Dante | Shifting Focus

Mask muffles audio input and output

Radio is separate
## Dante | Product Contract

<table>
<thead>
<tr>
<th>Customer Need</th>
<th>Product Attribute</th>
<th>Engineering Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improves quality of communication while wearing a face mask</td>
<td>Ease of use</td>
<td>Message delivery time (sec)</td>
</tr>
<tr>
<td></td>
<td>Audio quality of message</td>
<td>Noise: signal ratio</td>
</tr>
<tr>
<td>Battery lasts length of a mission</td>
<td>Battery life</td>
<td>&gt; 3 hrs on a full charge</td>
</tr>
<tr>
<td>Easily integrated into current process</td>
<td>Can be attached with minimum instruction</td>
<td>Adds &lt; 5 seconds to the current PPE process</td>
</tr>
<tr>
<td>Handles thermal extremes in fire response</td>
<td>Passes safety standards for PPE</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Dante | Solved Risks

Wire and Seal

Fitting Electronics in Mask
Dante | Unsolved Risks

Filtering White Noise

Hands Free Triggering
1,000,000 firefighters in the US

Local government not firefighters, responsible for purchasing

Li Creative Technologies: Maskphone
Dante | Pricing

**Competitor Price:** $370

**Materials Cost:** $90

**Dante Price:** $150
Dante | Next Steps

- CO Sensors
- Heart Rate Sensors
- Interviewing
“Put on winter clothes, climb into a sleeping bag on the hottest day of August, then go into a pitch black closet with 90 lbs of equipment and 10 of your best friends...that’s what it’s like to go fight a fire.”

- Lt. Donovan

October 14th, 2017