

# **NEMO TEAM**

***DEPLOYING IT INFRASTRUCTURE SOLUTIONS  
TALLINN, ESTONIA 2014***



## WHO WE ARE ...

- Nefeli Goumenaki, Greece
- Grigorios Maragkakis, Greece
- Martynas Jaras, Lithuania
- Daniel Cuervo, Germany



## ONCE UPON A TIME . . .

- Professional too valuable to lose
- Andrew Bessett
- Experienced system administrator
- Linux and MS Windows



# THE STORY

- Airplane accident survivor
- Intellectual abilities intact
- Only left arm to elbow
- Legs paralyzed
- Want his work back



# WHAT ARE THE LIMITATIONS ?

- Mobility
- Communication
- Human Machine Interaction



## OUR JOB

- Technological infrastructure solutions
- Present economical proposals
- Sell solution to the company



# START OF CLIENT'S TIME



# WHEELCHAIR

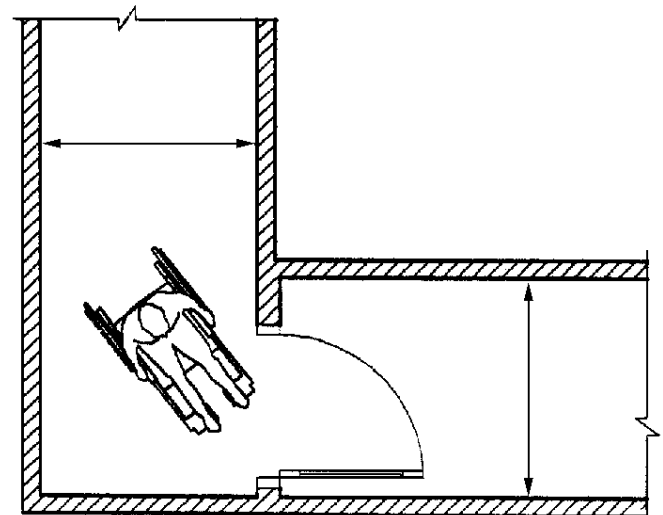
- Electric
- Mandatory
- Standardized solution
- Specially modified control
- Customizable add-ons
- Charging stations
- Network connectivity





# ACCESSIBLE BUILDING

- Ramps, free pathways, doors width
- Public and private normativity
- Drop-off and pick-up zones
- Parking spots
- Special furniture
- Smooth and non – slippery floors



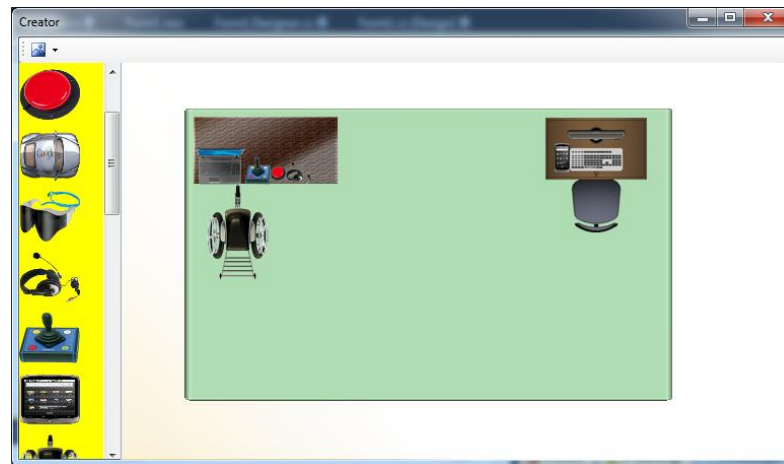
# PROPOSAL 1

- Wireless charging system
- Public transportation
- Basic prosthetic arm
- Accessible buttons



# PROPOSAL 1

- Enterprise communication tool
- Trackball, joysticks, OS accessibility tools
- Speech recognition system



## PROPOSAL 2

- **Wireless charging system**
- **Central interfacing unit**
- **Specially modified van**
- **Biometric security systems**
- **Automatic doors**



## PROPOSAL 2

- Speech recognition system
- Presence detection system
- Augmented reality system
- Sip-puff systems
- Standard backup solutions



# WHAT YOU GET . . .

- Give a second chance
- Keep an non-replaceable Worker
- Loyalty boost in workers
- Business opportunity
- Partnership opportunities
- Advertising

**You are the insurance company who  
cares about people!**



**END OF CLIENT'S TIME**



# HAPPILY EVER AFTER ?

- Inverse work load vs time
- Selling is not easy

**We are all handicapped by our  
easy lives.**

