

The Problem

According to UNICEF, most of the 900,000 annual deaths of children under five due to pneumonia occur in south Asia and sub-Saharan Africa.

One can expect similar number among the elderly as well – since they cannot travel to the doctor's office so easily

Misdiagnosis until it becomes serious is apparently not uncommon.

'Smart Jacket' (Mama-Ope)

Health Jacket Technologies Inc
Kanjokya House
Kampala
Uganda
www.hjtinc.com



(C)Raghu

The Solution and Value Proposition

A wearable jacket that can record and transmit the stethoscopic data (breathing sounds) and temperature to a remote medical center – Invented by Olivia Koburongo and Brian Turyabagye.



Value Statement:

“Our wearable jacket will help early and correct diagnosis of pneumonia so that immediate medical attention is provided to patients and save lives”

The Team

Dr. Surya Raghu (CEO) Several products commercialized in a variety of markets. Involved in Entrepreneurship Training and Consulting in ~20 countries. Product Development/US/India/UK

CTO – Brian Turyabagye - inventor

COO – Olivia Koburongo - management, hardware manufacturing.

Mr. Bret Pritchard– Marketing and Sales – excellent Africa/MENA Experience

Mr. Rick Nguyen– Finance – excellent Africa/Asia Experience

Advisory Board

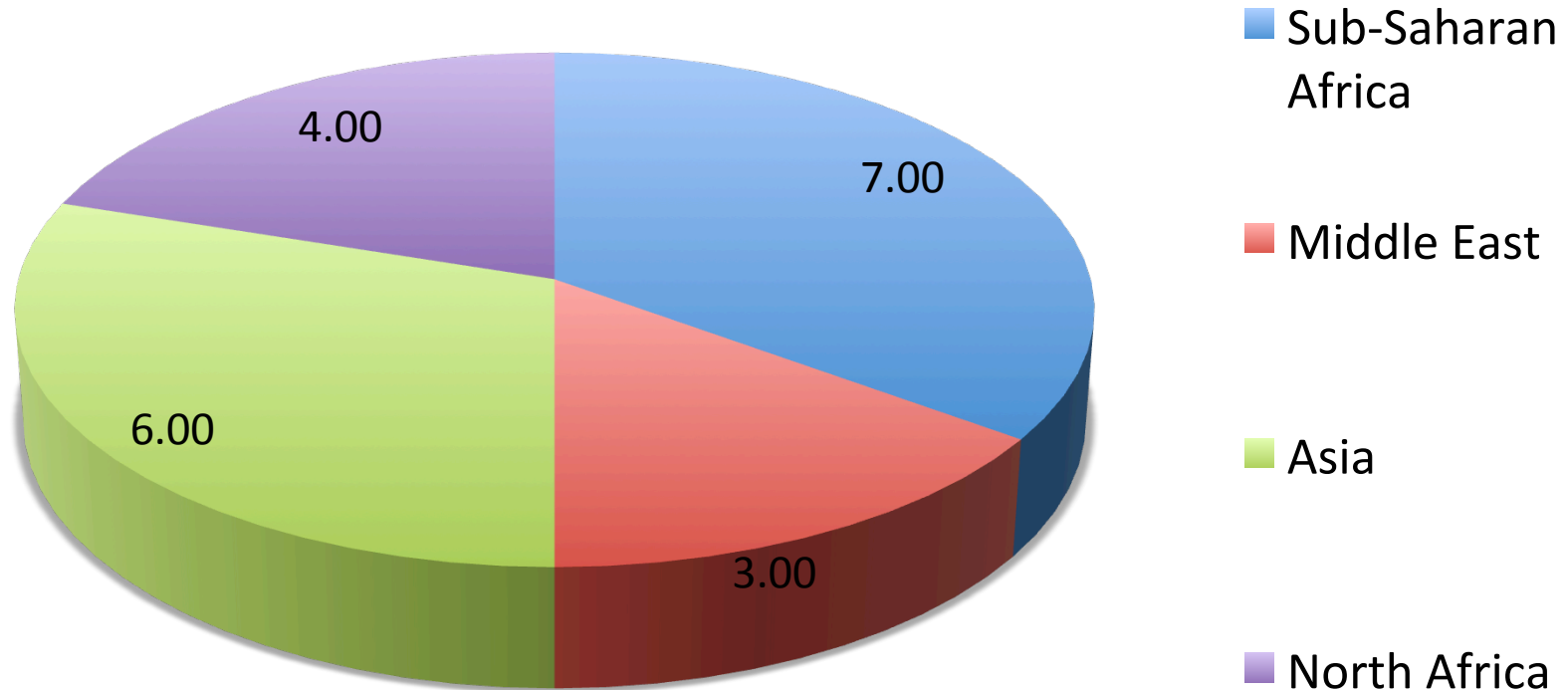
Ms. Mary Nolaw, Legal and IP Advisor

Mr. Stan Breznik, Entrepreneur and Investor

Dr. Max Yabadimo. Pediatric Pulmonology

The Opportunity

In Millions of Units Needed



Product Status

- Patent pending in Africa, Asia, Europe and US (2017)
- 10 Prototypes fabricated and consistent data from all

Technology Validation

- Technology being validated with standard devices
- Human Factors study being conducted
- FDA and CE certification being pursued for exports.
- Zero false negatives, 8% false positives

Business Model

Free to patients if they get a phone contract for 3 years
– sell it to the local Phone company? Phone company will charge hospitals and doctors for services?

Subsidized by Pharma companies producing related medicines – sell it to the Pharma companies?

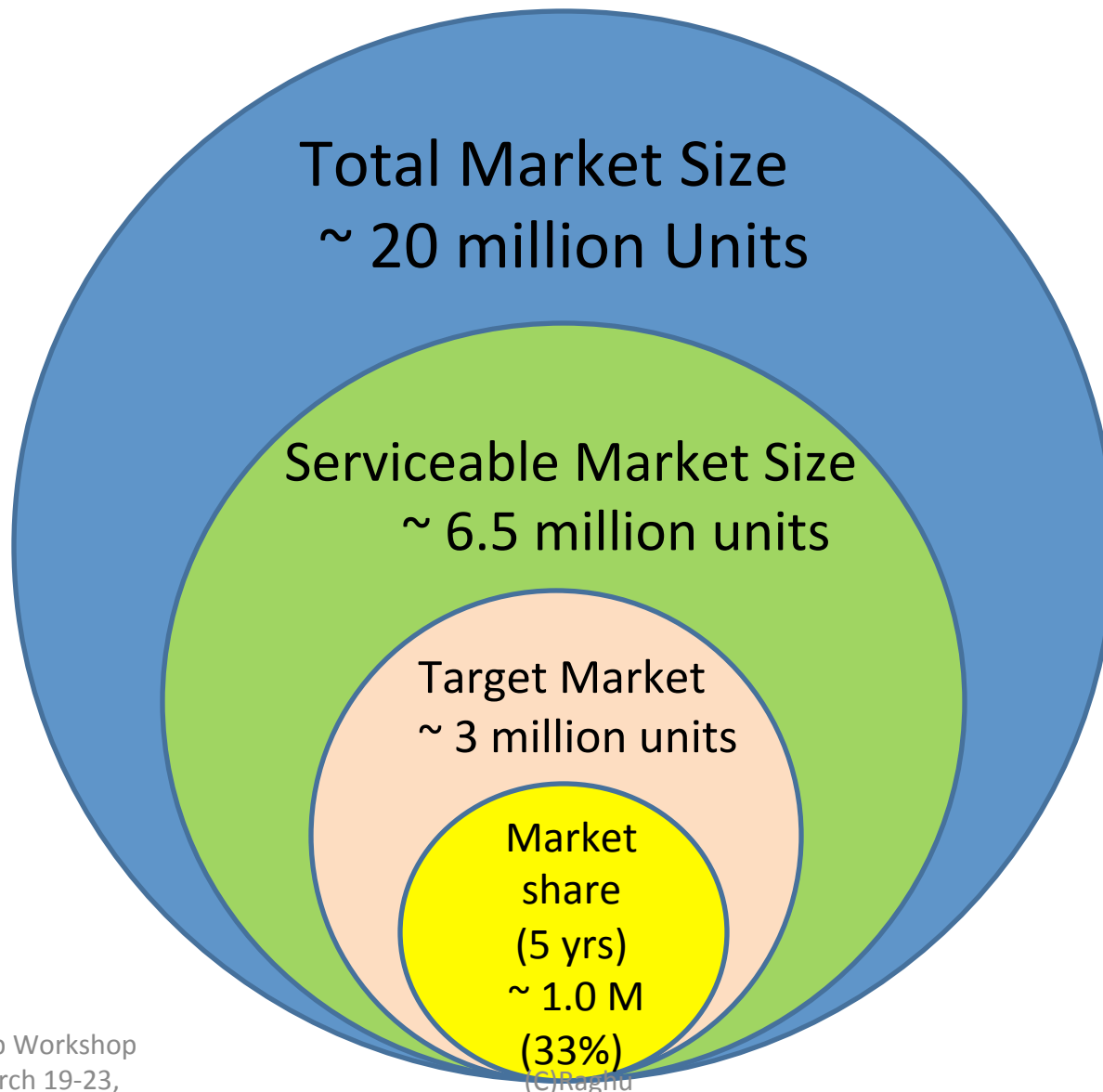
Sell it to hospitals – private and govt hospitals? They will rent it out to patients?

