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400 User Survey Respondents

Brought to you by:

2.009 Team Silver

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Silver Team

Market Research and User

Experience: Obtaining market research from target users helped refine key user needs.



Data from online survey of 400 drivers over 18

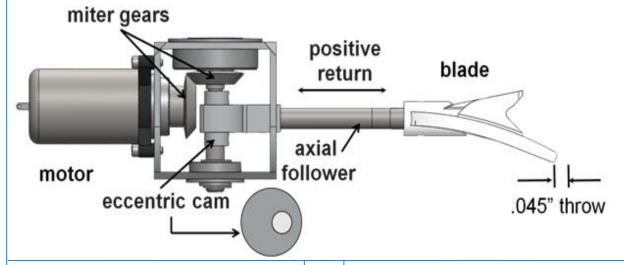
User Needs and Performance

Goals: Key user needs derived from market research were used to determine performance goals.

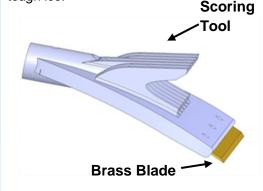
User Need	Performance Goals
Effortless	Clears windshield
	in <5 min
	Minimal applied
	force at grips
Comfortable	Handle Diameter
	and length
	Reach distance
	over 2'
	<5lbs in weight
Durable	Functional in cold
	weather
	Minimal
	component wear

Key Design Features:

Actuation Mechanism: Chipping motion is rendered by axially oriented eccentric drive.



Blade Design: Blade material is safe for use on auto glass, but pliant to get under tough ice.



Handle Ergonomics: Incorporates physical needs of the scraper into a high end aesthetic.



Power: Lithium Nanophosphate batteries were chosen to fulfill performance requirements.

Batteries

26650

A123

LiFePO4 Cell

26650

A123 LiFePO4

Car Jack 12-14V Charging Signal Circuit



- Excellent cold weather performance
- Safe, eco-friendly
- High energy density
- Lightweight
- Trade off-Cost

Business Plan:

Sales Price: \$165

• NPV: \$1.3 million

Investment: \$350,000

• ROI: 80%

• Break-even point: 3 years