



EGZO Tech

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## DISTRIBUTION SUMMARY FOR LUNA EMG



CE 2274

## 1. WHAT IS LUNA?

Luna EMG is a rehabilitation robot addressing the needs of neurological and orthopaedic physiotherapy. Luna integrates kinesiotherapy for isolated joints and functional exercises for whole limbs. It integrates both dynamic resistance and reactive electromyography to address a large group of patients and provides automatic exercises to help clinics and physiotherapists.



Watch our early promo here  
<http://bit.ly/LunaEarlyPromo>



More Luna EMG photos are available on our Facebook page here:  
<http://facebook.com/egzotech>

## 2. TARGET MARKET

Luna works best with physiotherapy clinics or hospital wards that focus on neurology. It's the only device on the global market equipped with electromyography that is reactive – it can be used for **active exercises** for patients with muscle atrophy or severe paresis (but not complete denervation).

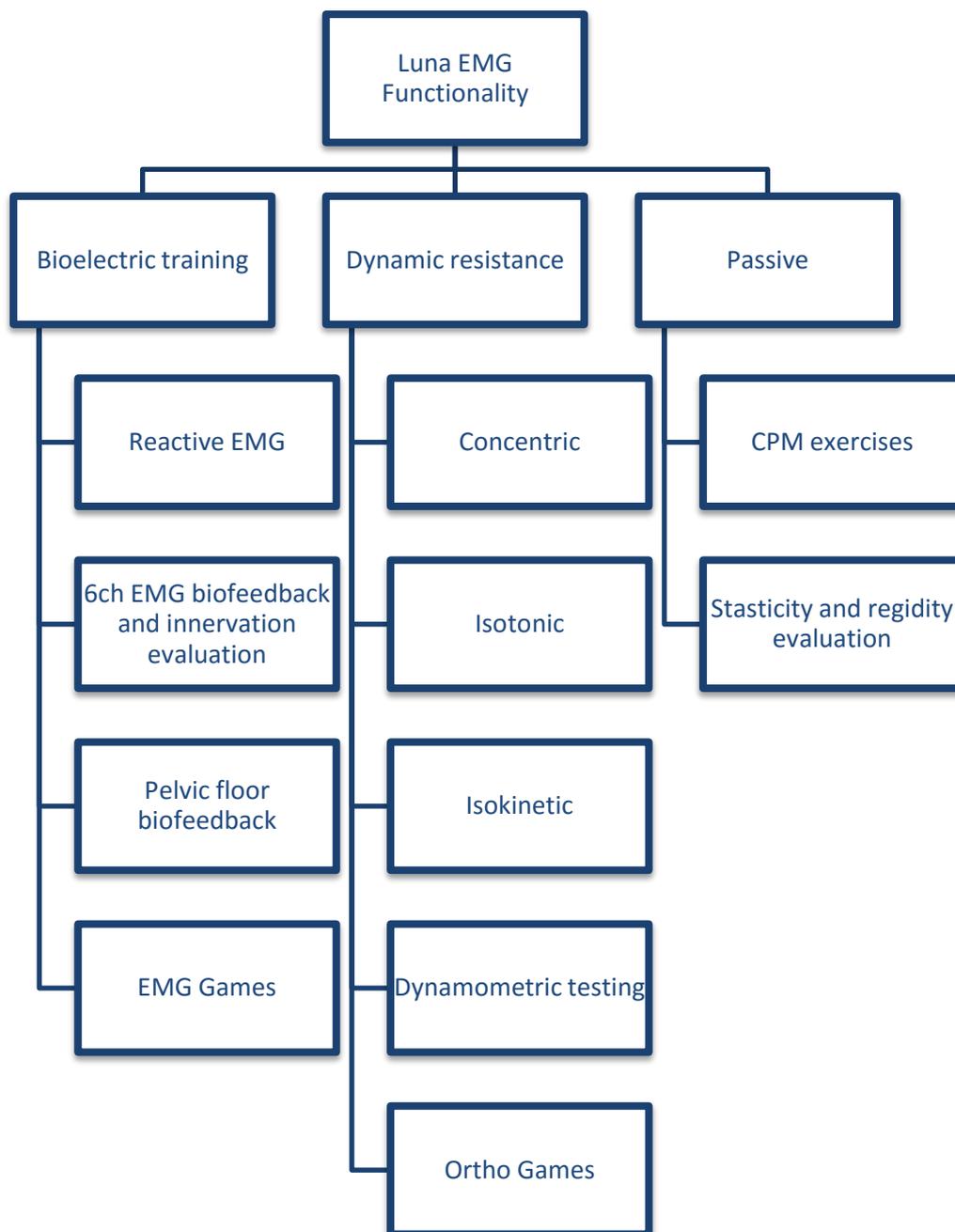
Luna is perfectly designed for patients with:

