

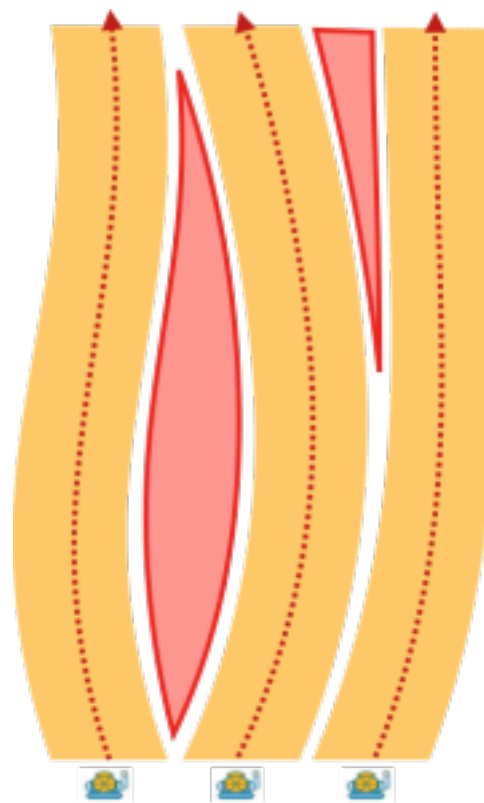
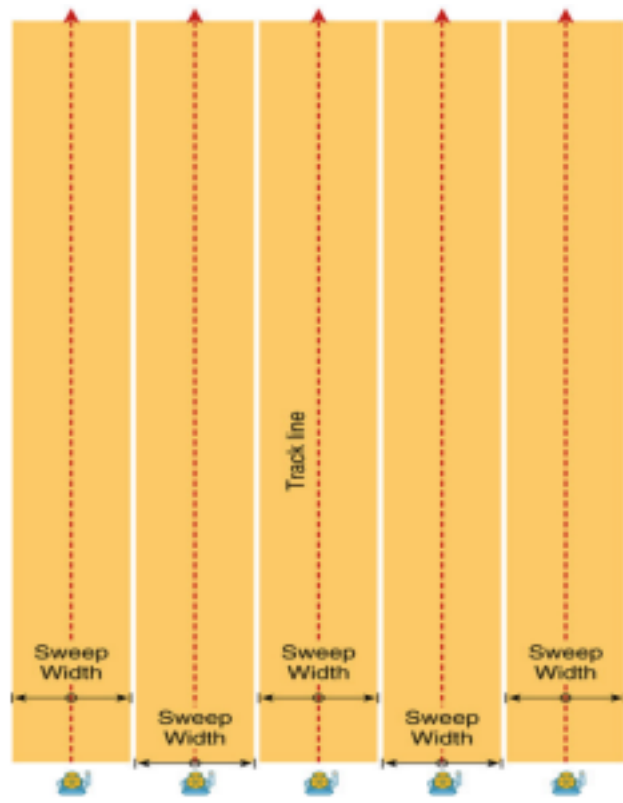


