

SEMI-AUTOMATED LAPAROSCOPIC INSTRUMENT

A revolution towards globally-competitive maneuverable laparoscopic devices.

BUSINESS SUMMARY

SALI is a developer and provider of an ergonomic, motor-controlled laparoscopic instrument for ease of use and improved maneuverability during surgery for laparoscopic and endoscopic surgeons.

THE PROBLEM

Conventional laparoscopic tools are stressful to work with, physically demanding, and have only 1-2 degrees of freedom.

THE SOLUTION

A semi-automated, motor-controlled handheld device capable of four (4) degrees of freedom which integrates robotics with conventional laparoscopic tools that will provide the surgeon ease of use and ability to maneuver during surgery.

TARGET MARKET

Philippine Laparoscopic Surgeons; Government and Private Hospitals

MARKETING STRATEGY

We will collaborate with the Association of Philippine Laparoscopic and Endoscopic Surgeons and medical institutions to openly discuss their needs and requirements and develop a standard product that can specifically cater majority of the procedures. Through this collaboration, we will seek for their support and endorsement of our product.

COMPETITIVE ADVANTAGE

EASY TO USE – SALI has gamepad-like features that make it user-friendly

MANEUVERABLE – Surgeons have better control and reach with SALI's 4 degrees of freedom capability eliminating the need of excessive physical movements

LOCALLY AVAILABLE – As existing tools are imported, SALI provides a local and competitive alternative to its consumers

ERGONOMIC – SALI's handle and the controls are anthropometrically designed

COST EFFECTIVE – SALI cost effective and competitive compared to fully automated laparoscopic instrument available in the market



BUSINESS MODEL

LOW TOUCH APPROACH MODEL – SALI will make use of an online platform and catalog for sales and operations.

CONTACT INFP

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FINANCIALS

Company Stage: Development Stage

Previous Capital: PHP 1,000,000.00

Monthly Burn Rate: PHP 400,000.00

Capital Seeking: PHP 20,000,000.00

Revenue Estimates:

YEAR 1: PHP 38,000,000

YEAR 2: PHP 42,800,000

YEAR 3: PHP 47,600,000

YEAR 4: PHP 52,400,000

YEAR 5: PHP 52,400,000

Expenses Estimates:

YEAR 1: PHP 7,200,000.00

YEAR 2: PHP 7,100,000.00

YEAR 3: PHP 7,500,000.00

YEAR 4: PHP 7,800,000.00

YEAR 5: PHP 8,200,000.00

FOUNDING TEAM

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