



obi

Independent Eating



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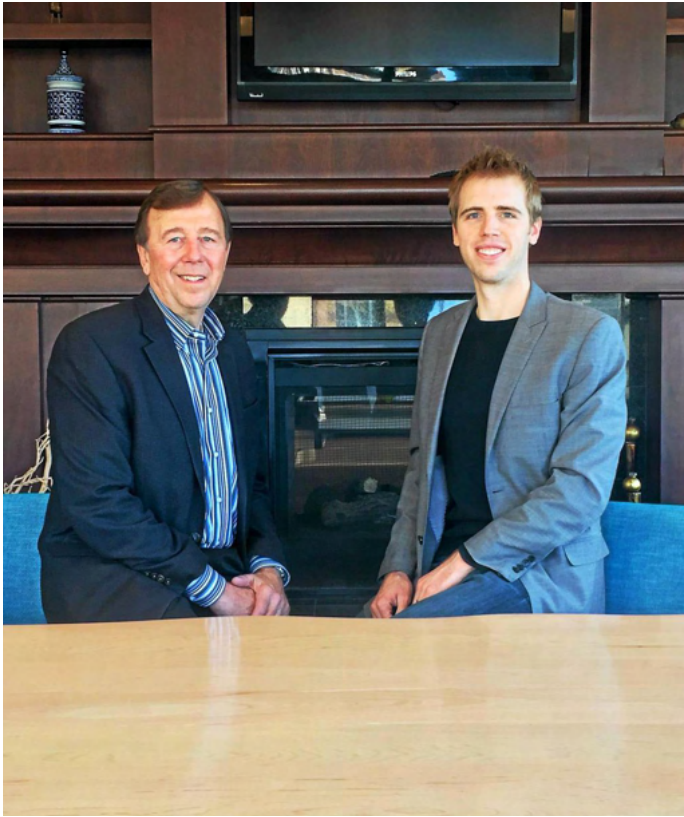
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1.0 INTRODUCTION







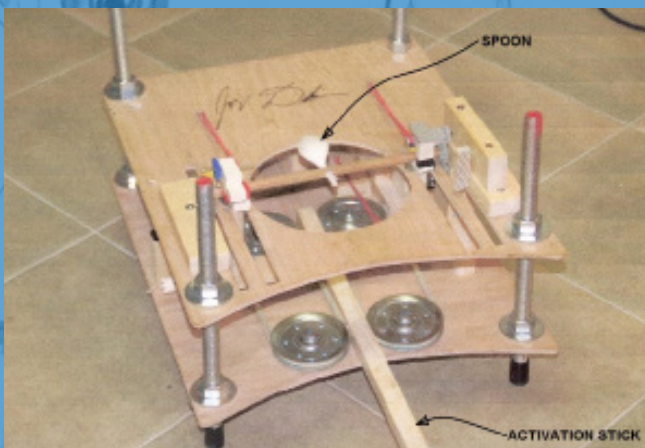
Tom and Jon Dekar, *DESiN* Co-Founders

When *DESiN*'s Co-Founder and CEO, Jon Dekar, was a teenager, his grandfather, a Navy veteran, was diagnosed with a degenerative neuromuscular disease. Over the next few years, he slowly lost the use of his arms. During this time, Jon witnessed his grandfather's frustration in being fed by others.

As the disease progressed, Jon observed how much his grandfather disliked being fed by a caregiver. What was once an enjoyable experience was now physically and emotionally stressful. He was no longer able to select the food he wanted or to control the pace at which he ate.

When Jon was in high school, he volunteered in nursing homes and hospitals and observed that his grandfather was not alone - many other individuals were experiencing the same undesirable feeding conditions.

OBI'S DEVELOPMENT THROUGH THE YEARS



ALPHA (2006)



BETA (2011)

1.1 HISTORY

In the fall of 2006 during Jon's first week in college, he observed a six-year-old girl who had to eat every meal by placing her face in a plate of food. At first, he decided to craft a mechanism with available materials to solely help this girl (prototype Alpha), but his attention quickly shifted towards developing a modern, state of the art machine for everyone.

After over ten years of persistence and overcoming many daunting challenges, Obi is now an award-winning product currently available in many countries around the world.



Jon and Tom Dekar with David Hare, one of Obi's first diners and Brand Ambassadors.



CHARLIE (2014)



PRODUCTION (2016)



Obi is a first of its kind, revolutionary dining device for individuals who lack upper extremity function. Obi increases independence, social interaction, and effective food capturing like never before. With the momentary touch of a switch, Obi allows users to select between four compartments of food and to command when the food is captured and delivered to their mouth.

“Obi” comes from the word “Obeisance,” which Webster Dictionary defines as a gesture of respect or reverence.

