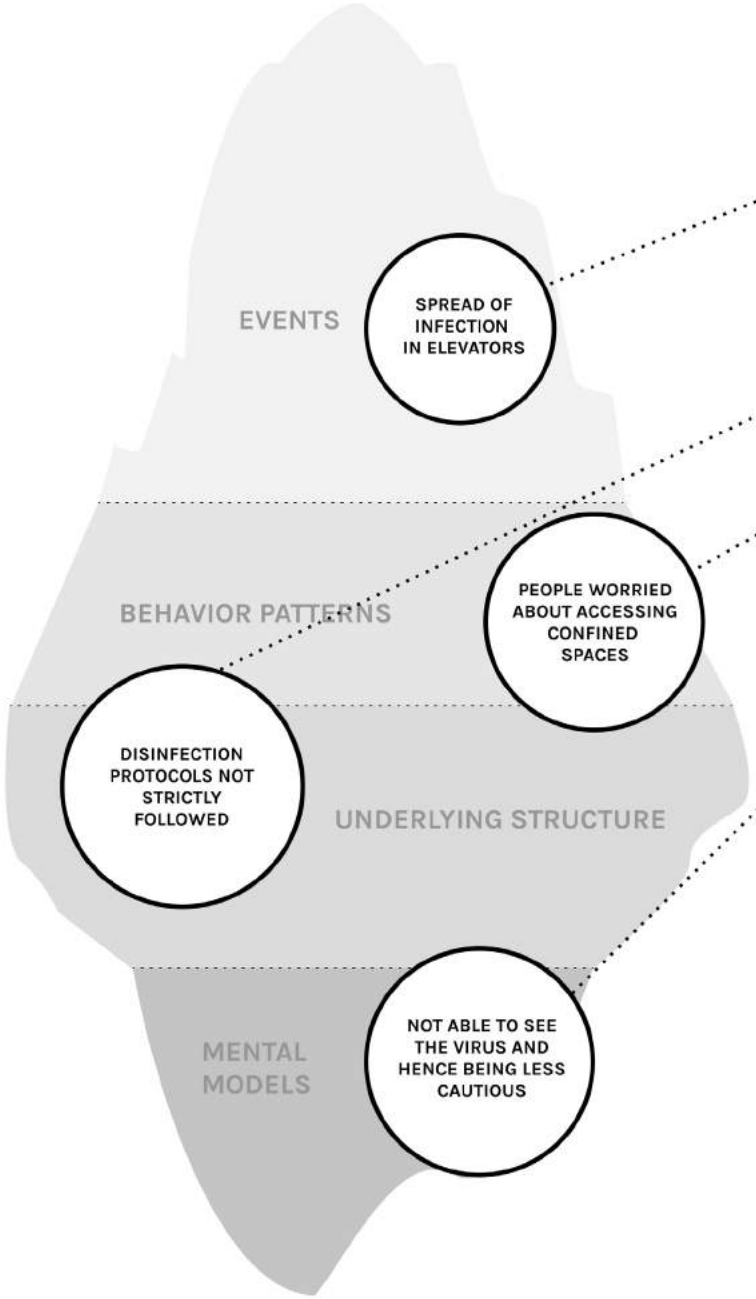
UVfy reduces the risk of acquiring infections for over 100 healthcare workers and 3000 patients everyday*

*Calculated based on average daily footfall and the number of healthcare workers in the hospitals we have installed UVfy.


UVfy
Virus free elevator rides for everyone

Need for an **automatic** disinfection system for elevators to ensure safer rides

