



**POESAM 2019**

# EVERY BREATH COUNTS

**Couveuse Néonatale Interactive**  
Android Infant incubator




100% Made in Cameroon




Innovation broker



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## EVERY BREATH COUNTS

### A sudden immersion in the maternity and birth environment (SDG 3)

# 1

A university team to produce solar thermo-adjustable machines



# 2

A dramatic incident moved our target from the eggs incubator to the infant incubator



EVERY BREATH COUNT



# 3

Terrible and unbelievable statistics in Cameroon and in other Sub-Saharan countries



Prematurity (12 to 16%); neonatal mortality (3%); Less than 100 for 5000 health centers



Vulnerable to energy fluctuations, average life span of one year, absence of after-sales service, no spare parts



Pauline Bocquet

# 4

Imported infant incubators are not adapted

Too expensive : from 4000 to 12000 euros



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# Adapted and low cost solution

**1**

A cheaper Infant incubator fulfilling international standards



**3**

Digital options and opportunity

**GESCONI**

L'application de Gestion des Couveuses néonatales interactives AUI-1.0

COUVEUSES CONNECTÉES  
 COUVEUSE A-01 COUVEUSE B-01 COUVEUSE C-01 COUVEUSE D-01 COUVEUSE E-01

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Powered by Digital Unvers

**2**

Integration of an automatic power regulation and stabilization module



**4**

Clinical validation since February 2019 with a powerful media coverage



nal + - Couveuse néonatale interactive AUI 1.0 - Emission Bonjour Santé - Aout 2019



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Bridge between research and industry



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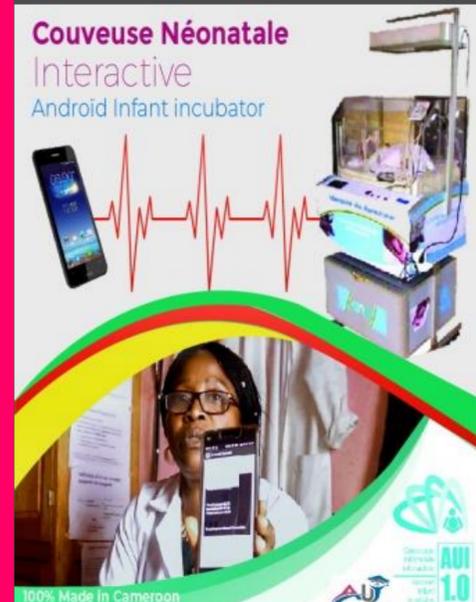
# A social and great business opportunity



At the Ministry of Health, Republic of Benin



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# 1

Huge market opportunity (more than 100 000 infant incubators needed; up to 250 million euros potential market)



# 2

High demand in several African countries and cooperation with different organizations



# 3

A flexible commercial offer

- \* Unit price: 2000 to 3000 euros
- \* 2 years manufacturer warranty
- \* Handling of local after-sales service
- \* Direct purchase Credit purchase
- \* Leasing, Pay-per-use invoicing
- \* Personalized branding

# 4

Moving to the digital connected and solar maternity



Antenatal care



Innovation broker



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Need to accelerate activities and international deployment

1

International deployment (Homologation, local partners, production workshops, maintenance, Tools for fast)



National director of hospitals (Republic of Benin) August 2019

2

Local and international business and commercial strategy

EVERY BREATH COUNT



3

Network and digital app to be optimized



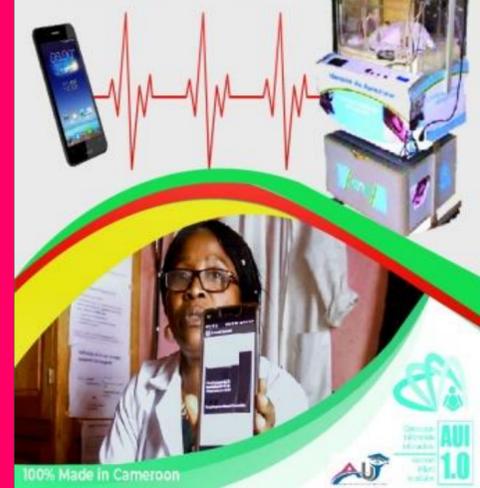
4

Orange: a key partner with its technological platform (network, Datacenter, presence, solar energy, Fablab etc.....)



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