

# Pedestro

O lume accesibilă pentru toți

# Deficiență de vedere

~100.000

~ 40  
milioane

COMPLET NEVĂZĂTORI  
2023 → 2050  
3x

~ 120 \*  
milioane

\*Sursa World  
Health Organization

## Problema

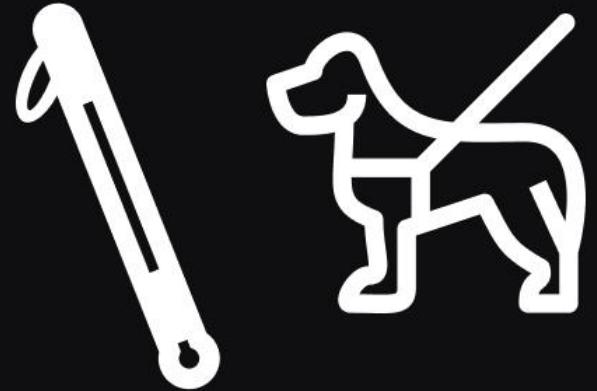
**Percepție limitată.**

**Dificultate în deplasare.**

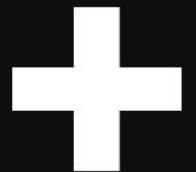
**Independentă scăzută**

# Soluții curente

Baston Câine ghid



Limitat în  
Distanță / Număr



Prieteni & Familie



Nu mereu  
valabil

Aplicații navigație

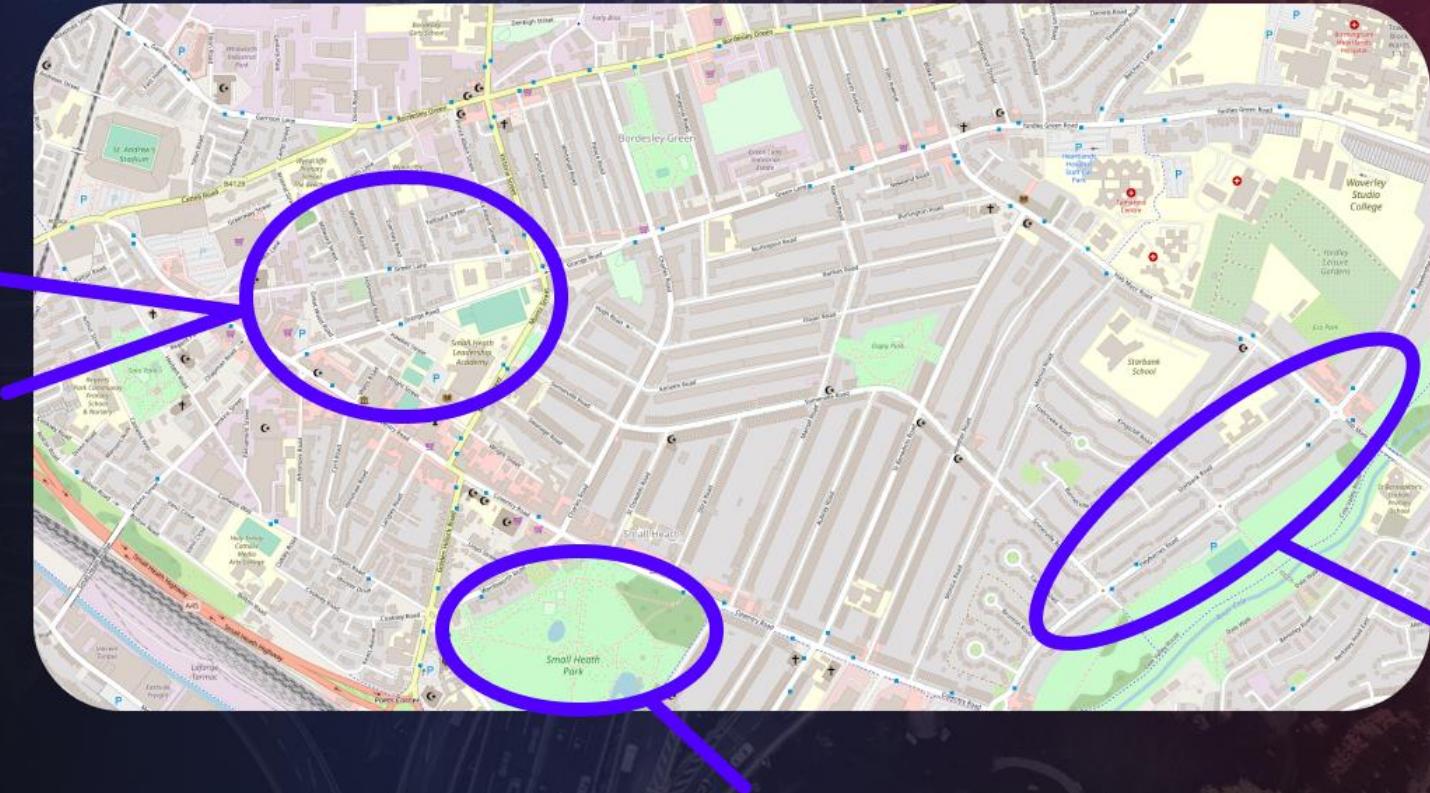


Bazat pe hărți  
Hărți pentru mașini

# Hărțile sunt pentru mașini

Trotuare?

Treceri?



Facilități spații publice?

Cum rămâne cu oamenii?

Obstacole pe  
drum?

# Faceți cunoștință cu Ion

**Ion este...**



- nevazator
- ingrijorat
- doritor de certitudine

**Mers la magazin?**

- frică, anxietate
- timp pierdut
- dificultate



**~~Independență~~**

# Startup Lean Canvas

## Problem

List to 1-3 problems to solve

**Independenta  
scazuta**

## Existing Alternative



## Solution

Outline a possible solution for each problem.

**Aplicatie navigatie  
detaliata**

## Key Metrics

List key numbers that tell you how your business is doing.

- numar utilizatori
- calatorii finalizate
- km parcursi pe saptamana

## Unique Valuable Proposition

Single, clear, compelling message that states why you are different and worth paying attention.

**Te ghidam cum ar  
face-o familia**

## Unfair Advantage

Something that cannot easily be bought or copied.

- date harta
- model
- comunitate

## Customer Segments

Something that cannot easily be bought or copied.

**Complet nevazatori  
Aproape nevazatori**

## Channels

List your path to the customer (inbound and/or outbound)

- ONG, Asociatii
- Grupuri Facebook
- Reclame Youtube

## Early Adopters

List the characteristics of your ideal customers.

- isi asuma risc
- curios
- cauta unelte noi

## Cost Structure

List your fixed and variable costs.