Beacon

Lauren Gulland
Yellow B

Photo by Oliver Feiler

Vision

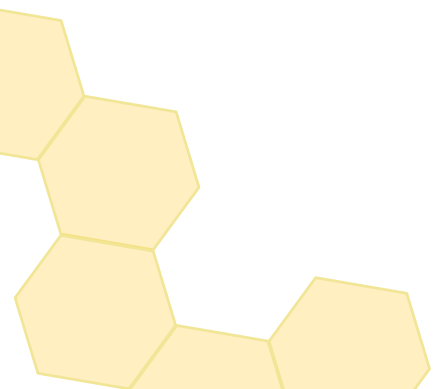


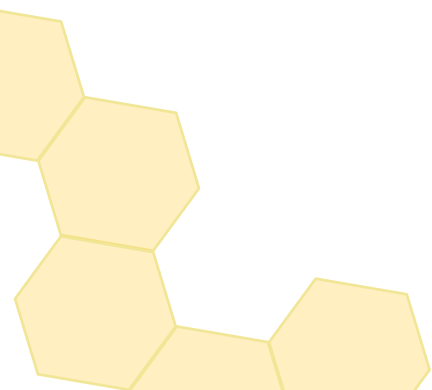


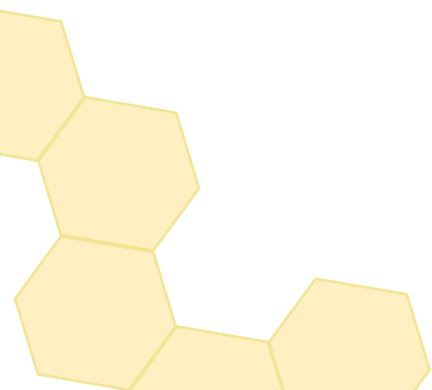
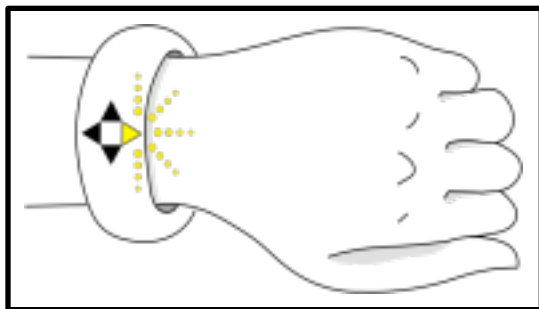
Scout: for all searchers

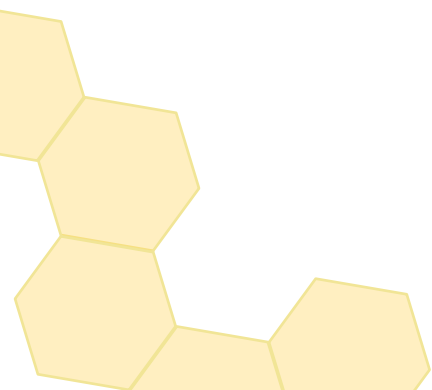
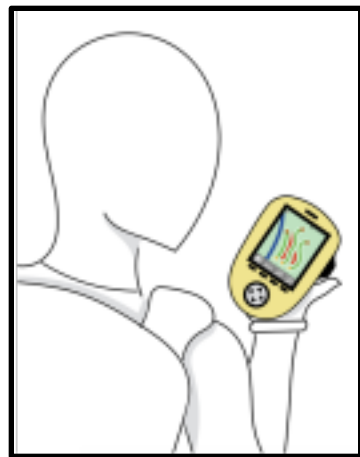
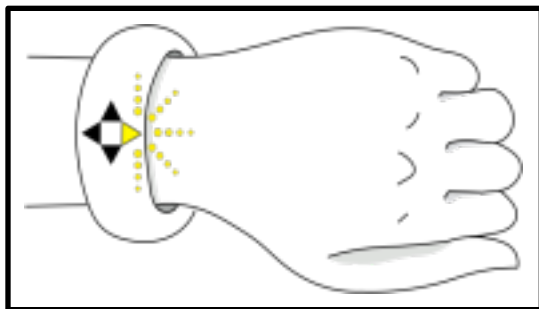