- Brain strokes (great for building strength and coordination as well as brain-nerve-muscle activation),
- Duchenne's muscle atrophy (maintaining strength and brain-nerve-muscle activation)
- Multiple sclerosis (coordination training),
- Incomplete spinal cord injuries (innervation diagnostics, strength and coordination training),
- Spina bifida (innervation diagnostics, strength and coordination training).

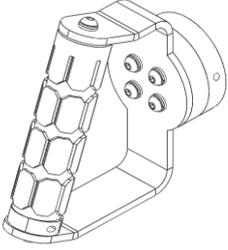
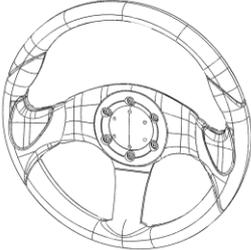
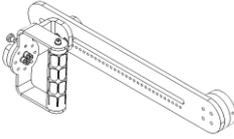
Luna can easily be used for patients from under 3 years of age with little or no cognitive impairment.

With the best target market stated above, there are no contraindication for using Luna in a variety of different clinics and with other patients. Both dynamic resistance training and reactive electromyography have been integrated with therapeutic games for better patient engagement. Patients with larger cognitive impairment and with complete denervation can still benefit from Passive functionality of Luna.

We don't limit Luna's potential use. Whenever patients need: more strength, better coordination, objective diagnostics and more entertaining therapy – Luna is the way to go.



Luna's functionality revolves around exchangeable extensions to allow a more variety of patients to work out. Presented below are the extensions most commonly supplied with Luna:

How it looks like	What it is	How it looks like	What it is
	Elbow pronation/supination dynamic extension  1 pcs.		Steering wheel dynamic extension  1 pcs.
	Upper limb universal extension  1 pcs.		Lower limb universal extension  1 pcs.

Joint \ Movement	Flexion/Extension	Abduction/Adduction	Rotation
Shoulder	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Elbow	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
Wrist	<input type="checkbox"/>	<input type="checkbox"/>	
Hip	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Knee	<input checked="" type="checkbox"/>		<input type="checkbox"/>
Ankle	<input type="checkbox"/>		

### 3. MARKET ADVANTAGE

Luna EMG is a robot of a different class than any other on the market – mostly due to the focus on neurological physiotherapy. She is however compared to different other products by the clients. Here are some advantages for every major product group Luna is usually compared to.

<b>CPM/CAM Exercises</b>	<b>CAM Exercises or elastic resistance</b>
<ul style="list-style-type: none"> <li>• Active movement (dynamic resistance and reactive EMG)</li> <li>• Dynamometric testing</li> <li>• Full weight relief</li> <li>• Bioelectric measurements (EMG)</li> <li>• Reactive EMG</li> <li>• Patient database</li> <li>• Training protocols and reports</li> <li>• Immersive games</li> <li>• Pelvic floor biofeedback training</li> </ul>	<ul style="list-style-type: none"> <li>• Dynamic resistance: concentric, eccentric, Isotonic, Isokinetic exercises</li> <li>• Full weight relief (any position)</li> <li>• Bioelectric measurements (EMG)</li> <li>• Reactive EMG with EMG games</li> <li>• Pelvic floor biofeedback training</li> </ul>
<b>Isokinetic robots</b>	<b>Multi-dimensional robots</b>
<ul style="list-style-type: none"> <li>• Lower minimal force/torque needed to exercise (Luna is extremely precise when it comes to force sensing, starting from 0,1Nm after weight relief), but with a cost of maximal force/torque applied (about 60Nm or 25kg)</li> <li>• Actually working full weight relief</li> <li>• Bioelectric measurements (EMG)</li> <li>• Reactive EMG</li> <li>• Immersive games</li> <li>• Pelvic floor biofeedback training</li> <li>• Similar price tag</li> </ul>	<ul style="list-style-type: none"> <li>• Lower minimal force/torque needed to exercise</li> <li>• Bioelectric measurements (EMG)</li> <li>• Reactive EMG</li> <li>• Upper and lower limb exercises</li> <li>• Isolated evaluation</li> <li>• Pelvic floor biofeedback training</li> <li>• Lower price tag than multi-dimensional robots with motors/drives</li> </ul>