**Server & DB**

**Satellite data**

**Compute power**

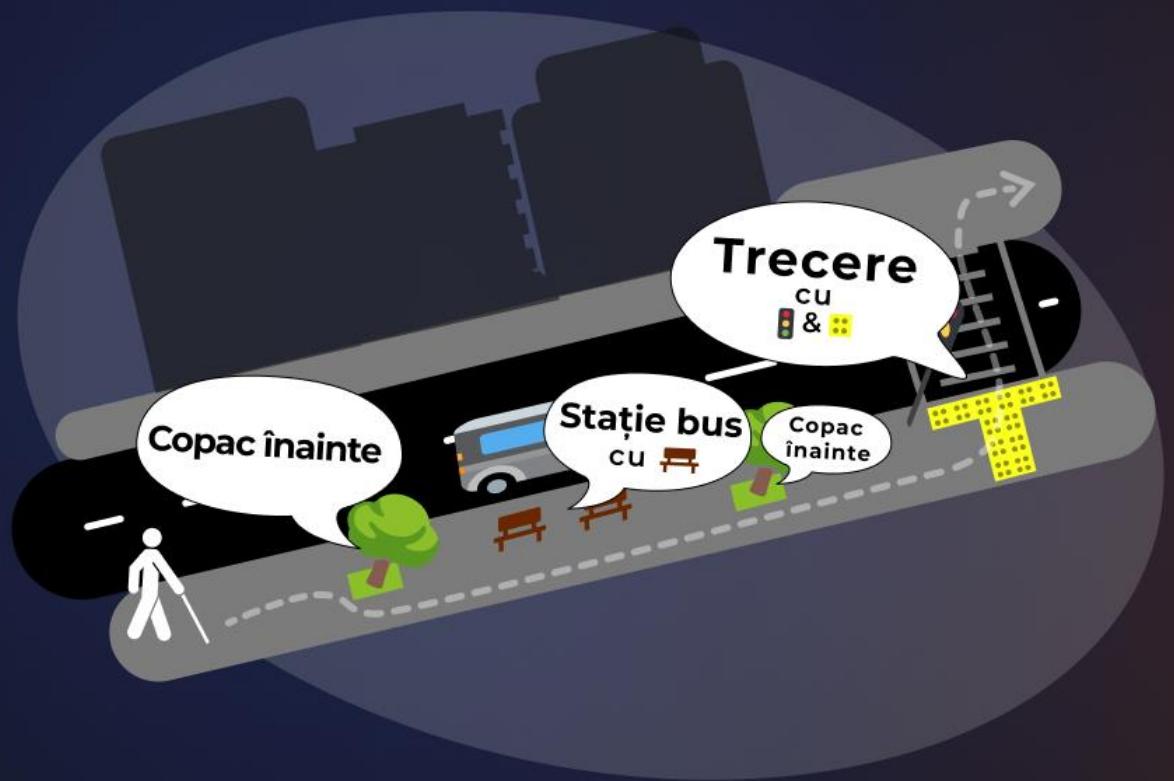
## Revenue Streams

List your sources of revenue.

