

Match Maker/ Rehabilitation/ 2 March 2022



Product: NeoFly and NeoBolt

Project : NeoFLEET – Livelihood through Mobility!

Website of the company: https://www.neomotion.in

Founder: Siddarth Daga

TechEx.in Case Manager: Pradnya Aradhye (pradnya@venturecenter.co.in)











Problem



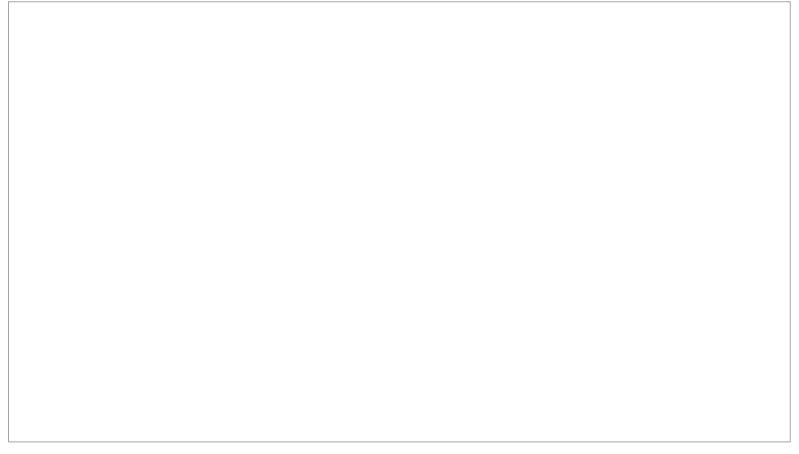
Indoor Mobility

- 1. 4,00,000 wheelchairs sold annually in India
- 2. 95% are of "One-Size-Fits-All"
- 3. Health damaging poor posture back / shoulder pain
- 4. Restricted mobility difficult to propel
- 5. Low self-confidence



Outdoor Mobility

- 1. Need help for transferring from wheelchair to scooter
- 2. Need help for carrying wheelchair along
- 3. Unsafe with no back / upper body support
- 4. Three back-wheels gets stuck on potholes; no reverse
- 5. Retrofit solution crude looks







Solution



NeoFly

Personalized Wheelchair - Enhances Health, Lifestyle!

- 18 Customizations
- 2. Correct posture no back / shoulder / neck pain
- 3. Easy to push fastest marathons in India
- 4. 30% compact narrow lifts, bathrooms, doors accessible
- 5. Sleek, Stylish improves self-confidence



NeoFly & NeoBolt Motorized Add-On - Go Anywhere, Anytime!

- 1. No need to transfer into scooter, auto-rickshaw, car
- 2. User attaches independently
- 3. Tailored for Indian Terrain rugged built, suspension
- 4. Li-lon battery, 25 km per Charge
- Low-Cost Outdoor Mobility

Complete Set - Rs 95,000

User Base: 750 Users, 31 States



NEOFIT

Remote User Assessment

NEOCARE

Service & Spares

NeoMotion User Stories



Sumit Thakur, Manali Student, Under Graduate



Suresh, Sangli, Ex-Serviceman, Saplings Business



Laxmipriya, Puducherry Hotel – Cashier & Accounts



Parthiban, Vellore Country Chicken Farming



Trivendra Singh & Raj Aravind Para-Atheletics



Indrajeet Singh, Sambhal Auto-Spares Business



Rajkumar Patil, Pune Principal at School



Sapna Kumari, Noida Class 10th Student



Solaimani, Chennai IT Professional



Prachi Yadav & Dr Deepa Malik

Comparison – NeoMotion's Present Products

		Direct Cor	npetition		Substitute Products		
Model	NeoFly + NeoBolt	Freedom Wheels China / India	Rio Mobility <i>USA</i>	Batec Spain	Modified Two-Wheeler	Motorized Wheelchair	Tri-Cycle
Image	€						
Price (Rs)	95k Clip On + WC	54k Clip On	160k Clip On	200k Clip On	50k – 80k	65k +	10k
Independent Outdoor Mobility	Yes	Yes	Yes	Yes	No	No	No
Distance Per Charge / Fill, km	35	35	24	35	250	15	10
Top Speed, kmph	25	15	19	15	50	6	10
Compatible with Indian WCs	-	< 1%	< 1%	< 1%	-	-	-
Mobility on Uneven Terrain	Excellent	Poor	Poor	Poor	Good	Poor	Excellent
Obstacle Clearance	5 Inch	2 Inch	2 inch		8 inch	5 inch	8 inch
No. of Ground Contacts	3	3	3		4	4	3
Suspension	Yes	No	No		Yes	No	No
Safety While Turning	Excellent	Poor	Poor	Poor	Poor	Excellent	Poor