Sell/rent directly to affordable patients and even out the costs?

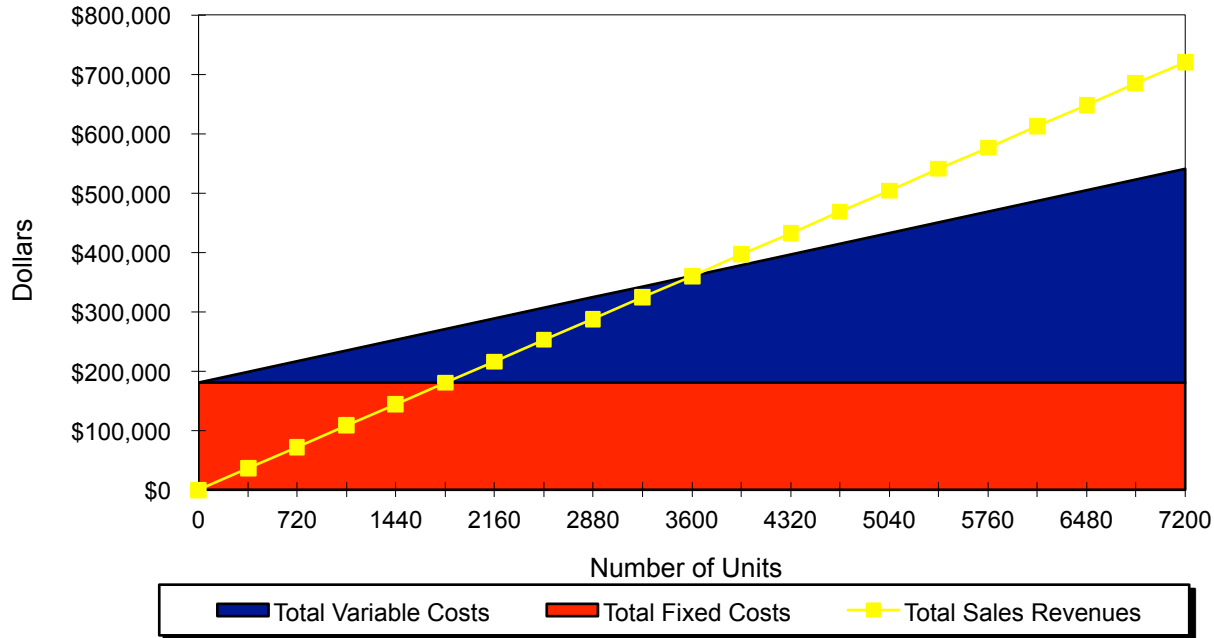
The Competition

	Pulmo	Smart-Jacket
False negatives	Approx. 8%	Zero
Context	Single patient interface with physician	Population based screening or individual monitoring
Ease of use	5 minutes test	20-second test
Home monitoring	No	Yes
Prescription necessary	Yes	Yes
Cost	\$130	\$100
Ease of Use	Trained medical professional needed	Family member

Market Share



Financial Projections



Units Required for Break-Even:	3,600
Dollar Sales Required for Break-Even:	\$360,000.00
Variable Costs Per Unit:	\$50.00
Total Variable Costs:	\$180,000.00
Total Fixed Costs:	\$180,000.00
Months to Break-Even:	48.0

Funding for Immediate Activity

Seeking \$400K for:

- Device tooling and manufacturing of initial **4000 units**
 - Manufacturing support
 - Marketing
 - Distribution efforts

Return on Investment: 5X in 5 Years

30 % Equity

Summary

