blue b
matmate
presents
the first integrated uv-steam sanitizer for wrestling and athletic mats
Ring Worm
3-4 weeks

Herpes
2-3 weeks

Staphylococcal
1 week

Impetigo
1 week
this makes wrestlers 16x more likely than other athletes to get skin infections!
Consumer
11,000 colleges and high schools

User
300,000 wrestlers and coaches

Tester
MIT Club Wrestling Team
<table>
<thead>
<tr>
<th>Consumer Need</th>
<th>Product Feature</th>
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<tbody>
<tr>
<td>Thorough</td>
<td>kills 99.9% of micro-organisms</td>
</tr>
<tr>
<td>Safe</td>
<td>prevents hazardous human exposure to UV and steam</td>
</tr>
<tr>
<td>Fast</td>
<td>&lt;10 minutes to treat 32’x32’ mat</td>
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<tr>
<td>Longevity</td>
<td>10+ year product life</td>
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<tr>
<td>Easy-to-Use</td>
<td>operable by one person</td>
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Mock-Up Goals

**User Safety**
UV and Steam

**Damage**
to mat

**Time**
to treat entire mat

**Effectiveness**
UV and Steam
<table>
<thead>
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<th>Icon</th>
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<tbody>
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<tr>
<td>Lightbulb</td>
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<td>Hard Hat</td>
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Safety Features

turns off when lifted off the ground

shows user when moving too slowly or quickly
all things considered, we chose....
matmate

Price point $1500-2500

Safety Cover

UV and steam for sanitizing and cleaning

Plugs into standard 120V outlet
What’s Next

Integrating steam and UV

Durability of product

Scalability of technologies
thank you!
from blue b