User-Centric Design, Engineering, Rehabilitation Expertise



Dr Sujatha Srinivasan Co-Founder & Advisor Professor, Dept. of Mechanical Engineering, IIT Madras



Sales & Customer Success
Dual Degree, Mechanical Engineering, IIT Madras



Swostik Sourav Dash
Co-Founder & CEO
Dual Degree, Product Design, IIT Madras



Ashish Mohan Sharma
Manufacturing & Supply Chain
Dual Degree, Mechanical Engineering, IIT Madras

Recognition - Eminent Personalities













Recognition - Awards

International Committee of Red Cross



DIA – Tata Trusts & The Titan Company



SICA - PROSUS



TANSEED - Tamil Nadu Government



IAI - NASSCOM Foundation



Confederation of Indian Industries







POTENTIAL

E-Commerce Deliveries as a Source of Livelihood

ZOMATO

4 Lakh+ Delivery Agents

AVERAGE PAY

Rs 18,000 Per month

Scope for SCALE!



CSR PROJECT



NeoFLEET

Livelihood through Mobility!

One Batch at a time!



NeoFLEET

Mobility + UpSkill







PROJECT PILOT

30 Deliveries
No Accessibility Issues

MARCH 2022

Wheelchair User Trails





NeoFLEET

Mobility + UpSkill



Enable Independent Mobility!10

Batch Running Cost 20 Lakhs (80/20 CAP/OPex)

Beneficiary EarningsRs 13,000 Per Beneficiary

Course Duration One Month

UpSkill E-Commerce Delivery





NeoFLEET - GOAL

100 Batches of NeoFleet10 Cities

1000 Lives Upskilled & Mobile!



Timeline – Single NeoFleet Batch

Week	1	2	3	4	5	6	7	8	9	10	11	12	13
Project Approval													
Kick-Off Meeting with NeoFleet Partner Organization													
Building & Hostel Identification													
Project Staff Recruitment													
Kick-Off Meeting with Mobility Equipment Supplier - NeoMotion													
Release PO for Mobility Equipment - NeoFly & NeoBolt													
Delivery of Mobility Equipment													
BATCH 1													
Beneficairy Identification													
Beneficiary Relocation to NeoFleet Hostel													
Beneficairy Delivery Agent onboarding													
E-Commerce Deliveries													
Graduation from NeoFleet													
BATCH 2													
Beneficairy Identification													
Beneficiary Relocation													
Beneficairy Delivery Agent onboarding													
Commence Deliveries													
Graduation from MLU													

One Time - 3 Weeks

- Building & Hostel
- Project Staff

Per Batch – 7 Weeks

Admission to Graduation



Budget – Single NeoFleet Batch

Equipment for Delivery - Mobility & IT		79%	₹1,474,200
Outdoor Mobility Device	94900	Each Beneficiary	₹949,000
Additional Battery & Charger	35000	Two Batteries	₹350,000
Mobile Phone Power Banks	500	Each Beneficiary	₹5,000
Smart Phones	10000	Each Location	₹100,000
Post Sale Service Camp, Spare Parts	5%		₹70,200
Project Execution		9%	₹165,000
Beneficiary Identification - Baseline Survey	1000	Rs	₹10,000
Clinical Assessment	1000	Rs	₹10,000
Delivery Platform Onboarding Charges	2000	Rs	₹20,000
Location Project Manager Salary	25000	Rs	₹25,000
Project Documentation - Video / Batch	40000	Rs	₹40,000
Volunteer Renumeration / Day	200	Rs	₹60,000
Accomodation & Travel		12%	₹230,000
Hostel (Training Centre) Rental (Monthly)	30000	Rs	₹30,000
Daily Food Allowance	500	Rs	₹150,000
Hostel Caretaker	15000	Rs	₹15,000
Travel to Project Location	1500	Rs	₹15,000
One-Time Re-location allowance	2000	Rs	₹20,000
TOTAL COST			₹1,869,200