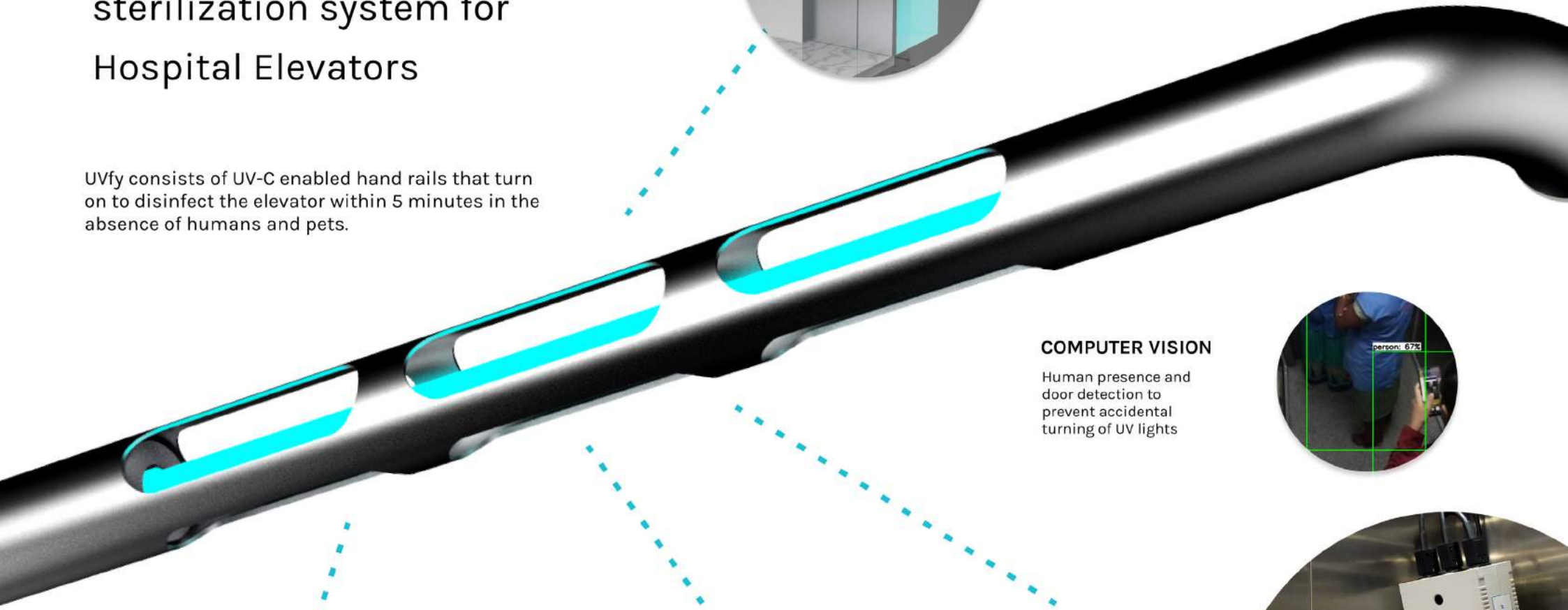


Our goal is to design a safe, modular and effective sterilization system for Hospital Elevators

UVfy consists of UV-C enabled hand rails that turn on to disinfect the elevator within 5 minutes in the absence of humans and pets.

DISINFECTS THE LIFT IN 4.5 MINUTES

Deactivates a range of pathogens within 4.5 minutes. Disinfects the air within 2 minutes.



COMPUTER VISION

Human presence and door detection to prevent accidental turning of UV lights

IoT REAL TIME MONITORING

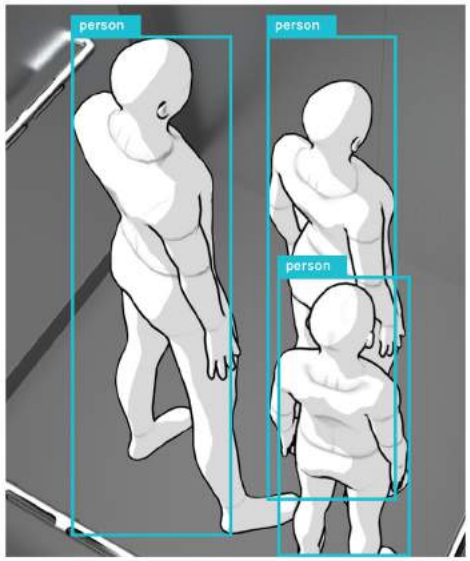
Helps user get an overview of the sterilization status of the elevator and also schedule it

MINIMAL INTERVENTION

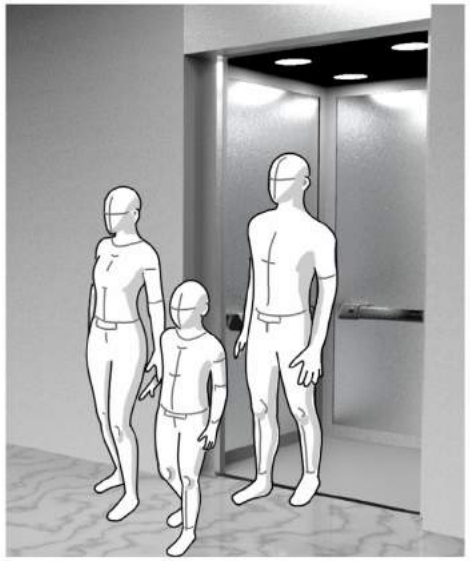
All UVfy requires is a connection to the power cable from the elevator.

EMERGENCY TURN OFF

Emergency button in case of accidental turn on



Control system tracking the human presence



Visitors coming out after using an elevator

Elevator might be contaminated after usage

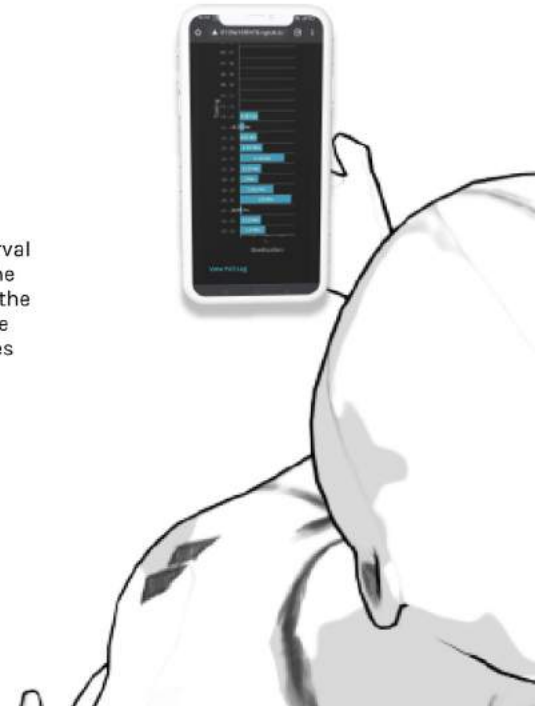
UVfy scans the lift and disinfects in the absence of visitors

