current options and clinical unmet needs are not shown.	Unclear	It's far more impactful to state a problem and then how the device meets an unmet clinical need. Naming your project and product then listing a number of broad patient populations feels like a hammer looking for a nail. A clear problem was never stated. Why do patients specifically need rollators? If they do, why don't the current options work? What happens if the rollator doesn't work for the patient? This feels like making something better for the sake of making it better. How do I know the current product isn't good enough?