Expense – INR 20 Lakhs

Beneficiaries - 10

Total Earnings – INR 1.30 Lakhs

Capital Exp – 80%

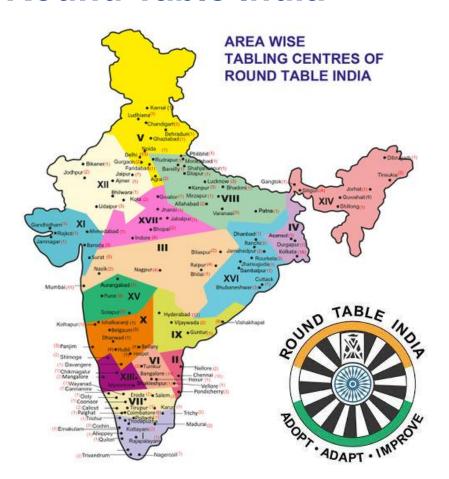
- Mobility Equipment
- Additional Battery
- IT Equipment

Operational Exp – 20%

- Accommodation
- Project Staff
- Beneficiary Relocation



Round Table India



143 Tables across India 3000+ Members

Past Projects with NeoMotion 200+ Beneficiaries INR 2 Crores







For more information

Case Manager:

Ms Pradnya Aradhye

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+91-8805009010

Start-up:

NeoMotion Assistive Solutions Pvt Ltd

Mr Siddarth Daga

sdaga@neomotion.co.in

+91-9445383599







Media

CSR Funding of Rs 75 Lakh helps ITT Madras-incubated Startup Neo Motion empower 160 Differently Abled to become more Independent

Chennai, Nov. 30: Three to provide customized every year by 2025 The plan is to impact 1000 NeoBoltandNeoFlyunits in independent CSR projects wheelchairs to 163differently-

have enabled the BT Madras shied persons, NeoMotion Lives with a total CSR factors compactness are incubated Startago NeoMerion aims to impact one lake ives. Support of Rs 10 Crore for ignored

the next 12 Months A video explaining the project can be www.voutube.com India's first indicenous motorized wheelchair vehicle NeoBolt and NeoFly, a designed to enhance health

Wheelchoirs in India have eating comfort, postural

நவீன சக்கர நாற்காலி வாகனம்: ஐ.ஐ.டி., கண்டுபி

சென்னை, ஆக. 24- உள்ளனர்.

மாற்றுக்கிறனாளிகளுக் காக உள்காட்டு மோட் டார் பொருக்கப்பட்ட சக் கர நாற்காலி வாகணத்தை. சென்னை ஐ.ஐ.டி., உரு வாக்கியன்னகு.

சென்னை உ.மு.பு., வெளி மிட்ட செய்கிக் குறிப்பு:

சென்னை உ.ம.டி., யின் மெக்கானிக்கல் இன்றி னியரிங் துறை சார்பில், பேராசிரியர் கூறாதா சீணி வாசன் தலைமையிலான குழுவினர், மாற்றுக்கிற னாளிகளுக்கான நவின மோட்டார் சக்கர நாற்காலி வாகனத்தை கண்டுபிடித்து

உள்ளட் ம லேயே கயாரிக் winn's Grow's mi Quinness தப்பட்ட இந்த வரகணம். மணிக்கு அடுகபட்சம், 25 கி.மீ. வேகக்கில் செல்லக் கூடியது. 'லிக்கியம் அயன் பேட்டரி'யில் இயங்கும் வகையில், இந்த வாகனம் தயாரிக்கப்பட்டுள்ளது.

சக்கர நாற்காலியில் அமர்ந்த நிலையிலேயே. அப்படியே எழுந்து நிற்க வகை செய்யும் 'அரைஸ் என்ற இயந்திரமும் இதில் இடம்பெற்றுள்ளது.

இவ்வாறு கூறப்பட்டுள்ளது.



கண்டுபிடித்துள்ள நவீன சக்கர நாற்காலி வாகனம்.

एक चार्ज में 25 किमी चलेगी व्हीलचेयर

अमर उजाला ब्यरो

नई दिल्ली। भारतीय प्रौद्योगिकी संस्थान (आईआईटी) मदास ने देश की पहली स्वदेशी मोटर चालित व्हीलचेयर तैयार की है। नियोबोल्ट नामक व्हीलचेयर 25 किलोमीटर प्रतियंटा की रफ्तार से चल सकती है। जबकि एक बार चार्ज करने के बाद 25 किलोमीटर तक चलेगी। इसका उपयोग समतल सडकों के अलावा उबड-खाबड रास्तों पर भी किया जा सकता है।