The lift is automatically rendered safe for other visitors

Safer virus free rides for visitors

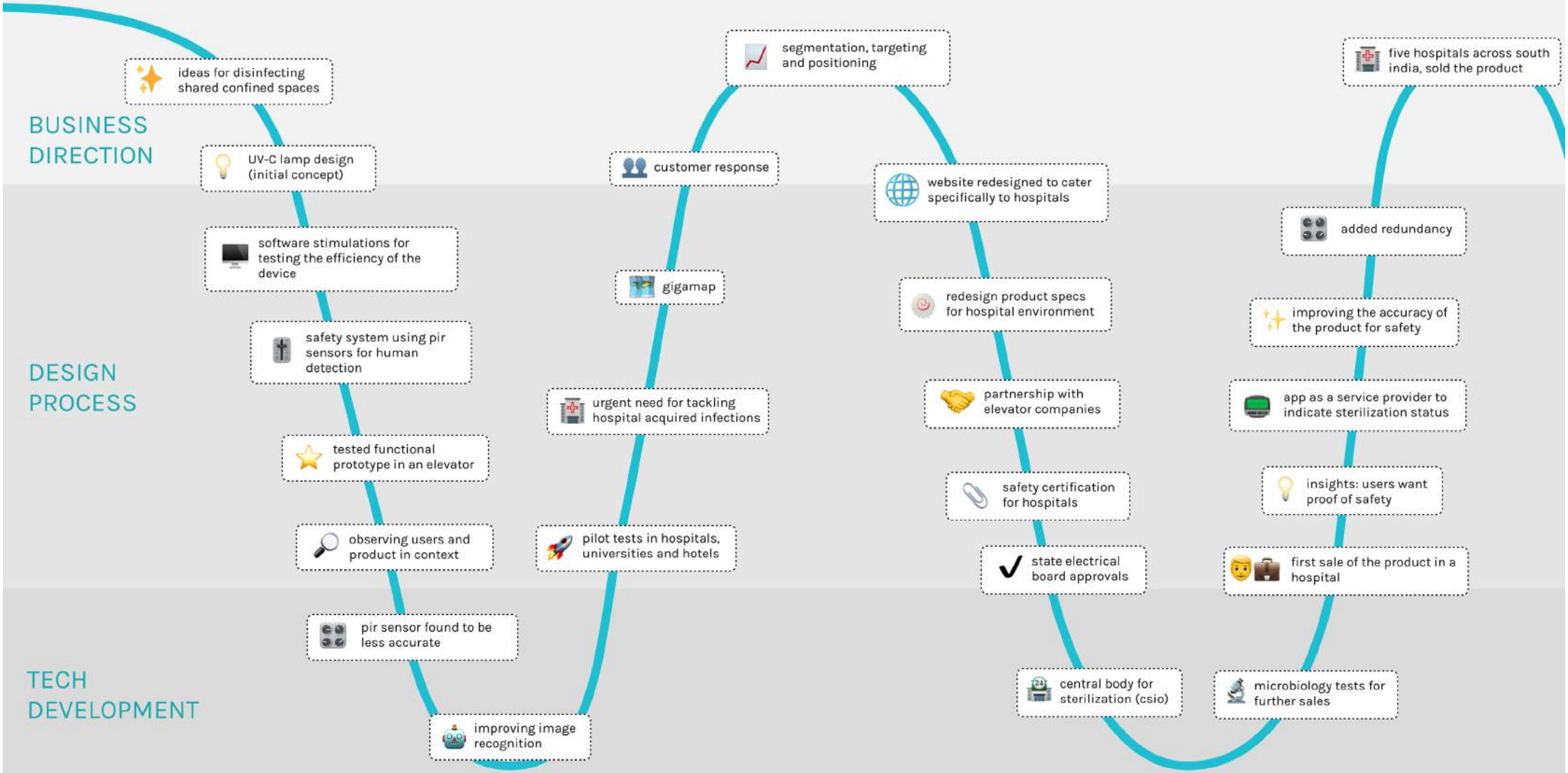
AUTOMATIC DISINFECTION OF ELEVATORS

The system automatically scouts for a time interval for the disinfection to happen. Along with this, the managing directors are provided with access to the dashboard which has specific information on the timings where disinfection occured. This provides them with the 'proof of work'.