Queen: for team leads









Product Contract

Need

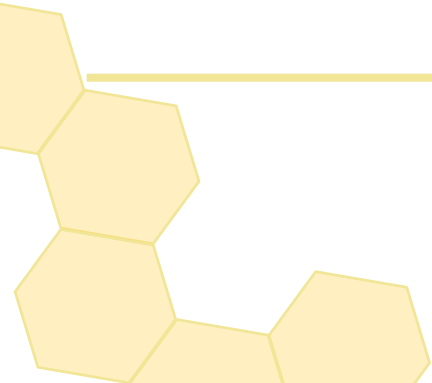
Attribute

Specification

Easy to know
areas searched

Intuitive
Visualization

Learnable in 2-5
minutes



Product Contract

Need

Easy to know
areas searched

Attribute

Intuitive
Visualization

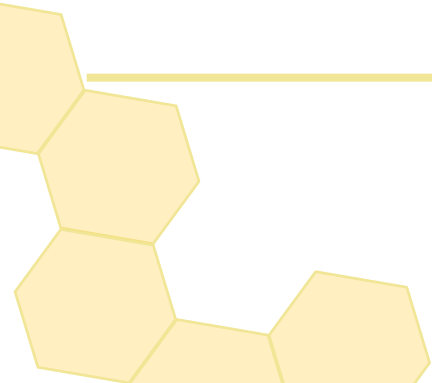
Specification

Learnable in 2-5
minutes

Records areas searched

Reliability

Sends position
every 5 seconds



Product Contract

Need

Attribute

Specification

Easy to know
areas searched

Intuitive
Visualization

Learnable in 2-5
minutes

Records areas searched

Reliability

Sends position
every 5 seconds

Works with a full
search team

Multi-device
Communication


Talks with ≥ 10
searchers



Pricing Estimation



Pricing Estimation



\$1650

Sample System Price:
1 Queen, 10 Scouts

Pricing Estimation

\$1650

Sample System Price:
1 Queen, 10 Scouts

\$400

Queen Unit

Pricing Estimation

\$1650

Sample System Price:
1 Queen, 10 Scouts

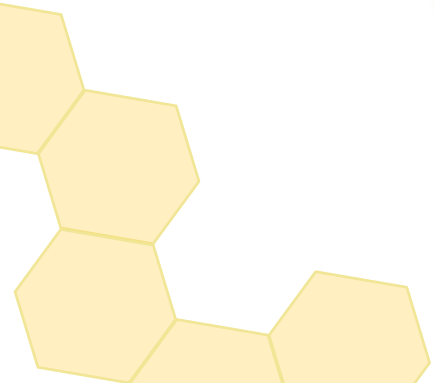
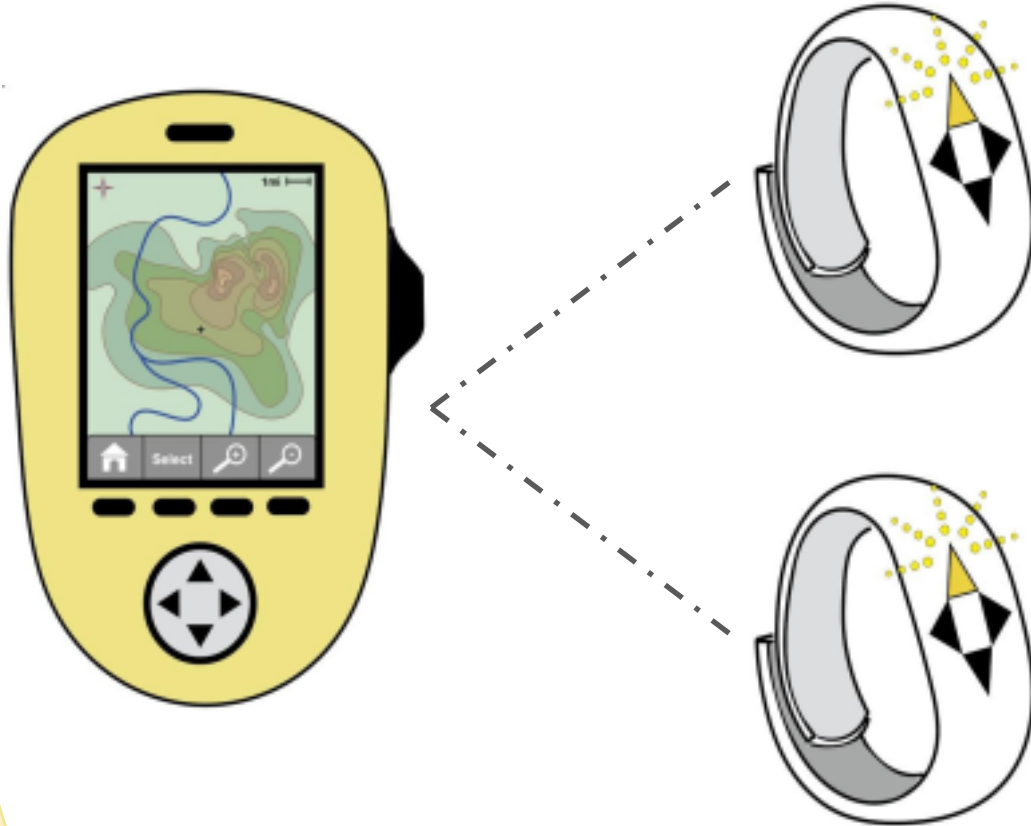
\$400

