



NEUROVISION

Dorian Maillot (1115217)
Henrique Lamelas (99953)
Leonardo Pacheco (115190)
Saman Maneshian (112607)



Topics

THE PROBLEM

WHO WE ARE

WHAT WE DO

WHERE WE HEADED

Problem Fatigue

Fatigue in Medical Field

- A survey shows one in three NHS doctors in UK reported that extreme tiredness
- 26% acknowledging that patients had been harmed .

■ 2022 ■ 2025

Tiredness has impaired ability to treat patients



Feeling sleep deprived at work on a daily basis



Sleep deprivation affecting technical abilities when caring for patients



WHO WE ARE



Leonardo Pacheco

- M.S in Biotechnology @IST
- worked in a sleep neurology laboratory with electrical neurosensors and vascular dilation monitoring
- **Role: Designer, Engineer**



Dorian Maillot

- M.S in Electrical and Computer Engineering @ IST
- Working as a developer in a start-up
- **Role: Engineer, Full-Stack Developer**



Henrique Lamelas

- Studying M.S in Electronics Engineering @ IST
- skills and interests for Mathematics and Algorithms
- **Role: Engineer, Marketing**



Saman Maneshian

- Studying M.S in Engineering Management in University of Siena, Italy
- Work Experience in Finance and Telecom sector
- **Role: Business Planning, Manager**

OUR VISION

Making Biosensors wearables to monitor fatigue levels

Helps prevent errors

Enhances performance

Market Size USD 4.5 Billion in 2023 and to reach USD 7.8 Billion by 2031*

*<https://www.marketresearchintellect.com/product/global-fatigue-detection-systemsmarket/>





Business Plan



Key Partners

Sensor and Component Suppliers

Clinical Validation Consultant

Academic Collaborators

Insurance Company



Key Activities

In-House Hardware and Firmware Development
Pilot Manufacturing and Assembly

Device Validation and Testing
Analyze classification accuracy: target $\geq 85\%$
Regulatory Preparation

Key Resources

Founding Team
1+1 Biomedical Engineer/Neuroscience Expert
Prototyping Lab
Clinical Contacts and Pilot Participants

Value Proposition

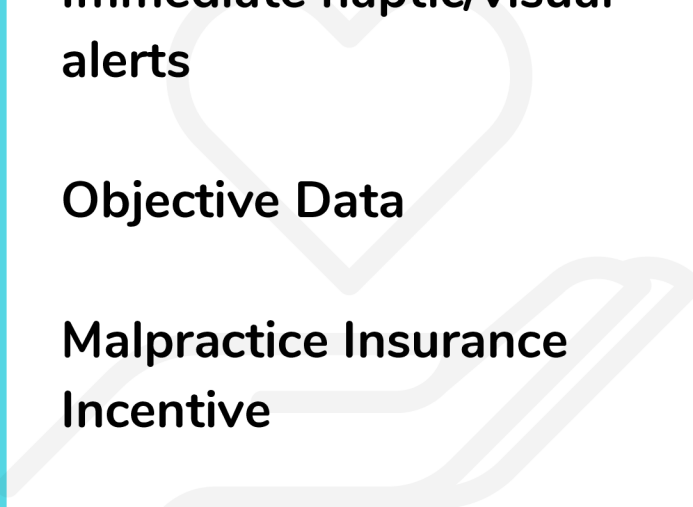
Real-Time Fatigue Alerts

Immediate haptic/visual alerts

Objective Data

Malpractice Insurance Incentive

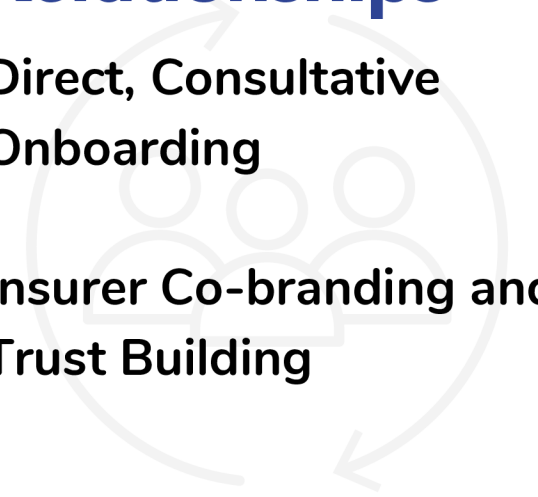
Workflow Compatibility & Minimal Disruption



Customer Relationships

Direct, Consultative Onboarding

Insurer Co-branding and Trust Building



Customer Segments

Primary: Medical Doctors (Early Adopters)