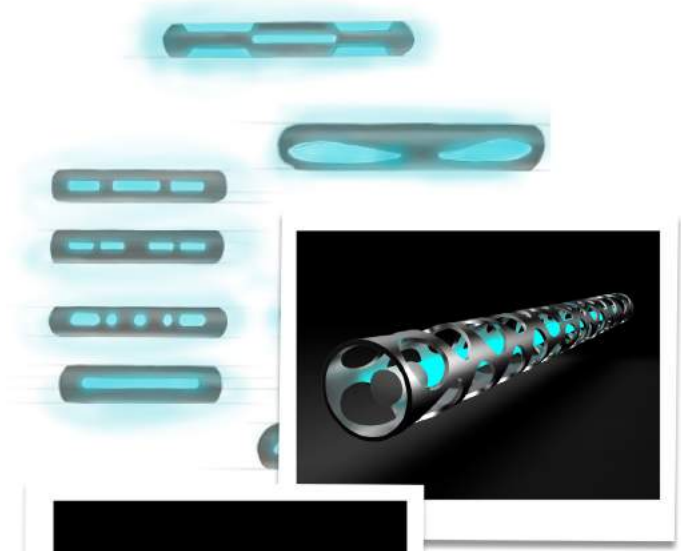


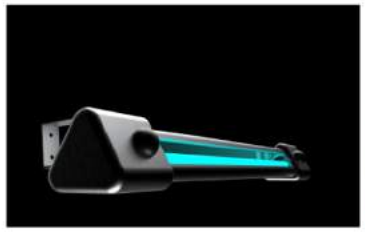
KNOWLEDGE LOOPS

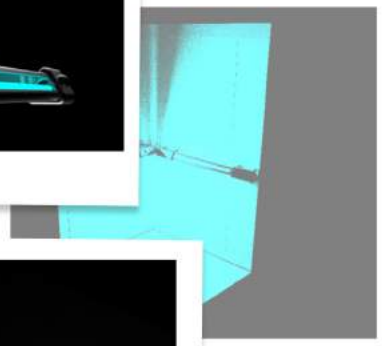
Unlike a conventional double diamond design process, we followed a double helix process having multiple iterations as the problem and solution co-evolved owing to the dynamic nature of the pandemic