Smart-Jacket can prevent ~ 1 million deaths/year due to
Pneumonia - social cause

Seeking \$400K for 30% of company and X5 ROI for investors in
5 years.

Break-even in 48 months.

Strong management team

U-Phone prepared to buy 1000 units upon contract

Thank you

QUESTIONS?

Technical Skills

Engineering

Science & Mathematics

Agriculture & Water

Programming

Laboratory Skills

Field work

Non-Technical Skills

Prior business experience

Starting a company

Entrepreneurship

Sales and Marketing

Finance

Leadership skills

Activity Coordination

Website content management

Public Speaking

Consumer survey

Telemarketing

Fund raising

Social Service

NGO Activity

Time Management Skills

Volunteer work

Social Entrepreneurship

Familiarity with Intellectual

Property - patents, trademarks,

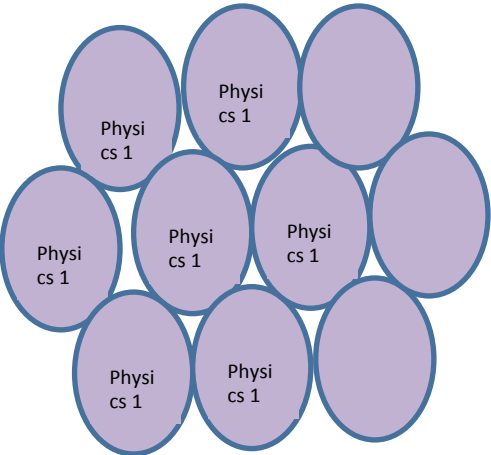
copyrights and trade secrets

Technology Transfer

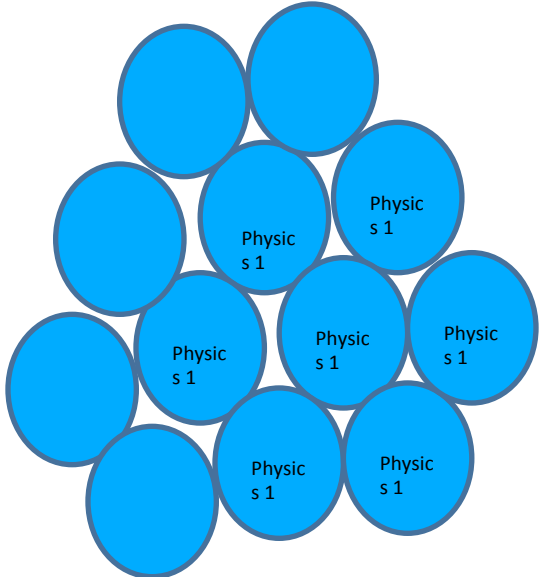
Other ???