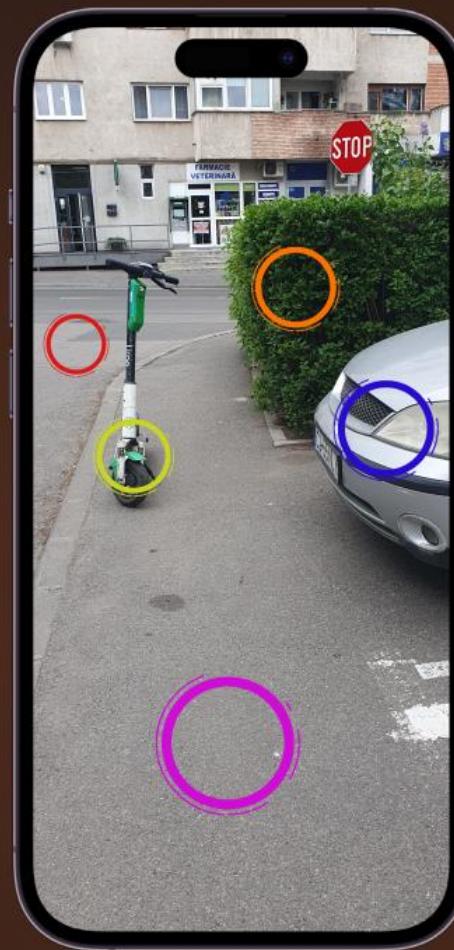
**B2G  
Twin City &  
Accessibility**

**CSR  
Companii cu  
impact social**

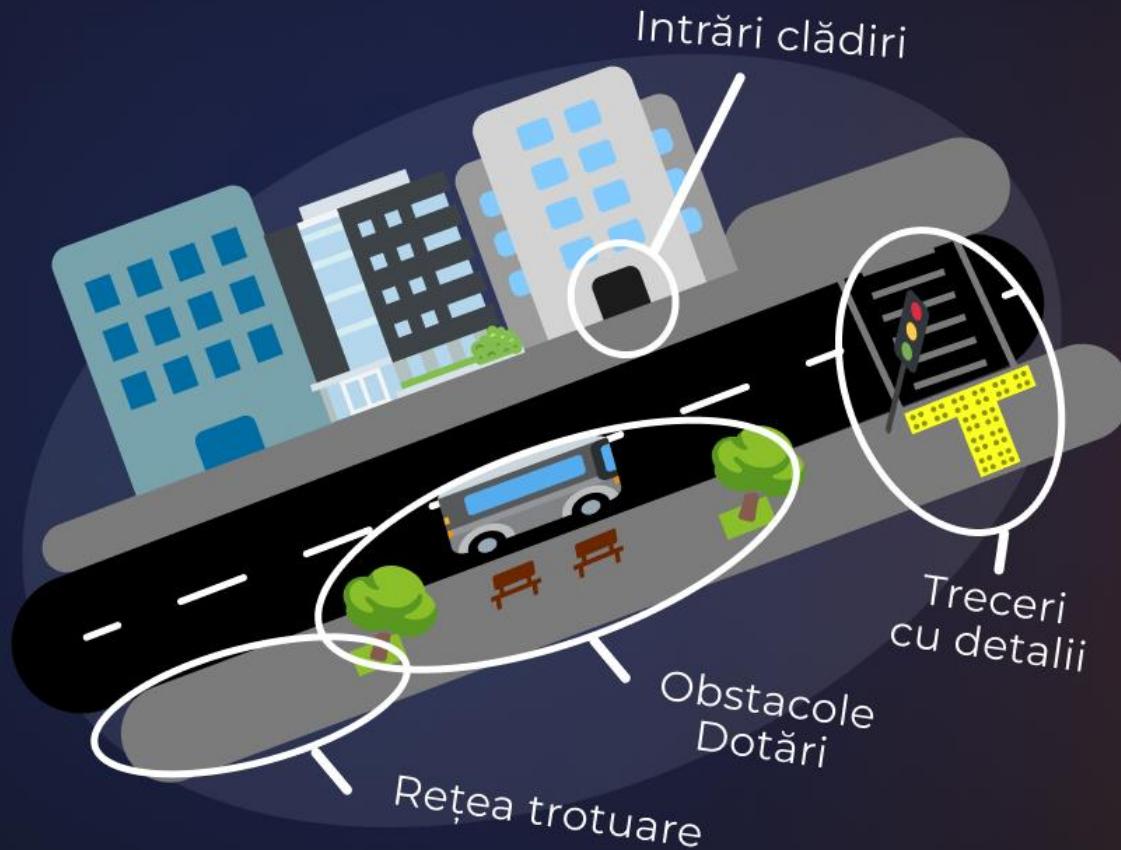
# Navigație detaliată



# Obstacole la nevoie



# Inovare

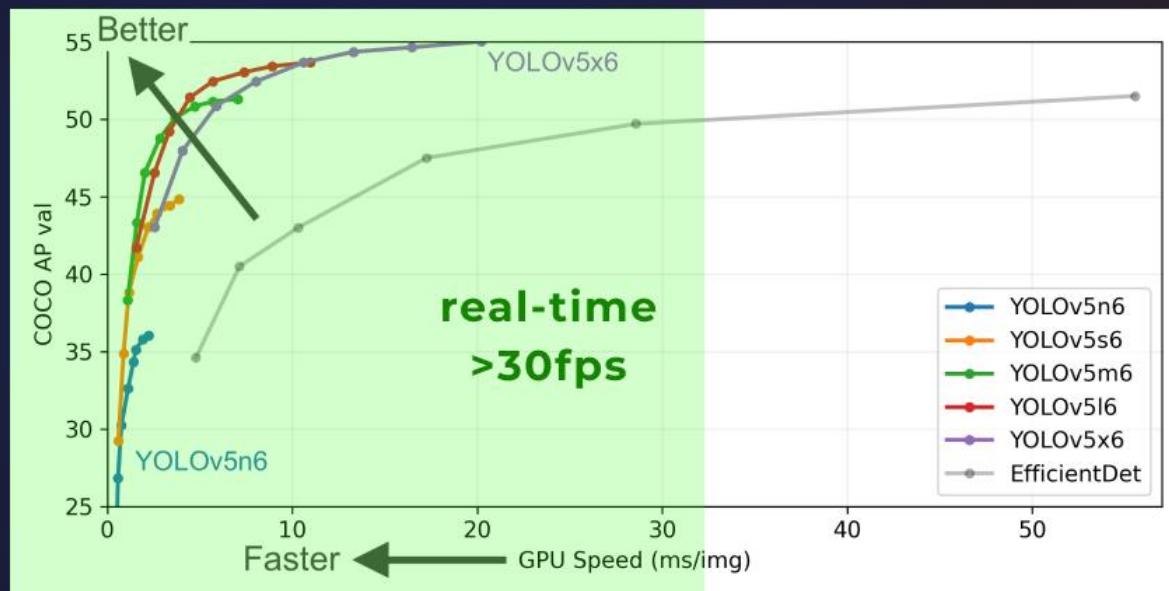


- **Harta cu detalii** self-made
- **UX îmbunătățit** self-made
- **AI real-time** parțial
- **Crowdsourcing** not yet

# AI Specs

**YOLOv5s = 640 x 640**

(Full variant, on V100)



**mAP 50-95: 37.4**

**mAP 50: 56.8**

**params: 7.2M**

(Mobile variant, on MI11)

**320x320**

**mAP 45: 25.8**

**CPU int8: 23ms**

**CPU float32: 61ms**

(PyTorch > ONNX > OpenVino > TfLite)

([https://github.com/lp6m/yolov5s\\_android/tree/v1.0.2](https://github.com/lp6m/yolov5s_android/tree/v1.0.2))

**Source : Ultralytics** (<https://github.com/ultralytics/yolov5>)

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O lume accesibilă pentru toți

Voinopol Cosmin  
AI, PM

Urban Robert  
Maps

Mureșan Andrei  
Back-end