#### 4. INNOVATION

Due to the technological aspects, innovation and market fit, EGZOTech and Luna EMG has been awarded with the following (selected few):

2016: Forbes 30 under 30 Europe list in Science and Healthcare

2015: Social Innovator recognition and MIT Technology Review Innovators under 35 winner (Poland) by MIT Technology Review

2015: New Europe 100 list – for empowering physiotherapy by Respublica, Google, Visegrad Fund and Financial Times

2015: #6 Most Creative in Business in Poland by BRIEF

2015: Most Compassionate Business in Poland by Sukces Pisany Szminką

2014: Winner in the medical innovations category in “Soczewki Focusa” with the project “rehabilitation exoskeleton” by Focus

2013: TOP8 startups world (best in Poland) by Google for Entrepreneurs and Blackbox.vc

2013: Best technological startup in Poland in “Do IT with Poland” by Google for Entrepreneurs Krakow, Polish American Chamber of Commerce, 4th Wave Consulting and US Consulate in Krakow

2013: TOP3 startups in Poland in Innov-a-thon Dubai by Turn8

2013: Best business idea in “My Business Idea” by Silesian University of Technology

The awards above can prove innovation for potential cofounding from European Funds for end clients. The reactive electromyography in Luna EMG is patented (PCT for EU and US) and is not available in any other product on the global market.

## 5. FREQUENTLY ASKED QUESTIONS

### 5.1 MARKET APPROVAL PROCESS

Luna EMG is a CE marked class IIa medical device. You can find our CE certificates here: <http://bit.ly/EGZOTechCertificates>. EGZOTech is a legal entity (producer/manufacturer) for Luna EMG products in EU. Internal market approval procedures other than CE marking needs to be handled by local distributors.

### 5.2 CLIENTS AND KEY OPINION LEADERS

We have both clients and key opinion leaders in Poland. Please let us know and we'll gladly introduce you so you can have a better understanding on how the market reacts. You can see some of them here:

- Fizjopunkt Clinic: <http://bit.ly/LunaEMGFizjopunktClinic>
- IMIcare Clinic: <http://bit.ly/LunaEMGIMIcare>
- Fizjomed Clinic: <http://bit.ly/LunaEMGFizjomed>

### 5.3 PRICING LIST

Due to annual maintenance requirements and regular customer support we would like to establish an individual pricing list for the country you are interested in. We suggest that the end user price for the unit with all available extensions be less than €40 000.

### 5.4 CUSTOMER SUPPORT AND RELATIONSHIP

We are open to cooperation with maintenance, training and customer support to establish a long working relationship with the client. Luna EMG robots are monitored online through Device Dashboard system (<http://egzotech.com/dashboard>). All necessary and publically available information from Luna EMG units sold or supported by specific distributors will be available to them and their sales reps through Device Dashboard.

Those information includes: statistical information on exercises and trainings done, number of new and returning patients, statistical information on used extensions and EMG accessories, robot uptime, used data etc. All information will be available for a selected time period.

Those information are available for use to ensure better customer support, training, and follow-up sales. Typical clients succeeding in bioelectric diagnostics can be interested in pelvic floor cables and electrodes and other mostly orthopaedic or paediatric clinics will be interested in different – more advanced extensions or long EMG or ECG biofeedback cables for monitoring.

Those online relationships can be used for you to better market your other products and better know your end clients and their needs. We want Luna EMG robots to bring you more business – even by selling non-EGZOTech products.

### 5.5 RESEARCH AND DEVELOPMENT

We are open to cooperation when it comes to new products or specific client/market needs. As a manufacturer with an R&D department we adjust quickly to market needs, both when it comes to Luna EMG extensions, accessories or other – separate equipment. Let us know your needs and we can evaluate how best to approach the new opportunity. We actively peruse R&D or international cooperation grants funded by the EU (with success).



**EGZOTech**

Evangelist assigned to your organization



### Michal Mikulski

M.Sc. in robotics, B.Sc. in biomedical engineering. Specializing in Luna EMG and Device Dashboard products. Apart from running **EGZOTech** he constructs exoskeletons and is a fan of clinical neurology.

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THANK YOU FOR TRUSTING IN **EGZOTECH!**

PLEASE CONTACT US WITH ANY QUESTIONS!



That's not all! Visit our website for additional information.

<http://egzotech.com>



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