1.2 MEET OBI

1.3 MISSION STATEMENT

OUR MISSION

Provide everyone access to independence and social inclusivity.



1.4 AWARDS AND ACCOLADES



The Medical Design Excellence Awards (MDEA) is the premier awards program for the medtech industry. The MDEA recognize significant achievements in medical product design and engineering that improve the quality of healthcare delivery and accessibility.



The R&D 100 Awards have served as the most prestigious innovation awards program for the past 55 years, honoring great R&D pioneers and their revolutionary ideas in science and technology.



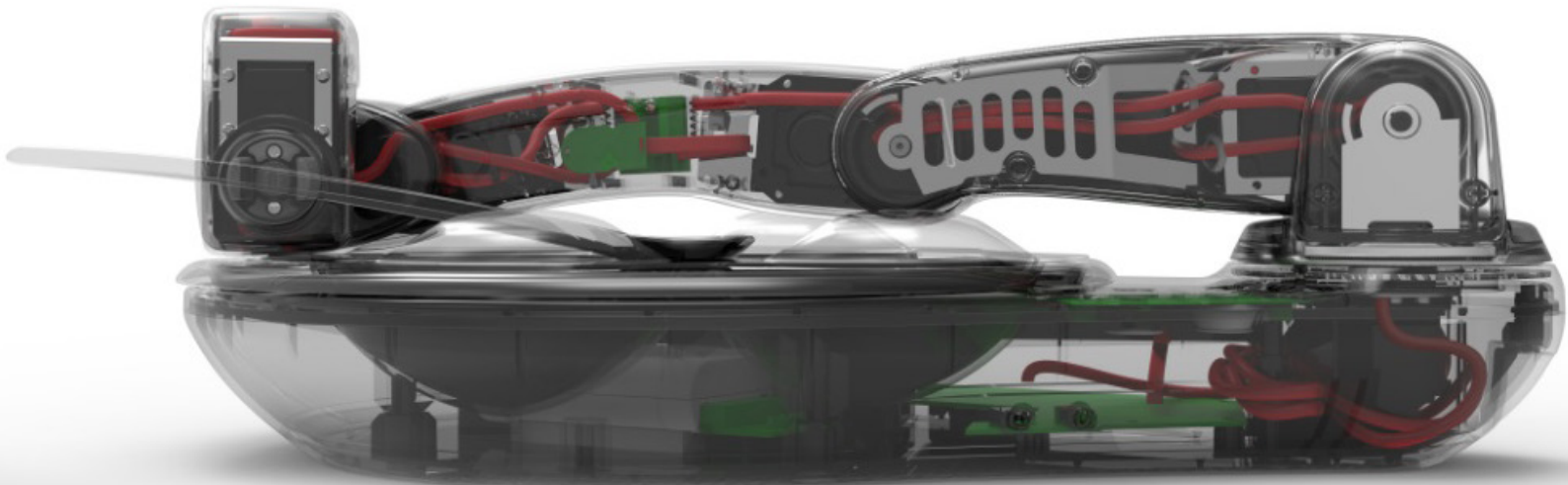
2.0 MEET OBI





2.1 PRODUCT FEATURES

Obi gives the diner control over food selection and delivery by automating the motion of a human arm during eating. Through use of the robotic arm, the device becomes an extension of the user, conducting their intent of what and when to eat.



EFFECTIVE FOOD CAPTURE

Obi's patented features, including multi-directional food capture, portion control, spoon wiping, and food positioning allow for optimal and efficient food delivery.



SWITCH OPERATION

Obi is operated through Accessibility Switches that can be actuated by any part of the body. Obi even works with Sip-and-Puff attachments!



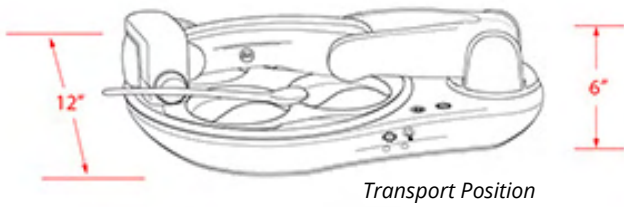
CUSTOMIZED DELIVERY

Obi allows the caregiver to tailor the food delivery location for each diner in seconds.

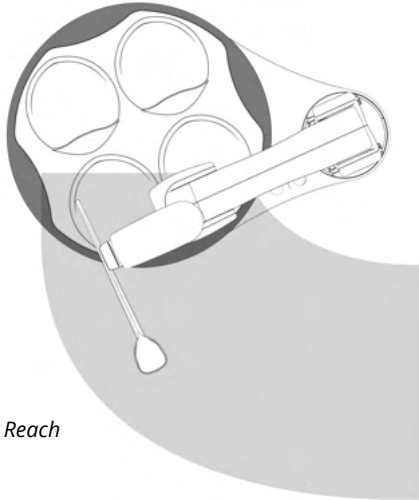
"I'm a US Navy Veteran with ALS and recently received my Obi. As a result of eating with Obi's assistance, I've been able to maintain my weight and, of equal importance to me, I'm able to eat independently and enjoy dining with my family."