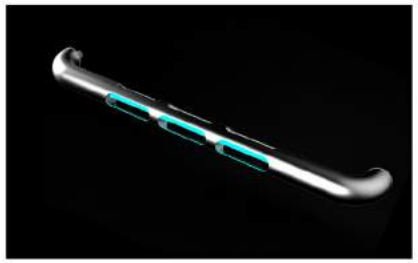


CONCEPT DEVELOPMENT AND SIMULATION

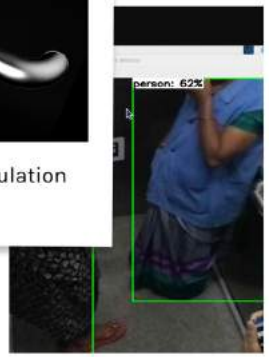




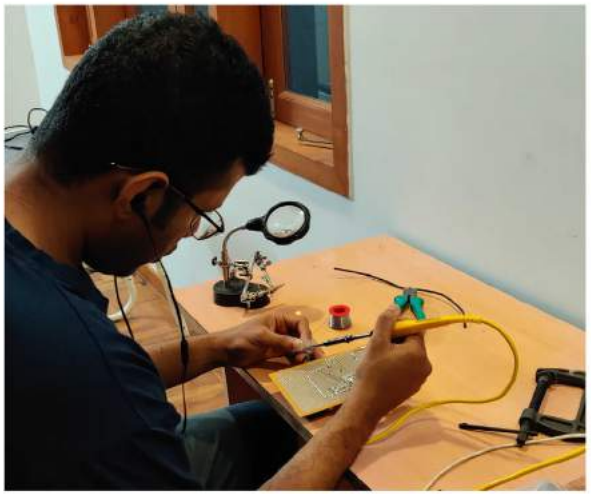




concept C chosen based on simulation testing + list of requirements



EMBODIMENT DESIGN AND TESTING

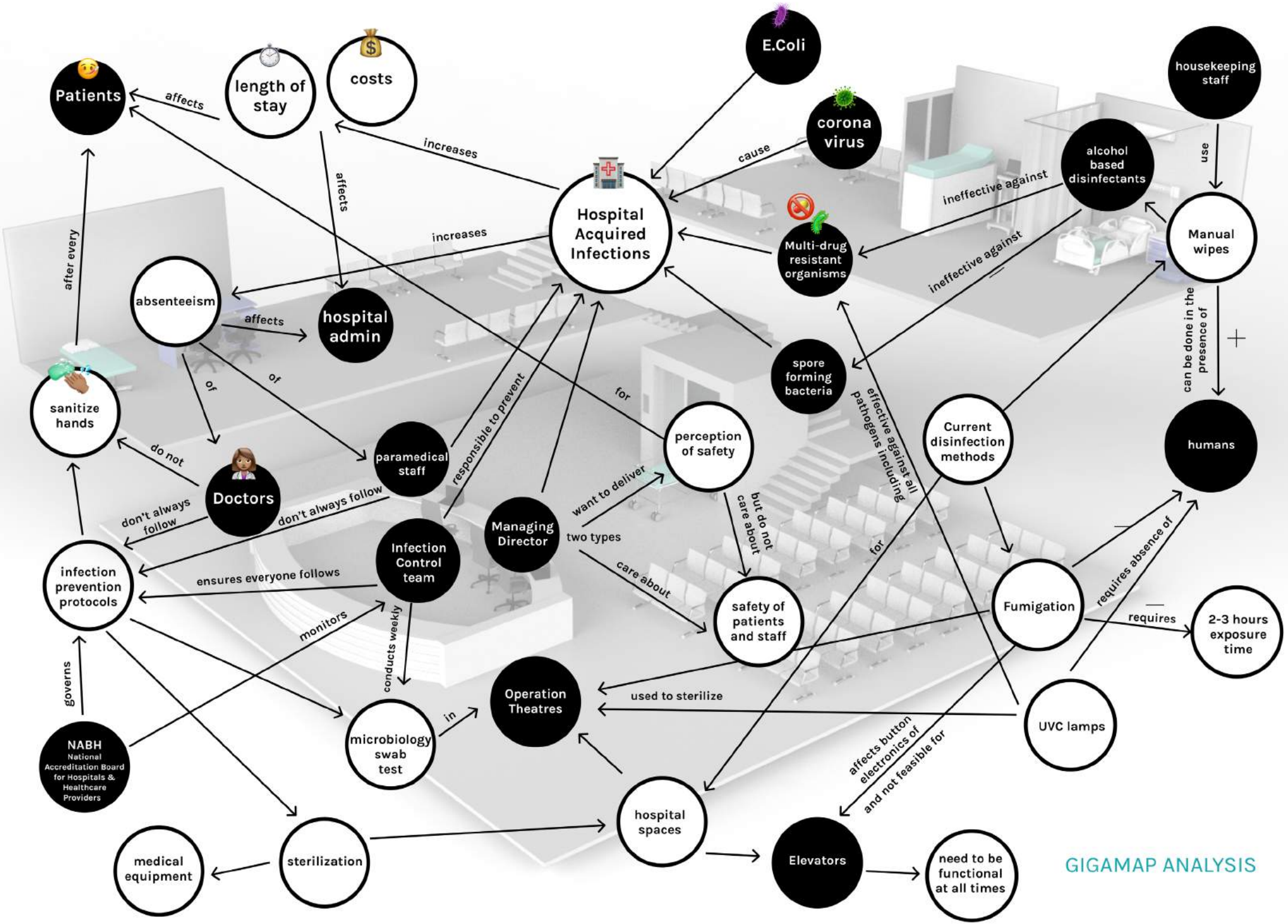


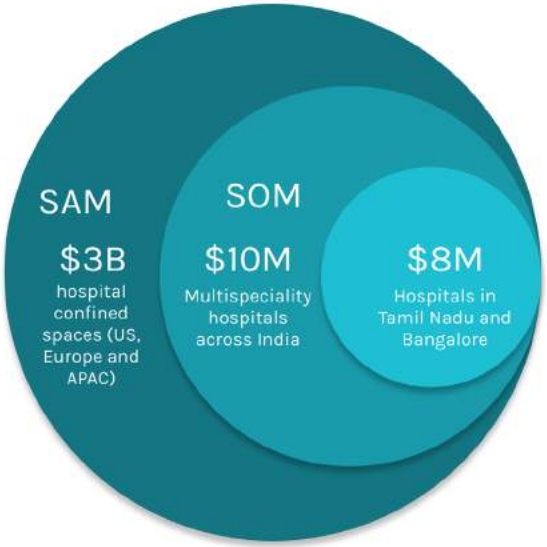
Alpha prototypes designed and deployed in hospitals, hotels and universities as pilots for feedback

