

Giving a Hand

Be our voice, be our hands



Business Summary

Giving a Hand is a company where we develop low-cost personalized prostheses using digital manufacturing technology. Our clients are people with disabilities who need a prosthesis in order to get back into work. Unlike our competitors, who print generic open-source models in Latin America, our clients acquire a personalized prosthesis according to their size, weight and needs. Since 2017, we have raised £ 70,000 in R&D, and we have 20 users with our prostheses.

Customer Problem

We are 2.4 million people in developing countries with upper limb amputation. Prostheses, due to their cost in Latin America are very unaffordable (£ 6K for a generic commercial myoelectric model).

Our Solution

We develop customized hand prostheses regardless of the nature of the amputation using digital manufacturing technologies. Our prostheses are manufactured in half the time and at half the cost.

Target market

According to Grand View Research's 2019 report, there is an expected market of £10.5 billion for prostheses and orthoses worldwide. A 4.0% CAGR expansion is expected with special attention to the Asian-Pacific markets. In Latin America, there are about 2.4 million people who, due to traumatic or congenital causes, do not have upper limbs.

Competitors

As far as myoelectric prostheses are concerned, our competitors in Peru are the importers of Ossur, Bebionic and Ottobock products. As for mechanical prosthesis, there is a company called PIXED that manufactures open-source 3D printing prosthesis designed by the organization "e-nabling the future".

Competitive Advantage

We have our own parametric design algorithm that receives from input the re-topologization of the amputated section, and the dimensions of one of the healthy fingers to generate the rest of the fingers, palm and prosthetic socket. This allows us to design the prosthesis in a third of the time it would take by traditional digital design processes.

Customers & Partners



Revenue Model

B2C model; direct sales through virtual channels to people with disabilities. We receive an average of 20 orders per month. The myoelectric model costs £900 to produce, we sell at £1,800.

Exit Strategy

Giving a Hand can be purchased by translational clinics, or international prosthesis manufacturers. The case of Touch Bionics, acquired by Ossur in 2016, is well known. We value our startup at 1 million dollars for exit.

Financials

	Last years (Actual) Year 1
Revenue	£11,659
PBT	£9,551

Management

Enzo Romero – CEO – Mechatronics Engineer, Research Analyst @ Biomechanics & Applied Robotics Lab PUCP | TEDxSpeaker.

Renato Mio – COO – Biomedical Engineer Imperial College, Research Analyst @ Biomechanics & Applied Robotics Lab PUCP

Grace Valdivia – CDO – Industrial Designer, Research Assistant @ Biomechanics & Applied Robotics Lab PUCP.

Achievements

Since 2017, we have raised £70,000 in R&D, and we have 20 users with our prostheses.

General information:

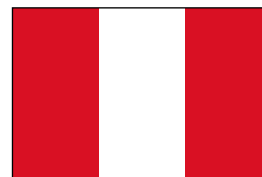
[Assistive Technology]

[Start-up]

[2017]

[5 people]

Country of origin



Peru

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