Please know Obi is much more than a product you sell; Obi is a means to independence and restored joy while eating."

- Shelly H. | United States Navy Veteran



Transport Position



Delivery Reach

DIMENSIONS (TRANSPORT POSITION)

12" x 17" x 6"

MAX FOOD DELIVERY HEIGHT

15.3" above mounting surface

LOWEST FOOD DELIVERY HEIGHT

2.0" below mounting surface

MAX FOOD DELIVERY REACH

16.0" from edge of plate

WEIGHT

7.7 pounds



THE DINER

Operated by Accessibility Switches
Dual 3.5mm barrel jack



CHOOSE SWITCH
Each activation selects a different food bowl



DELIVERY SWITCH
Scoops and delivers food to the diner's mouth

THE CAREGIVER

Operated by Touch Activated Sensors



POWER BUTTON
A single touch brings Obi to life!



TEACH BUTTON
Quickly tailors a food delivery location



2.2 INTENDED USERS

Obi accommodates a spectrum of people who are living with a condition affecting their upper extremity function. Diners should possess the ability to safely and successfully operate Obi, as well as the ability to chew and swallow without assistance. Candidates for Obi may be living with the following conditions:

- Amyotrophic Lateral Sclerosis (ALS)
- Amputation
- Arthrogryposis Multiple Congenita (AMC)
- Cerebral Palsy
- Essential Tremor
- Muscular Dystrophy
- Multiple Sclerosis
- Parkinson's Disease
- Spinal Cord Injury
- Other conditions impairing upper extremity motor control

2.3 INTENDED USE

Obi increases a diner's independence and confidence by providing choice among four food compartments and allowing the user to control when food is delivered to their mouth.

FREQUENCY OF USE

Obi is for intermittent use and should be operated for the duration of a single meal. Between each meal, at least a one-hour power off break is good practice and will help maximize the useful life of Obi.

TEMPERATURE

Obi is designed to be used at room temperature. Extreme hot or cold temperatures may prevent Obi from turning on or operating correctly.

ENVIRONMENTS

Obi is equipped with a rechargeable lithium ion battery and weighs only 7 pounds, making it possible to dine in a variety of environments, such as:

- Assisted Living Centers
- Homes
- Hospices
- Hospitals
- Nursing Homes
- Rehabilitation Centers
- Restaurants
- Schools/Universities

Please Note: Obi does not diagnose, treat, or monitor a medical condition. This device is to help individuals compensate for an injury or disability only.

2.4 COMPLIANCE

FDA Compliant

Class I Medical Device
510(k) exempt

CE and MDR Compliant

Active, Class I Medical Device
Non-Sterile, Non-Measuring

2.5 USER TESTIMONIALS



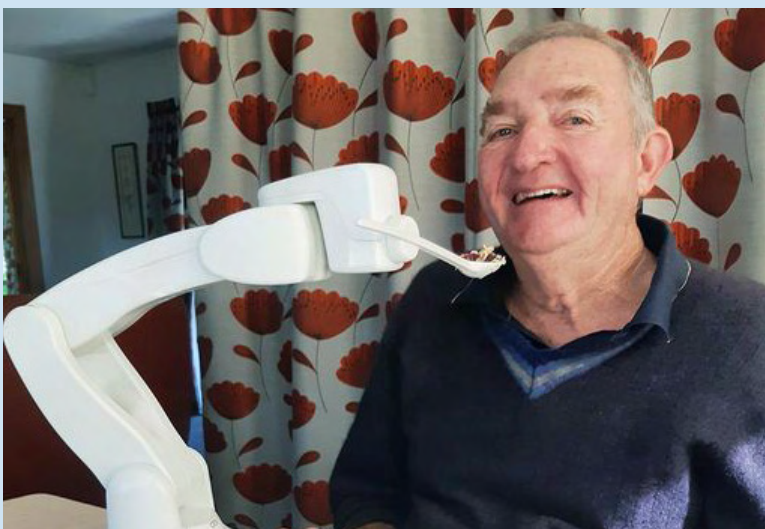
"I love Obi because it gives me a sense of independence and freedom to have choices about what I eat throughout the day, when I eat, and just really allows me to have energy so that I can do my job and be productive. So it's changed my life!"

- Kevin



"My best friend!"

