*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).