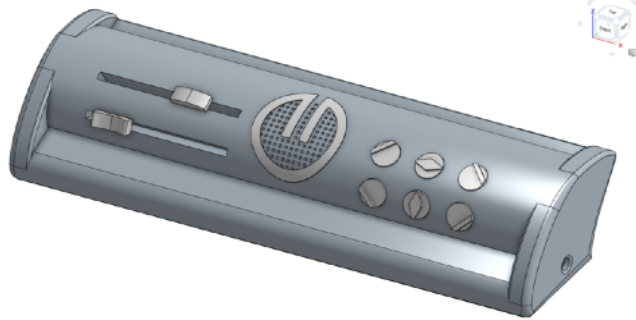


## Original CAD Design



**The Odisee** is a first of its kind portable assistive scan-to-speech device for the blind and vision impaired utilizing OCR (Optical Character Recognition) software coupled with text-to-speech technology and a proprietary document organizer. The device scans mail and other documents inserted with any orientation and reads the content to the user.

Benefits for the blind and vision impaired include restoring:

- Quality of Life
- Dignity, Independence, and Confidence
- Relationships
- Employability and
- Security...

...and helps avoid

- Billing Mistakes
- Missed Correspondence
- Missed Events and Responsibilities
- Cost of Hired Support
- Transactional Insecurity

With over 8 million blind people in the United States and over 200 million moderately to totally blind people in the world, and growing rapidly, there is a ready market for the Odisee.

Considering that many competitive products are priced in the \$1,000 to \$10,000 range, we believe the Odisee's price point around \$1,000 will resonate with our target audience.

Containing over 100 individual components, electronic and otherwise, the Odisee's BOM (Bill of Materials) plus production costs plus packaging and shipping costs totals roughly \$300 on a run rate of just 1,000 units. This affords ample room for selling concessions and a healthy profit margin while economies of scale should lower our COGS (Cost of Goods Sold) and increase our profit margin even further.

Relationships with blind organizations and those that service and sell to the blind and blind organizations are critical for our project in that they will help us to:

- Validate our target markets
- Develop market research through members
- Attract seed investing through members and contacts

Garner their valued endorsements of the Odisee

Market to their members

Gather support from the insurance industry and the Veterans Administration

Helps us develop distributor relationships

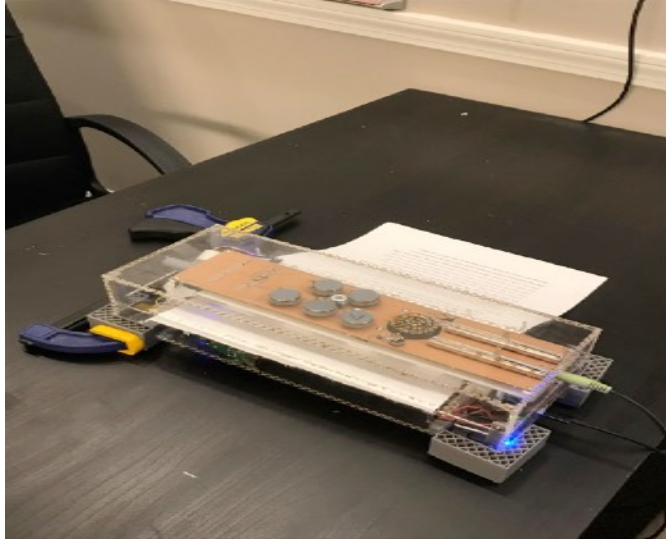
The project has an expanding team with four entrepreneurs currently involved and over \$150,000 personally invested to date. Two initial Provisional Patents have been filed with more to be filed soon. Utility patents will follow at the appropriate times.

Product design and development is headed by GenOne Technologies in Cambridge, MA. The first prototype was delivered in the fall of 2018 with a staged prototype development plan completing a Beta one prototype just recently.

## **Vision**



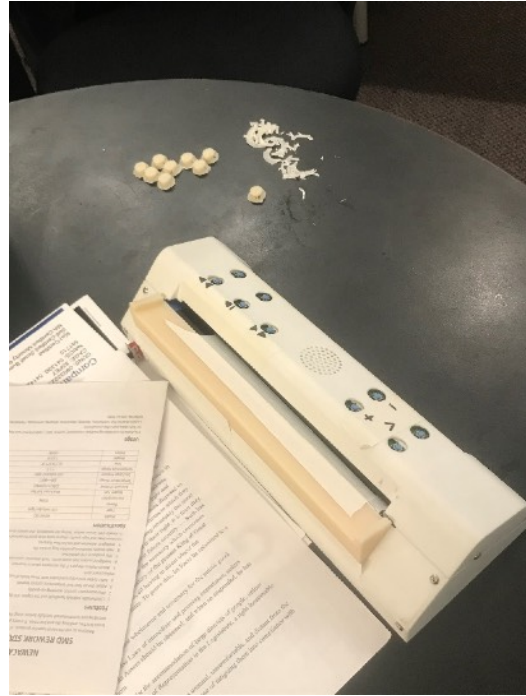
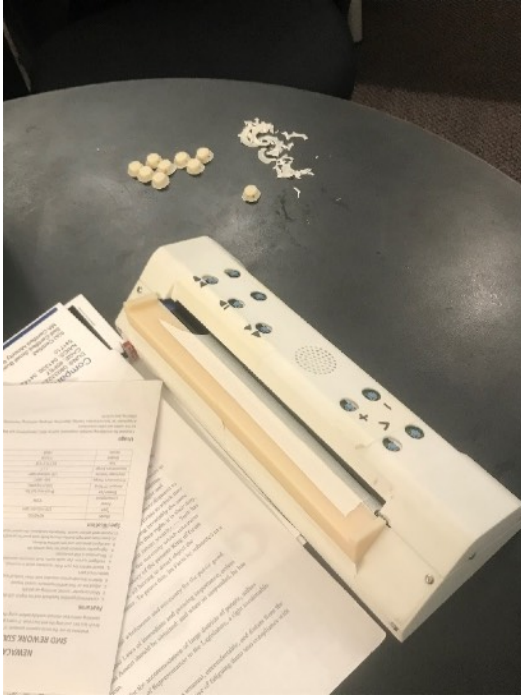
## **Initial Build**



## First Upgrade



## Odisee Beta 1



The Odisee's Contract Manufacturer has been selected (Surmotech, Victor, NY) as well as our materials sourcing advisor (Dragon) and we expect the first production run of 100 units to complete by this summer.

Periodic software updates and program capabilities are expected to be delivered or communicated via the internet connection and may include features such as:

- Several language translations
- An audio-controlled bill paying service
- Currency and credit card reading
- Additional language audio
- Odd shaped document recognition
- Increased speed innovations
- Periodic machine learning document parsing upgrades
- Audio controlled commands
- Improved internet connection features
- Multiple voice options
- Bluetooth enabling
- Improved storage to devices via Bluetooth, WIFI, or tethering to other devices
- Improved multi-format storage to devices in additional platforms – Word, Excel, etc...
- Multi-page scanning
- Autistic focused solution
- Language conversion solution
- Coupon organizer and storage

- Blind organization discounts
- Insurance company coverages
- Philanthropic opportunities for users and philanthropists
- Veterans Administration discounts and/or coverage
- Gift opportunities for family and friends

A face to face or a FaceTime meeting is available upon request to view The Odisee prototype in action. Please contact Bob Sotile at 585-427-9940.