इसमें लिथियम-आयन बैटरी का इस्तेमाल किया गया है।



आईआईटी मद्रास ने देश की पहली स्वदेशी मोटर चालित व्हीलचेयर तैयार की

नियोमोशन स्टार्टअप के सहयोग से पहली स्वदेशी मोटर चालित मैकेनिकल इंजीनियरिंग विभाग व्हीलचेयर को तैयार किया गया अन्य प्रोडक्ट से ऐसे हैं अलग नियोमेशन के सीईओ स्वास्तिक सीरव दास के मताबिक, मार्केट में निवोप्लाई व्यक्तिगत व्हीलचेयर 39900 रुपये की है, जबकि नियोबोल्ट 55 हजार रुपये में मिल रही है। ग्राहकों को किस्तों का विकल्प भी दे रहे हैं। महज एक हजार

देना मकसद था।

दिव्यांगजनों को आजादी

देना मकसद : प्रो. स्जाता

ने बताया कि अक्सर हम

दिव्यांगजनों को व्हीलचेयर

पर देखते हैं। लेकिन उनका

जीवन सिमटकर रह जाता

है। उन्हें घर की चारदीवारी

से बाहर सडकों पर आम

लोगों की तर्ज पर आजादी

Neobolt: Accelerating lives of the differently abled

The motorised wheelchair vehicle. developed by IIT Madras comes as a boon for those with locomotor disability

from III Madras

Safe, low cost option

Mechanical Engineering, III

HT Madras Alumnus Swostik

Character (Conv. 1) Indian Institute of Techno-powers wheelchair users logy Madres (IIT-M) has developed india's first indigenous motorised wheelthair mobility when compared to vehicle, NeoBolt, that can be cars, auto rickshaws or modiused even on uneven terrains.

the innovation even caught the attention of Ananci Mahindra, Chairman, NeoBolt was developed by a Mahindra Group. In a tweet, team led by Suiatha he said, "it looks like a really - Srinivasan, Department of cool & thoughtful innovation. Truly a way of accelerate Madras, and has been coming the lives of the differently - mercialised through a startabled ... It merits support. & up-called 'NeoMocion,' The I'd be happy to help." He even powed a small Whatstop video on the whicle.

has developed and commercially hunched 'NeoFle' a personalised wheelchair. As much as 18 customisations speed of 25 kmph and travels ensure a perfect fit to the up to 25 km per charge, It em user's requirements. "NeoBolt converts NeoFly with a convenient, sale and

into a sale, mad-worthy low-cost mode of outdoor vehicle that can navigate any kind of terrain that we may normally encounter - drive fied scooters, says a release through unpaved streets or climb a steep gradient. And it can do this comfortably as it has suspensions to absorb the shocks," Sujatha

Scinivasan said. Products with features comparable to NeoBolt are available only in the global market and are at least three to five times more expensive, start up has been to founded the release said. by Sujarha Sriniyasan and an

presently being used by over leave said. NeoBolt has a maximum Souray Dash, who is the CEO 600 users across 28 States in It is estimated that around issues.



Gerard Anthony from Chennal on his NeoBolt.

tsed add on is available at options. Users can pre-book \$1,000 by registering in the NeoFly and NeoBolt are company's website, the re-

India: NeoFly personalised 3 lath wheelchairs are sold wheelchair is available at annually in India, of which \$39,900 and NeoBolt motor 2.5 lakh are imported. Nearly T55,000. There are also FMI sold in India are 'one-sizetheir orders with us for just bility, damages health, and lowers self-confidence. 'NeoFly' and 'NeoBolt' are intended at addressing these

NeoMotion Present Financing

Туре	Funding By	Rs Crore
Grant	Design Impact Awards	0.50
	IITM Incubation Cell	0.44
	NASSCOM	0.03
	Prosus SICA	0.18
	TANSEED	0.05
	Villgro	0.15
Grant (Sales Linked)	IITM Incubation Cell	0.47
	Nilekni Philanthropies	0.10
Loan	IITM Incubation Cell	0.40
Loan - Directors	Sujatha Srinivasan	0.10
	Swostik Sourav Dash	0.21
Paid Up / Reserves		0.21
Grand Total		2.84

NGO Partners

	Organization	State
1	The Ganga Foundation	Tamil Nadu
2	Swabhiman	Odisha
3	SoulFree	Tamil Nadu
4	Mobility India	Karnataka
5	Enable India	Karnataka
6	Association for People with Disability	Karnataka
7	Seva Dhama	Karnataka
8	Disability Rights Alliance	Karnataka
9	St John's Medical College	Karnataka
10	Vindhya E Infotech	Karnataka
11	Sahay, Coimbatore	Tamil Nadu
12	Amar Seva Sangam	Tamil Nadu
13	SVNIRTAR	Odisha
14	Mitti Cafe	Karnataka
15	NINA Foundation	Maharashtra
16	Helpers of the Handicapped	Maharashtra