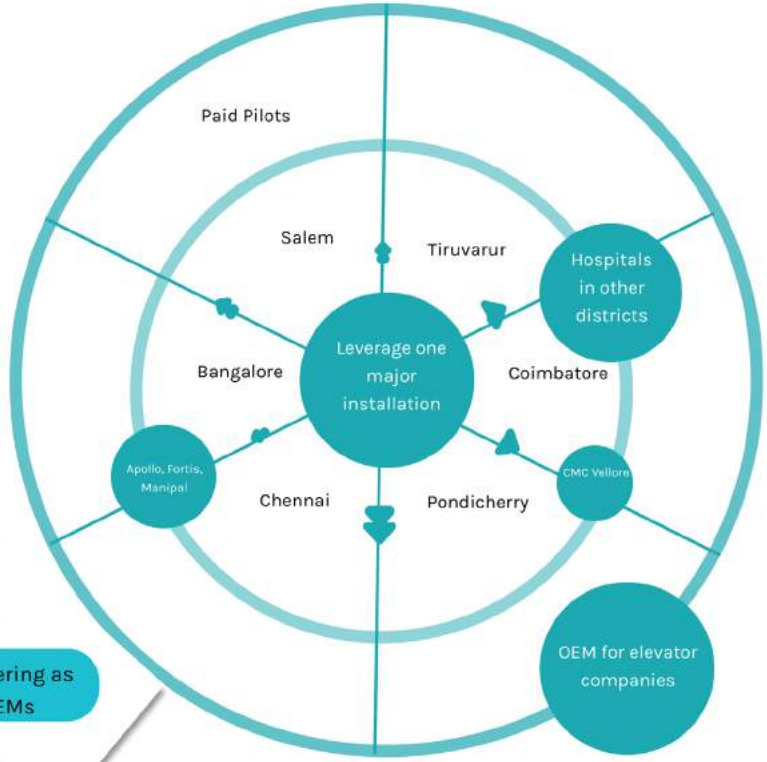
PILOT TESTS ACROSS HOSPITALS, HOTELS AND UNIVERSITIES

Hospitals identified as Target Market for product entry through pilots

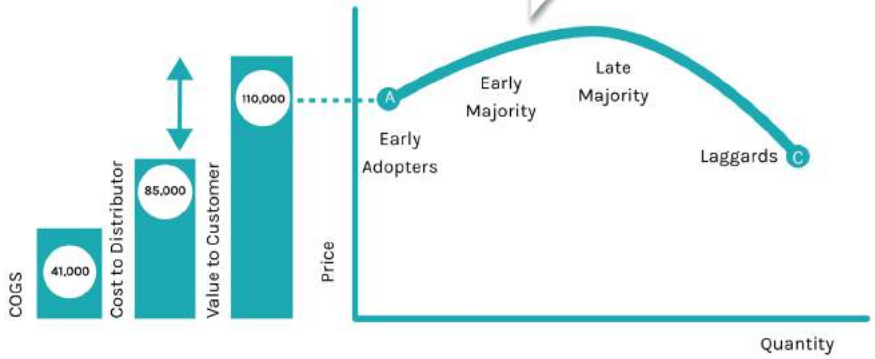
* Hospital Acquired Infections

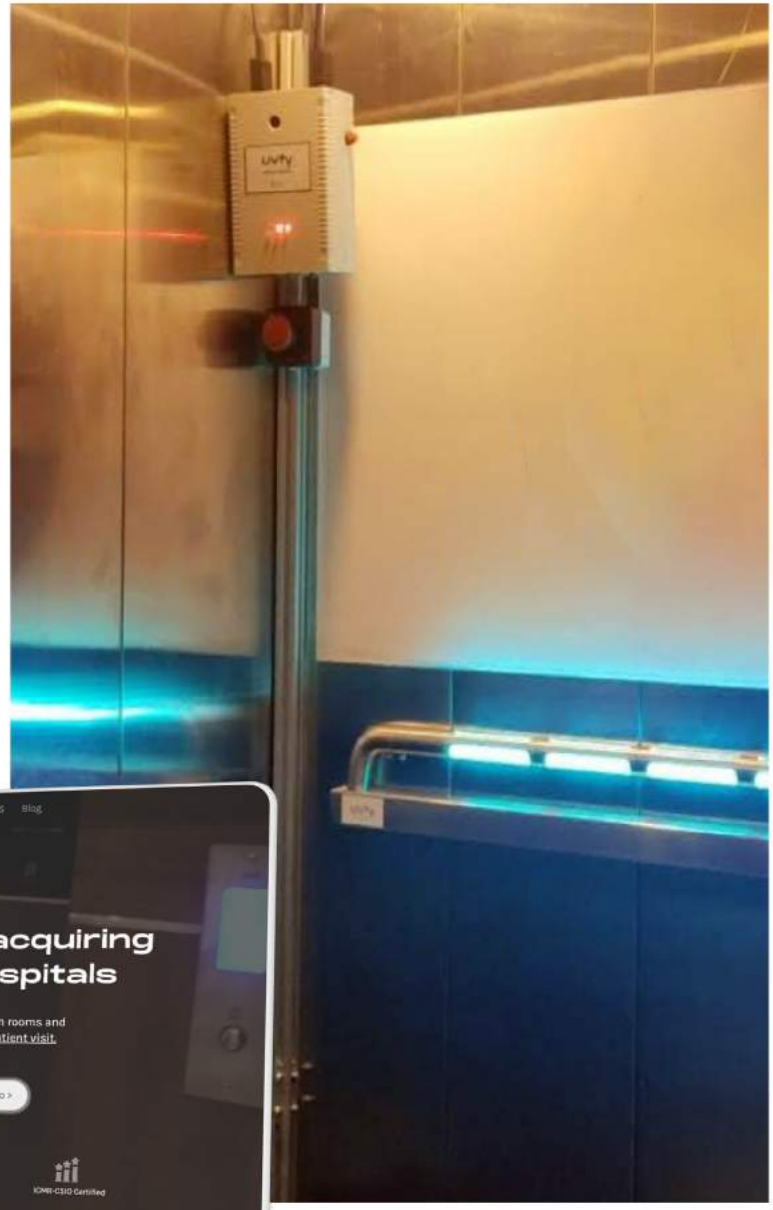

Patients
affects
length of stay
costs
increases
E.Coli
corona virus
cause
housekeeping staff
use
alcohol based disinfectants
ineffective against
Manual wipes
Hospital Acquired Infections
Multi-drug resistant organisms
ineffective against
increases
after every
absenteeism
affects
hospital admin
spore forming bacteria
can be done in the presence of
sanitize hands
of
or
for
perception of safety
effective against all pathogens including
Current disinfection methods
humans
do not
paramedical staff
responsible to prevent
Doctors
don't always follow
don't always follow
Managing Director
want to deliver
two types
but do not care about
Infection Control team
ensures everyone follows
infection prevention protocols
care about
safety of patients and staff
for
Fumigation
requires absence of
requires
2-3 hours exposure time
monitors