Secondary: Medical Malpractice Insurers



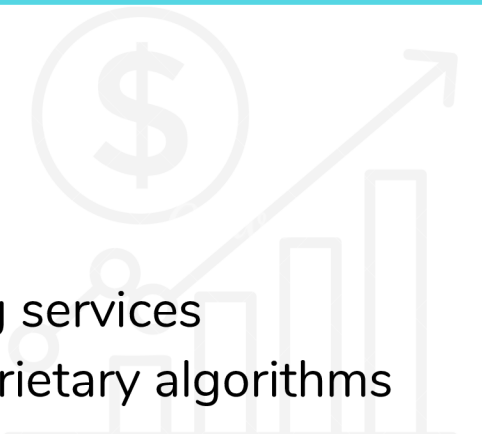
Cost Structure

- R&D Costs
- Manufacturing and Prototyping
- Sales and Marketing
- Regulatory and Compliance

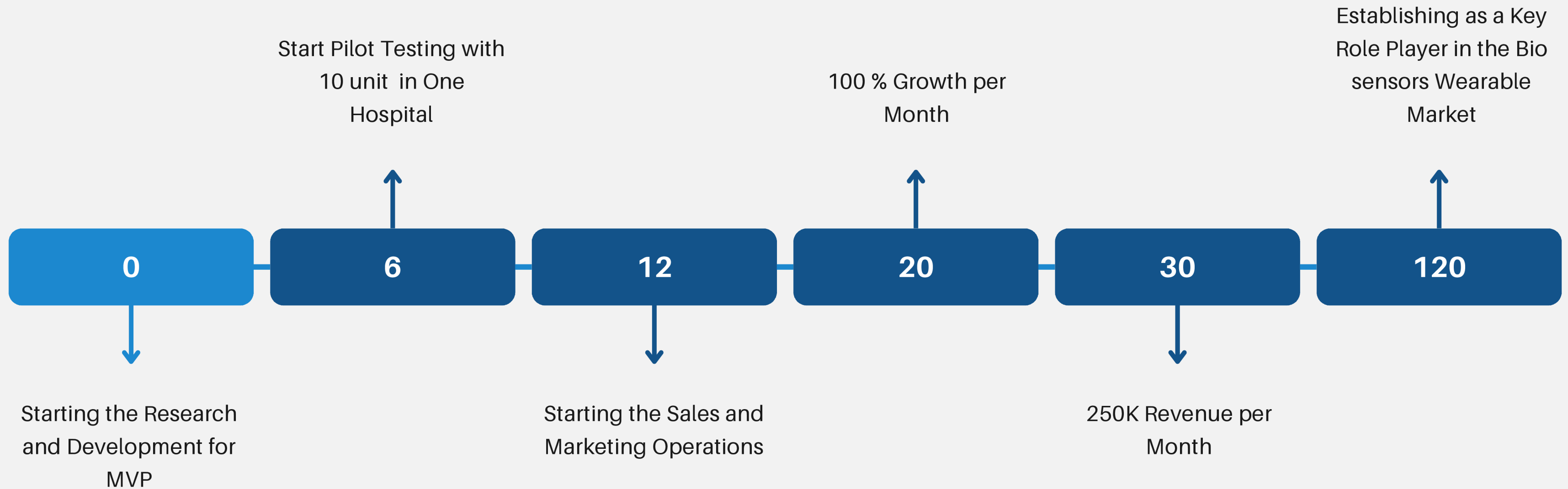


Revenue Streams

- Product and service sales
- Subscription services for data analytics
- Consulting Fees: Custom integration and training services
- Licensing: Intellectual property licensing for proprietary algorithms



Timeline of Progress



Financial Plan



Results			
Month	36		
Ending Cash Balance	425,688.00	EUR	
Totals			
Investment	275000	EUR	
Marketing	380000	EUR	
New Users	1520		
Revenue	2527440	EUR	
Metrics			
CAC	250	EUR	
Average revenue per user (ARPU)	1663	EUR	
Churn	1%		
Estimated Exit Value (in year 3)	11688360	EUR	

Results per year				
Year	0	1	2	3
Revenue	0	0	579380	1948060
COGS	0	0	363365	1252053
Gross Profit	0	0	216015	696007
Gross Margin			37%	36%
SG&A	0	59454	178728	440552
EBITDA	0	-59454	37287	255455
Free cashflow	0	-134454	-162713	255455
Exit Value	0	0	3476280	11688360
Investment	0	75000	200000	0
Free Cashflow+Exit	0	-134454	3313567	11943815
Year	0	1	2	3