Focus Areas

- Education
- Skill & Vocational Training
- Employment

Financials

(Rs Crore)	2019-20	2020-21	2021-22 (February)	2021-22 (Projection)	2022-23 (Projection)	2023-24 (Projection)
Revenue	0.6	1.3	2.8	3.5	12	20
Net Profit	0.05	0.2	0.2	0.4	1.4	2.4
Profit %	8 %	12 %	8%	11%	12%	12%

Order Book Position

Status	Account	Number of Units	Total Order Value (Rs Crore)	Advance Received (Rs Crore)
Advance Received	Individuals	181	1.6	0.7
Awaiting PO Release	Tamil Nadu Govt.	217	2.4	-
Awaiting PO Release	CSR	150	1.4	-
			Rs. 5.4 Crore	

Examples – Last Mile Delivery

S'porean GrabFood personnel who makes deliveries on wheelchair shares her story

She explains the difficulties she faces and requests for customers to be more understanding with her.

Belmont Lay | ③ April 05, 2019, 01:27 AM





SINGAPORE Electric Wheelchairs



INDIA

Manual Tri-Cycles Limited Deliveries, Distance

1. Beneficiary Selection

NGO Beneficiary List



Beneficiary Selection



Filter & Prioritize

IDEAL

Spinal Cord Injured: C6 - L1

Age Group: 15-40

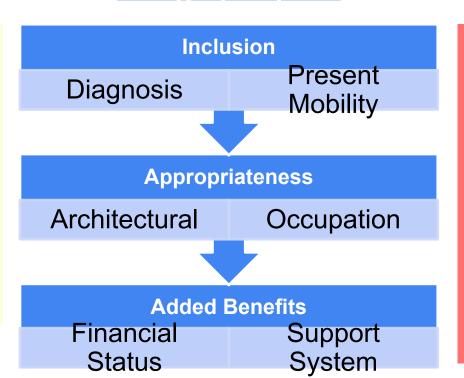
Rural, Rough Terrain

Dependants: More than One

Motivation Level: High

Type of Floor in house – Mud

Occupation - Student, Self



NOT IDEAL

Spinal Cord Injured: C1-C5

Age Group: <15, >40

Urban, Smooth Terrain

Dependants: None

Motivation Level: Low

Type of Floor in house – Cement

Occupation – Private,
Government

2. Baseline Survey

PRODUCTIVITY



Household activities | School | Workplace

MOBILITY



Shifting | Ramps | Transfers

COMMUNITY INTERACTION



Friends | Family

PHYSICAL CAPACITY



Transfers | Balance

ACCESSIBILITY



Cramped Spaces | Uneven Roads

LEISURE



Places of Entertainment | Activities

3. Fulfilment - NeoFit, NeoFly, NeoBolt

Page: 1 / 2 Date: 15-06-20 Time: 7:18 AM

NeoFly Customization

	Measeurements	Inch
1	Hip Width	15
2a	Left Backrest Height	18
2b	Right Backrest Height	18
За	Left Arm Rest Height	9
3Ь	Right Arm Rest Height	9
4a	Left Leg Length	17.5
4b	Right Leg Length	17.5
5a	Left Thigh Length	18
5b	Right Thigh Length	18

	Present Wheelchair		
1	Seat Width	18	
2	Seat Depth	16	











Order No:97 | Quotation Number: NM/QO/1920/00316

4. Impact Assessment

PRODUCTIVITY



Household activities | School | Workplace

MOBILITY



Shifting | Ramps | Transfers

COMMUNITY INTERACTION



Friends | Family

PHYSICAL CAPACITY



Transfers | Balance

ACCESSIBILITY



Cramped Spaces | Uneven Roads

LEISURE



Places of Entertainment | Activities





Salim

Selling Lottery Tickets
Earnings – Rs 9,000 / month

Thrissur, Kerala





Yogesh Yadav

Flying Officer, Indian Air Force

New Delhi Air Force Academy, Hyderabad





Suresh Laxman Sutar Ex-Army, Injured during Service

Sapling Farming

Sangli, Maharashtra





Anil Kumar Amaravat Yogesh Kumar

Paraplegic, Spinal Cord Injury Common Service Centre (CSC)

Aligarh, Uttar Pradesh





Parthiban

Country Chicken Farming
Paraplegic – Spinal Cord Injury

Vellore, Tamil Nadu





NEOCARESpare Parts & Support





Tool Kit
Training & Maintenance Videos
Spare Parts Courier
WhatsApp Video Calls



Language Independent