conducts weekly
governs
NABH
National Accreditation Board for Hospitals & Healthcare Providers
microbiology swab test
in
Operation Theatres
used to sterilize
UVC lamps
affects button electronics of and not feasible for
hospital spaces
medical equipment
sterilization
Elevators
need to be functional at all times
GIGAMAP ANALYSIS





Direct Sales | Distributorship | Partnering as OEMs





MARKET RESEARCH

After having narrowed down the focus for hospital elevators, we formulated the price strategy, revenue model, TAM, SAM and SOM calculations to proceed with the market strategy for reaching more customers.

ASSETS FOR SALES

We validated our target customers using our website landing page along with governmental approval (CSIO) for the efficacy of the device

USER INSIGHT

When the lift is continuously used, will it actually be sterilized?

Developed an app for customers to monitor and schedule disinfection

USER INSIGHT

We want to see the proof of safety, how effective this product is

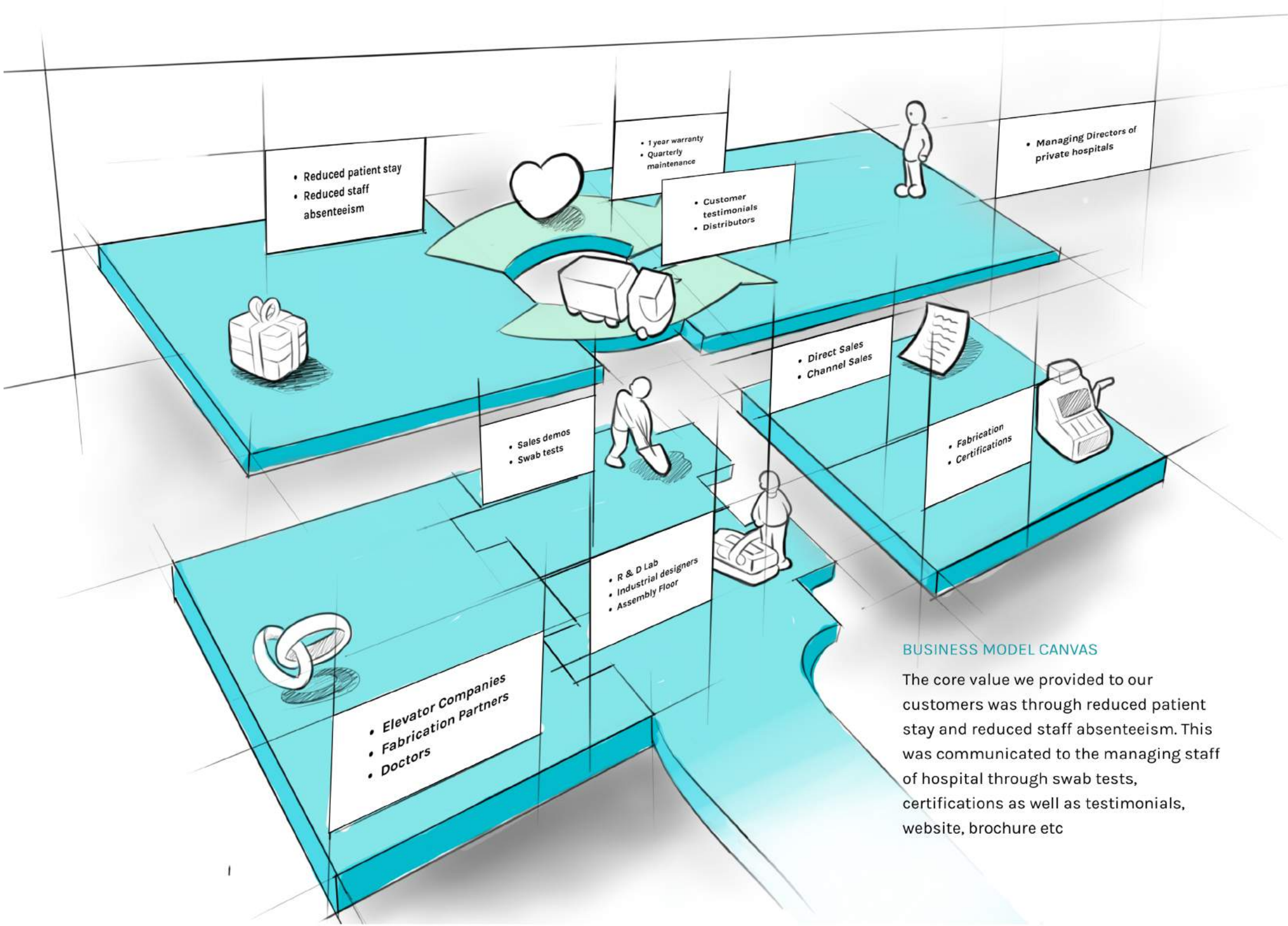
We conducted in-house reliability tests with the UV-C Dosage meter

