



DIPP63686



Hindonics

www.hindonics.com



COMPANY IN ONE LINE

Making things contact-less ergonomically for New normal.

Working prototype is ready and tested.

Pull Strategy products.

Strong speed to market products fit to New Normal.

PROBLEM STATEMENT

Touching of common surface by multiple persons at a public place (Elevators, ATMs, Ticket Vending Kiosks, POS machines) causes

- Spread of bacteria and viruses.
- Fades and scratches surface.
- Failing of mechanical switches which requires multiple push.

How do they address it today?

- Carrying an object (toothpick) with which the direct contact can be avoided but some touch screens don't support objects other than specific stylus or human skin. Spending lot of time, health and wealth.

PROBLEM STATEMENT...

Conventional LOP(Landing Operating Panel)

and

COP (Cabin Operating Panel) For passenger elevators



LOP

COP

EXISTING SOLUTION

- Toothpicks, Napkins are used to press elevator buttons.
- Foot pedals are being installed to avoid skin contact.
- Excess Sanitizers, Chemicals are being used fearfully.
- Smartphone applications: makes process lengthy and requires at least one smartphone with particular app.



INNOVATION

- Our Product does not make the user adapt himself to the machine.
- Our product decreases the physical and mental stresses of the users.

With our Contact-less COP and Contact-less LOP one can turn any existing keypad to contact-less.

Be it a touchscreen, keypad or display our panel can be installed easily.

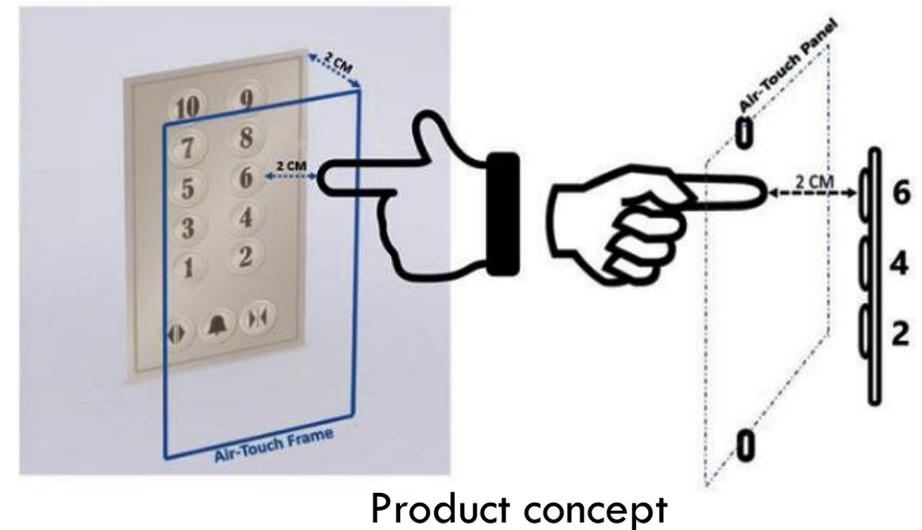
- A working prototype is ready and tested with elevators in buildings.
- Advanced design can run for decades without modification.

SOLUTION...

- It makes the panels completely contact-less.
- Does not depend on type of material for touch sensitivity.

Use Cases:

- It can make following things completely contact-less
- Lifts/Elevator Cabin Operating Panel (COP).
- ATM Keypads and screen.
- POS machines (Point of sales).
- Vending machines (Ticket vending machine or any dispenser where keypads/touchscreen are available.)



SOLUTION...

- Our Contact-less Cabin operating panel working Prototype (Tested Successfully).

Working video link:

<https://youtu.be/w9Y-WyZ-yTE>



SOLUTION

- A gesture based LOP Prototype (Tested Successfully).
- Wave hand in front of the LOP to call the lift from outside.
- Working video link :

<https://www.youtube.com/watch?v=kKhWiNQDO7Y>



MARKET SIZE

Total Addressable Market (Elevators only)

Other

- ATM manufacturers (Large existing numbers and still growing).
- Automatic ticket vending machines.
- Kiosks, ATMs.
- Point of Sale machines.