Technical Talent Clusters

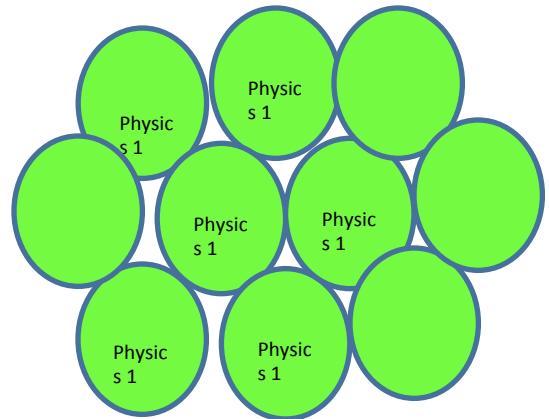
engineering



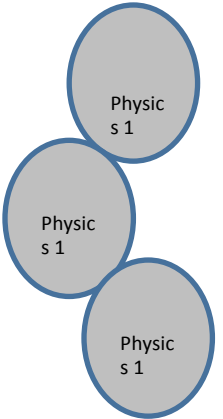
Science and Mathematics



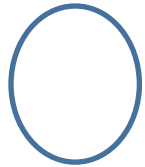
ICT



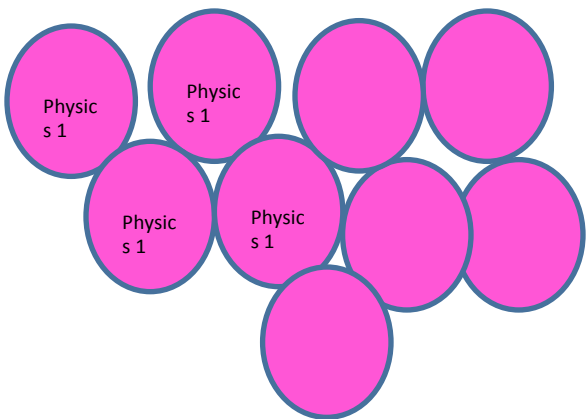
Education



Undeclared

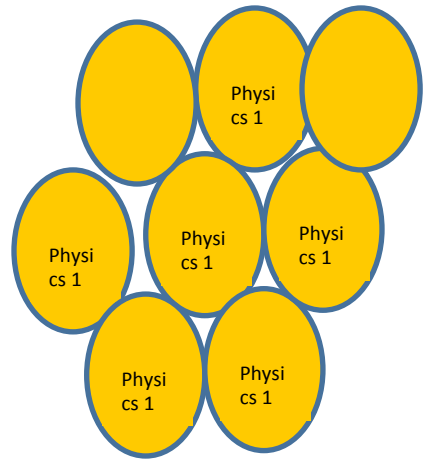


water

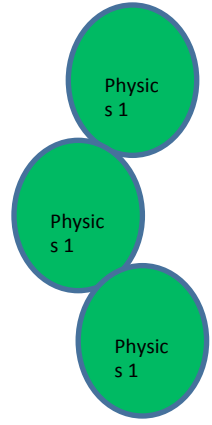


Non-Technical Talent Clusters

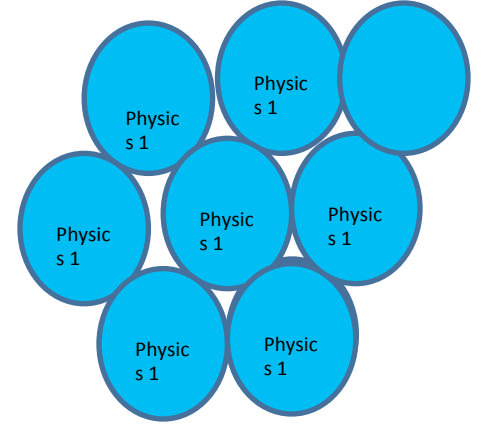
Leadership



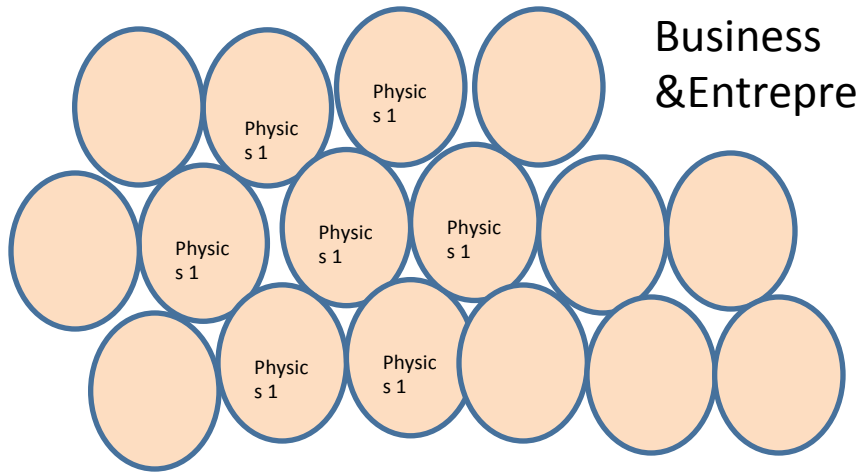
software



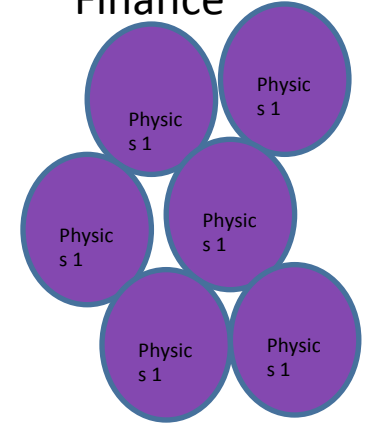
Mgmt



Business & Entrepreneurship



Finance



Example of combined skills needed for a project