Queen Unit

\$125

Scout Unit

Mockup Model

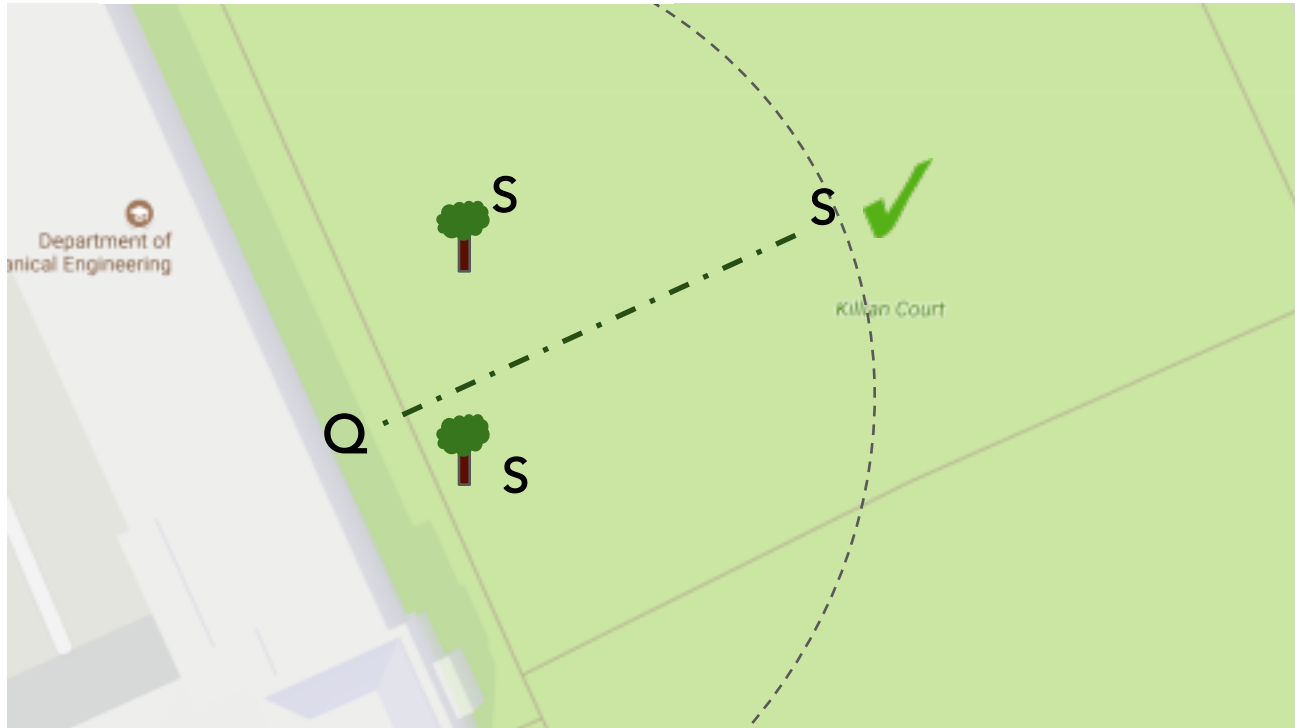


Testing



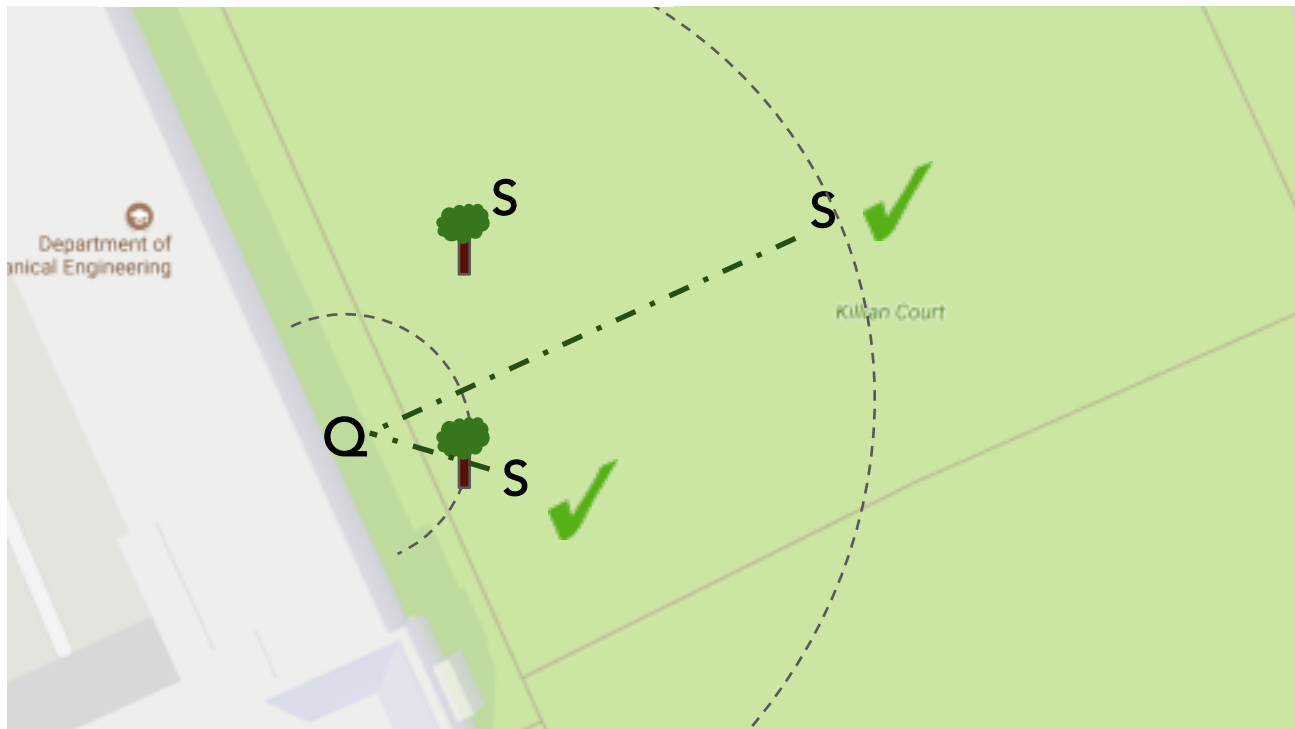
Open Field

Testing



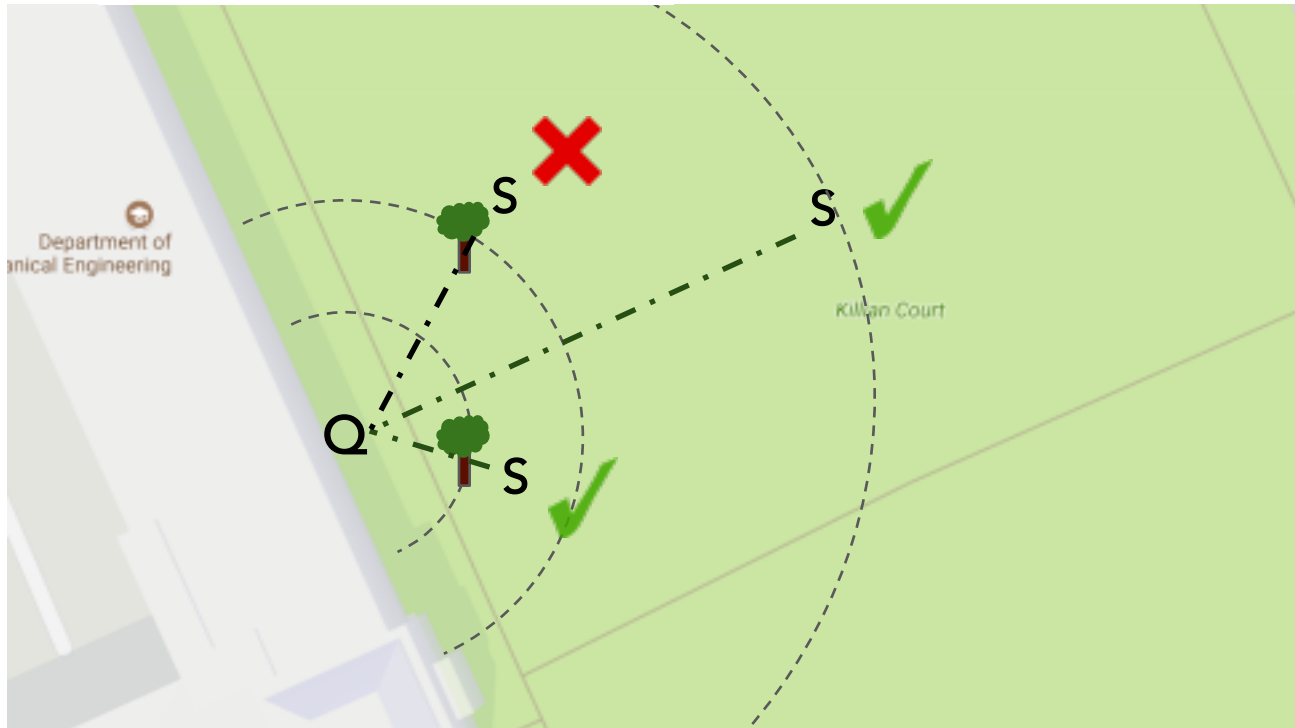
Open Field

Testing



Open Field

Testing



Open Field

Critical Risks

RF in Thick Forests?



Scout Scalability?

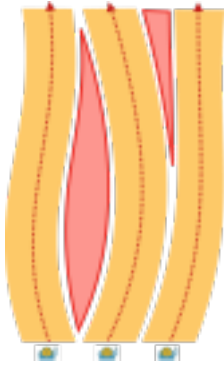


X 10

Next Steps!



RF Testing



Feedback