All the customer feedback helped us improve the product, pass the certifications/approvals and finally install it in hospitals

Iterations on the product based on various elevator sizes, companies and types (service, stretcher lifts)

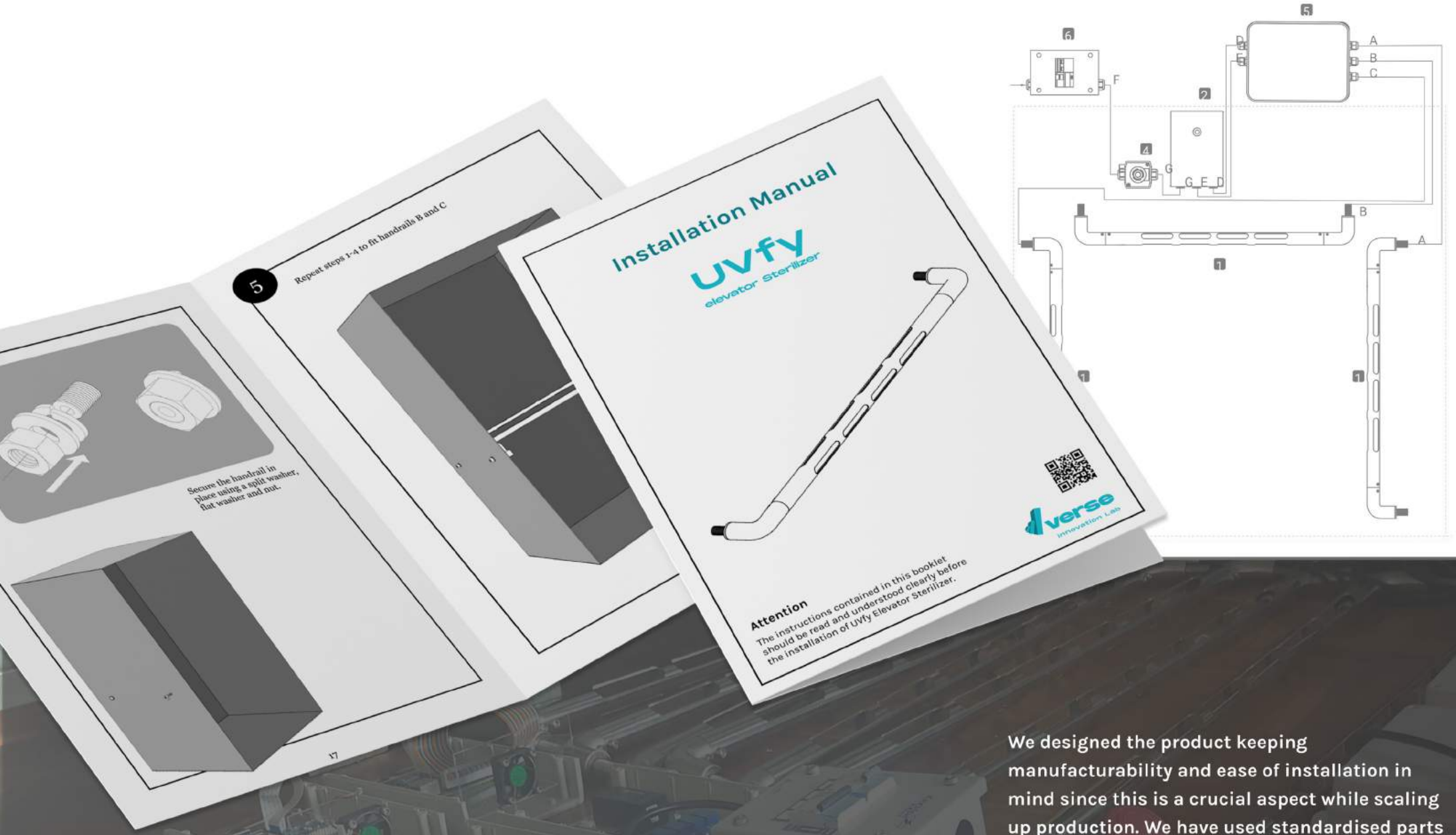
Swab tests conducted in 2 major hospitals verifying the efficiency of the product in sterilization

UVfy is currently operating in 5 major hospitals across India.



BUSINESS MODEL CANVAS

The core value we provided to our customers was through reduced patient stay and reduced staff absenteeism. This was communicated to the managing staff of hospital through swab tests, certifications as well as testimonials, website, brochure etc



We designed the product keeping manufacturability and ease of installation in mind since this is a crucial aspect while scaling up production. We have used standardised parts so it is also easily serviceable. The installation manual which we have designed with clear step-by-step instructions aids the technician in the process.

Thank you for reading

For more information regarding
this product, please visit
www.dverselabs.com