



Nobi Smart Lamp

What Nobi can
do today

nobi



Agenda

1. What we do today
2. What we will do tomorrow
3. What we won't do (and why)
4. What we will no longer do

Today

What can we promise our clients
for today?

Main features

Should be focus point in explaining and selling Nobi

- Fall detection
- Two-way communication after escalation
- In- and out of bed detection & lighting
- Circadian rhythm
- Link to peripherals



Other features

- “Good morning”-greeting
- Open door after escalation
- Gather parameters of residents
- Sleep reports
- Timeline
- One way communication of messages through API
- Room temperature and humidity



Tomorrow

What can we promise our clients
for tomorrow?

Overview

- Act as a local call system (through partnerships)
- Send warnings
- Send reminders to take parameters if not taken yet
- Mobility reports - Displayed as a % day (sitting, standing, lying down)



Warnings

What exactly does that mean?

Overall

- Unexpected weight loss

Configurable per resident

- Out of bed
- Sitting on bed
- In bathroom longer than X minutes
- Nobody home (resident goes out)
- Visitor (only with Nobi one!)
- Long time without any visitor (only with Nobi one!)

Never

What do we need to stop telling our clients?

Two things we will not be able to do, and the reasoning behind it

Detection of drinking

There are too many edge cases involved to be able to do this in an accurate way.

- Person drinking with back to lamp
- Person drinking in a room that does not have a lamp installed (f.e. kitchen)
- Person drinking in common area

Nobi wake-up word (smart home assistant)

There are too many variables to be able to do this

- Dialects
- Unable to pronounce words in an articulate way

No longer

What expectations do we need to correct / what will change in Nobi one?

Smoke detection

- B2B: not desirable in view of the fire system inspection
- Cost of integrating this in Nobi \approx cost of stand-alone device
- Time & effort to get certified \gg not worth it

Air quality monitoring

- Only usable with CO₂ instead of VOC which is costly: min. €20 per lamp
- Outcome vs Actionability

In case this becomes important or obligated in some markets:

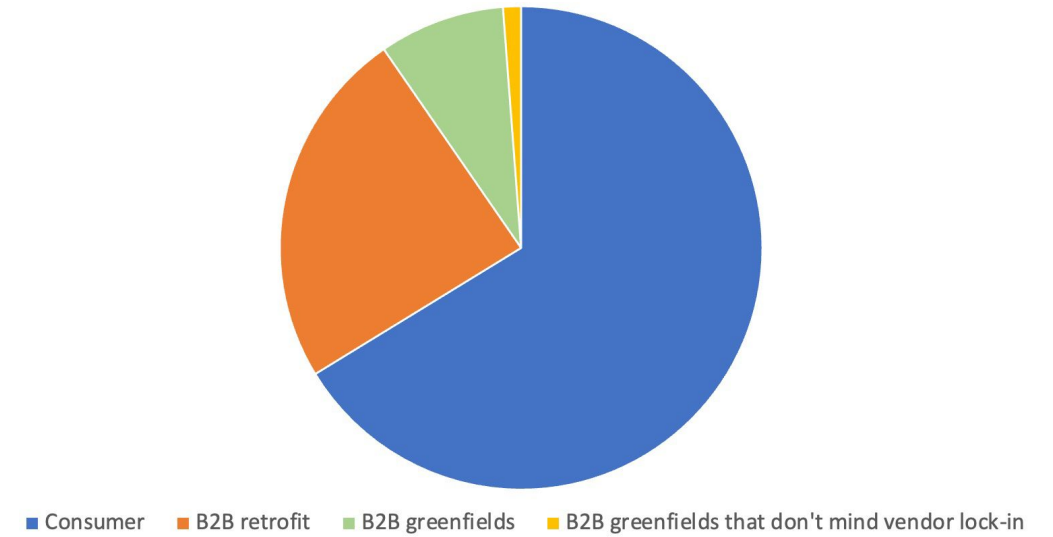
- Looking into possibility of adding this through extension slot
- Integrate with an existing external bluetooth air monitor

Power over ethernet (PoE)

Difficult because of practical reason: usually no ethernet wire in ceiling installed.

- Consumers - never
- B2B retrofit - never
- Greenfields - small percentage (causing vendor lock-in)

>> Not worth the investment of time and resources.



SIM module

- We will require WIFI
- Cost of module
- If WIFI is not reliable WIFI/4G routers can be used in the home as automatic fallback.



For more information or questions, feel free to contact team Marketing.



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