Battery powered vehicle for physically disabled person

Mechanical engineering – design, power train

Customer studies

Marketing and sales

Project management

Manufacturing/supply chain management

Finance

Fund raising

Social work with disabled people

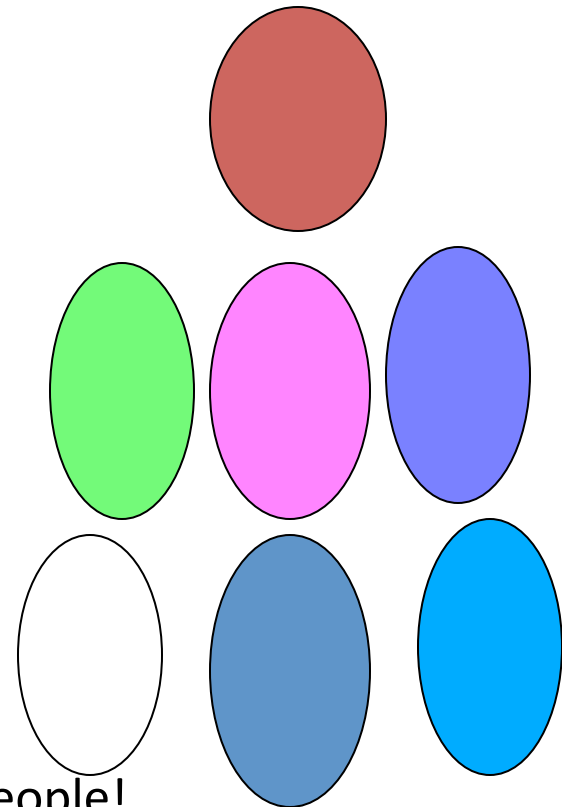
Company Leadership

Website management

Media and telecommunication

Missing talent to be hired

•Remember you can hire part-time out of the 50 people!



Day 1: 4:15 p.m. - 6:00 p.m.

Provide a pre-printed skill-set form for individuals to write their technical and non-technical skills

Collect them to be displayed on the wall at the end of the day for teams to scout for talent.