- Will



"As my arms weakened further, Obi became a daily helper at the dining table. Caryn and I could just enjoy our meals. Because I did not need to "be fed" before or after Caryn ate hers. Nor did we need to play the other game - 1 for you - 1 for me."

- Ken



"To grant someone leisure time during a meal, whether it's for the user or the caregiver, it is truly a sweet gift for your lifestyle. (The same goes for allowing one to enjoy social meals again, freeing up the user or a caregiver to talk.) A meal becomes something to look forward to again, instead of a box to be checked and get past."

- John



"Finally! I can skip my vegetables!"

- Isaac



"It's allowed all of us to have one dinner as a family, instead of one person feeding Grace."

- Amanda





3.0 FUNDING AND REIMBURSEMENT





3.1 FUNDING AND REIMBURSEMENT (U.S.)

PRIVATE INSURANCE OR MEDICAID

Through our national distributor network, we are able to provide assistance with insurance and Medicaid submissions. To initiate this process, you will be paired with an Assistive Technology Professional in your area who can facilitate product evaluations and submission assistance.

STATE WAIVER PROGRAMS

If you have obtained a State Waiver, reimbursement is a possibility if your primary (and possibly if your secondary) insurance companies have denied your submission.

VETERANS ADMINISTRATION



Obi Robot is proud to be a contracted provider on the US Federal Supply Schedule under the GSA Advantage Program! We are proud to work with VA Hospitals, Veteran Homes, and Outpatient Rehab facilities all across the nation!

WORKERS' COMPENSATION

Obi has been funded by Workers' Compensation in various states. If the need for Obi is a result of a workplace injury, please contact your Workers' Compensation representative.

SCHOOL FUNDING

If your child is in a special needs program, check with your child's Special Ed Teacher, School Nurse, or Therapist. Schools often have budgeted funds or have access to grants for assistive technologies.

ADVOCACY GROUPS

Various Advocacy Groups may have loan closets that can supply you with an Obi or provide a grant to help pay for Obi. Please contact us for a list of Advocacy Groups/Foundation in your area.

If you are interested in learning more about any of the funding options listed above, please contact our Customer Experience team at:

Info@MeetObi.com

3.2 ORDERING INFORMATION

Distributors, Healthcare Facilities, and VAMCs can submit Purchase Orders to Orders@MeetObi.com.

If you are a potential diner who is interested in purchasing Obi, please contact our Customer Experience department at Info@MeetObi.com for assistance.

3.3 USAGE, WARRANTY, AND SERVICE INFORMATION (U.S.)

FREQUENCY OF USE

Obi is for intermittent use and should be operated for the duration of a single meal. Between each meal, at least a one hour power off break is good practice. Significant power off breaks help maximize the life of Obi.

LIMITED WARRANTY TERM

12 months from the date of shipment or after the first 400 hours of usage, whichever occurs first.

LIMITATIONS

Only manufacturing defects of materials or workmanship are covered when Obi is used properly and maintained in accordance with all instructions. This Warranty is void if Obi is improperly handled, dropped, put in the microwave, or exposed to excessive liquids. In addition, any attempt(s) to open or dismantle Obi, including the Arm or Base assembly, will void this Warranty.

The Limited Warranty excludes Spoons, Plates, Placemats, and switches. Spoons, Plates, Placemats, and switches are non-returnable once used.

INSTRUCTIONS FOR SERVICE

Contact Obi's Product Team at Service@MeetObi.com to initiate the return process. Obi is a precisely calibrated device and inadequate packaging solutions will not protect Obi from damage. We are not responsible for damage incurred to the device due to insufficient packaging. If the original packaging materials are lost or damaged, please contact us for replacement packaging prior to shipping the device.

COST OF REPAIRS

Repairs not covered under Warranty are subject to the cost of materials, labor, and shipping and handling. After returning the device, Obi's Product Team will assess the extent of repairs needed and will provide a cost estimate for customer approval.

3.4 RETURN POLICY

An unopened, unused, or lightly used Obi generally may be returned within 14 days of the shipping date for a refund. A restocking fee may apply.

"Obi has given me back the ability to feed myself. This is the first time I've ever gained something since my diagnosis."

- David H.



4.0 CONTACT INFORMATION

Clinician and Diner Support	Info@MeetObi.com
Veteran/VAMC Inquiries	VA@MeetObi.com
US Distribution	USDistribution@MeetObi.com
Global Distribution	GlobalDistribution@MeetObi.com
Distributor/Facility Purchases	Orders@MeetObi.com
Warranty/Service Requests	Service@MeetObi.com
Marketing/PR Inquiries	Marketing@MeetObi.com
Career Opportunities	Careers@MeetObi.com
Accounts Receivable	AR@MeetObi.com

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