MARKET SIZE

Total Addressable Market

Elevators

- Across the Globe there are more than 15 lakhs already installed elevators units.
- Elevator manufacturers (Growing multistory buildings need more elevators).
- Elevator market growing at the rate of more than 5 lakhs elevators required annually.

ATMs

- Across the Globe there are more than 30 Lakhs already installed ATM units.
- Market still growing due to rapid urbanization.

MARKET SIZE

Serviceable Addressable Market.

Elevators in India

- More than 2 lakhs already installed elevator units in India.
- Currently estimated at 50,000-55,000 units required annually. (2nd Largest Elevator Market).
- Is expected to grow 35-40% and cross 70,000 + elevators per annum mark by 2020-21.

ATMs in India

- More than 2.5 lakhs already installed ATM units in India.
- Currently estimated at 1 lakh units required annually.

MARKET SIZE

Serviceable Obtainable Market.

- Our initial target = 50 % of SAM = More than 1 Lakh elevators in one year.
- More than 1 Lakh ATMs
- More than 10 thousand Ticket vending machines.
- More than 1 Lakh POS machines.

COMPETITION

Key Points			 Schindler		
Product	Lifsen	KONE Flow	Clean Call wave	Johnson EyeRIS	Toe Tap (Planning)
Solution Type	Electronic Device	Smartphone App.	Electronic Device	Smartphone App.	Mechanical
Speed	Fast	Slow	Fast	Slow	Fast
Effortlessness	Yes	No	Yes	No	No
L.O.P.	Yes	N/A	Yes	N/A	--
C.O.P.	Yes	N/A	No	N/A	--
Operation requires	Hand/Finger	Smartphone	Hand	Smartphone	Foot
Working Video	Yes	Yes	No	Yes	--
User Friendly	Yes	No	Yes	No	No

COMPETITION

Existing Solutions	Problems
Smartphone Applications	Time consuming operation and needs a Smartphone.
	Every brand will have its own app and authorization.
Voice Based	Pronunciation and noise reduces reproducibility.
Foot Pedal	Can be pressed unintentionally. Difficult installation. Breakable.
Proximity Sensor	It may get triggered unintentionally if someone appears more closer to it.

BUSINESS MODEL

Revenue model

- Replacing existing LOP and COP with our Contact-less LOP and COP.
- Adopting this in upcoming products (Lifts, Elevators, ATMs, Vending machines).

Pricing

- Low cost and easy design makes it affordable.

Lifetime value of a customer

- No complex design makes it more durable.

Distribution model & After Sales Maintenance

- Elevator manufacturers, ATM Manufacturers, Builders, Society RWAs, Railway Stations, Bus Stations, Banks, Offices.

TEAM



Sumit Kumar Vaish (CEO)

Embedded and Electronics Consultant
with 10 years experience.
(B.Tech. in E.C.E)

M.Tech. Pursuing (Electronics Design and Technology, AKTU)

Has worked on more than thousand product ideas using following skills:

Microcontrollers: Atmega, 8051, PIC, Arduino, ARM LPC2148

Internet of Things: ESP32, AWS, IoT Clouds, Thingspeak.

Sensors: Gas Sensors, NIR Sensors, Ultrasonic, Gesture, Pressure and many more sensors.

Wireless: GSM, GPRS, Module.

PCB Designing: Single and double layer, SMD Soldering.

Circuit Designing and testing with tools like DSO, Multimeter

Simulators : Multisim.

Top distributor of Su-Kam Power Systems Ltd in UP East Region.

Channel Partner: Amara Raja batteries limited.



Govind Bhardwaj (CTO)

Marketing Manager with Ishida and Economy
(10 years experience.)
(B.Tech. in E.C.E.)

10 years experience in weighing packaging and industrial automation.
in following areas:

Production, Pre-sale, Technical Sales, **After sales and service.**

Product development and **marketing team guidance.**

Factory automation for **product traceability** and **warehouse management.**

Having in-depth knowledge in the field of
Embedded, Electronics and **software based development** and testing.