*Include 3 bullets (< 30 words total) per slide – the most important messages associated with the particular slide*

Team name: DARWIN Biomedical

Date updated: 12.02.2019

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| --- | --- |
| S1: Title& Elevator Pitch/Headline | **Opening Slide*** Introduction to the team, acknowledgement to faculty
* Elevator pitch
* Introduction to the rest of the presentation
 |
| S2: The problem and who has it | * Problem: Instability, falls, injuries
* Consequences: Functionality, independence
* Diseases: List generated from research
 |
| S3: The solution  | * Solution: Smart rolling walker
* Value proposition: Safe ambulation, prevent and avoid falls
* Wins for user ecosystem: Family, physicians, insurance, etc.
 |
| S4: Product (how it addresses the problem) | * Address: Sensors read valuable data from user(s) and surface(s) that translates into a compensating action to the walker via smart-driven wheels
* Advantage: Understanding ambulation kinetics and kinematics in real time and provide an action before the fall is unavoidable. All this is being modeled working side-by-side with users and their environment.
* Impact statement
 |
| S5: Technology | * Talk about sensors, algorithm and interaction between them
* Assistive technology creates compensating action
* IP protected technologies
 |
| S6: Competing approaches | * Competitors ecosystem: Canes, walkers, wheelchairs
* No direct aid to the user. No prevention at all.
* Decreasing falls reduces injuries. Reduced injuries reduce the cost of rehab for insurance.
 |
| S7:Traction | * Traction ecosystem map: University, research centers, investors, early adopters, etc.
* Looking for partnerships in technical, user-centered associations and funding areas
* Solid and highly valuable ecosystem
 |
| S8:Team | * One line per team member, enhancing two key points: one technical, one personal; both are highly valuable for DARWIN. Young people with experience.
* Advisors, mentors
* Investors
 |
| S9:Closing | * Written: Same slide as 1st but adding contact info
* Key reasons to join DARWIN: Solution + Team = Market value = Profit
* Acknowledgements
 |

\*Add evolution from Kickoff Workshop.

\*\*Mention people we’ve been talking to (S7).