



Cross4Health

Awarded Projects Pitch

Awarded Project	iWalkU
Company Name	Kinetikos



Kinetikos, together with the **Austrian Space Forum (OeWF)** and **Fisiomanual Clinic** addressed the challenge "Provide Safe Remote Care" by developing **iWalkU**, an **online robotic-assisted personal mobility system** that combines aerospace and biotechnologies in order to improve patients mobility on Earth. This came as a result of elderly individuals not having a healthcare continuum individual-centric solution that could effectively and inexpensively provide a personal mobility system for safe and remote care, while connecting them to the healthcare professionals – anyplace at anytime.

iWalkU was developed as an online exoskeleton able to both diagnose and register motion, driven by subject-specific motion dynamics, with the ultimate goal of helping individuals to remain independent and active in their communities and to optimise treatments. It is the first of this kind, based on an easy-to-use exoskeleton that allows safe and effective remote healthcare, and costs a fraction of the current alternative solutions.

Kinetikos' machine learning algorithms and biomechanical models are the result of extensive research and testing in a real clinical environment in contact with patients. Their validity, reliability and usability have been thoroughly measured and evaluated. This know-how and technological developments was applied in the proposed solution to enhance our capacity to assess the state of the individuals' ability to perform specific actions, as well as the patient's intention of movement.

We intend to use Cross4Health dedicated services to explore potential partners and networking to plan and speed up marketing activities, reaching customers. Additionally, we would like to explore access to private capital market for further product development supporting the scale-up phase and market entrance. The business model and strategy plan will be used to introduce **iWalkU** to potential investors and the next phase of this project will be submitted to the Horizon 2020.

We foresee the distribution of **iWalkU** in a mixed model of B2C (to individuals) and B2B (to institutions). Cross4Health dedicated services will help us plan the scale-up of **iWalkU** to ensure market readiness in the identified segments plus the maturity and the management capacity of our team to achieve this. Furthermore, these services will be crucial to elaborate a business plan, identifying all the possible delivery channel and defining the appropriate strategy and model. The business plan will also incorporate a detailed model and market analysis.