Walker Prime
Green Team
Imagine ...

Steps

Narrow Aisles

Tight Quarters
Walker Prime

Green Team
User Experience | **Demonstration**

**Cane to Walker**

Release upper safety lock

Pull handles apart

Device passively locks in position

**Walker to Cane**

Release lower safety locks

Push sides together
Stable | Simple | Ergonomic
Design | Walker Architecture

- Dimensions
- Height adjustment
- Stability

32”-38”
17”
18”
24”
6 lbs
Design | Cane Architecture

Challenges
- Maintain same handle height
- Small cane footprint

Solution
- Folding geometry
- Keeping wheels right above skids
Design | Walker to Cane Actuation

Challenge
- Simple, intuitive user experience

Solution
- Linked motion in both directions
Challenge
To function comfortably in both modes

Solution
- Wave guides handles together and forms contour for fingers
Design | Safety Locks

Challenges
- Easy to reach
- Easy to use

Solution
- Simple passive locking
- In reach of hands
- Visual Cue
Design | Lock for Cane Mode

Challenges
- Easy to reach
- Easy to use

Solution
- Simple passive locking
- In reach of hands
- Visual Cue
Design | Lock for Walker Mode

Challenges
- Easy to reach
- Easy to use

Solution
- Simple passive locking
- In reach of hands
- Visual Cue
Design | Wheels

Challenge
- Stability for indoor/outdoor use
- Clear ground in cane mode

Solution
- 5” wheels for indoor/outdoor use
- Lift wheels above skids
Design | Skids

Challenge
Use in walker and cane mode

Solution
- Dual-purpose skids for stability
- Low friction for sliding in walker mode
- High friction for functionality in cane mode
Annual market size

500K+ walkers sold/year

Annual market growth

3.1%
**Business Plan** | **Competition**

- **Volaris S7 Walker**
  - $120

- **Metrowalker**
  - $400

- **Standard 2 Wheel Folding Walker**
  - $80

- **Walker Prime**
  - $200
Business Plan | Costs

Production Costs

<table>
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<th>Units Produced (in Thousands)</th>
<th>Cost /Unit</th>
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<tr>
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Additional Costs

- Research and Development
- Sales, General, Administrative
- Distribution
Business Plan | 5-yr Projections

Initial Investment
$300,000

Positive Cash-flow:
Year 3

IRR
21%

Units Sold per Year

Net Earnings per Year
2.009 Green Team

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Rand Hidayah
Annie Huang
Kristin Kagetsu
Dan Kelly
Jessy Mwarage
Mike Nawrot
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Brendan Rios
Michael Rodrigo
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With Thanks To

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Matt Duplessie
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TAs
User Profile | Description

Our user is ...

Able to stand without support

Able to carry 6 lbs with one arm
(less than a gallon of milk)

Able to go into the community independently
User Profile | Professional Viewpoint