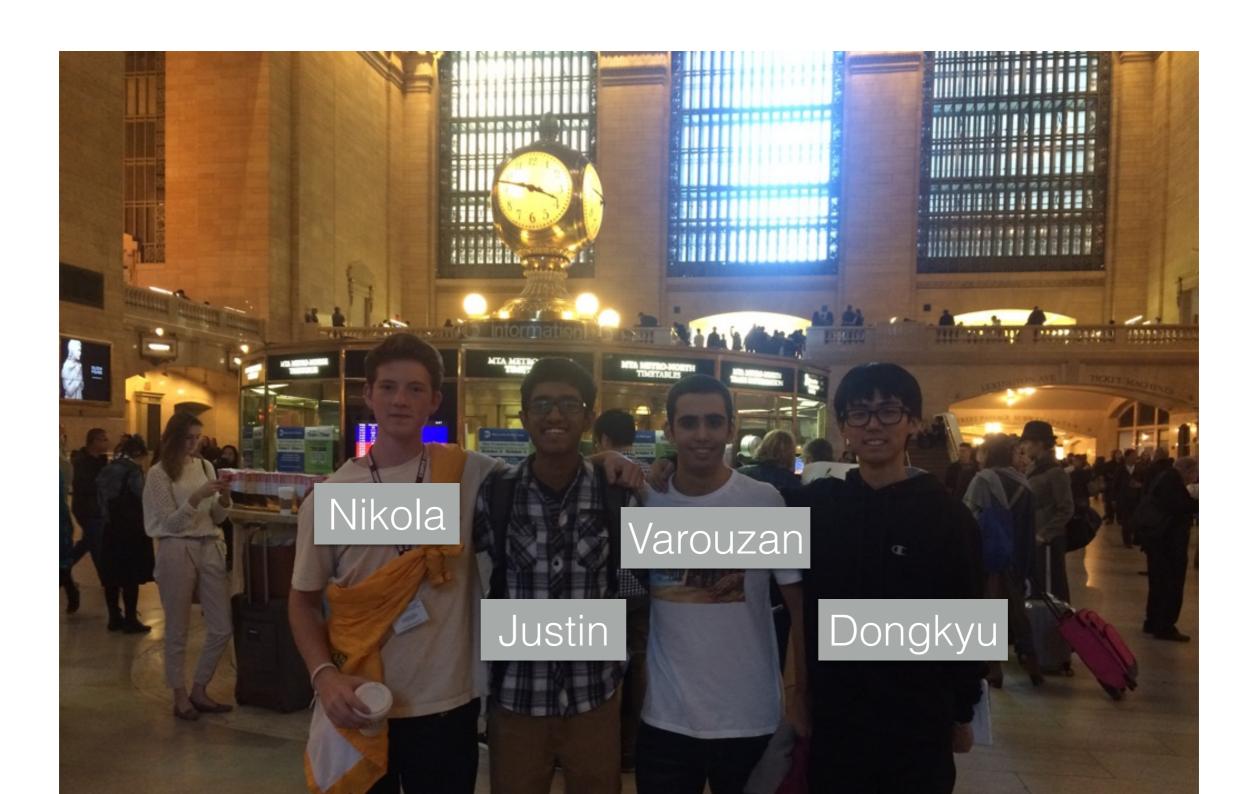
#### Traveler

EID101D: Smart Connected Device

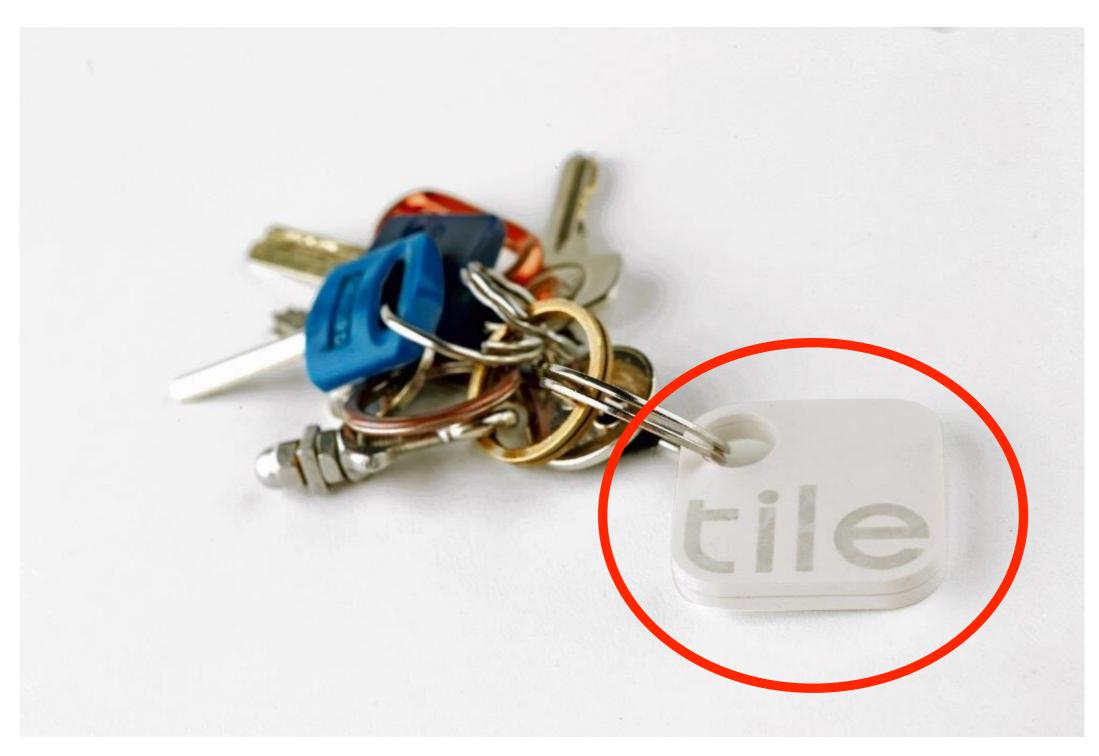


#### Customer Segment

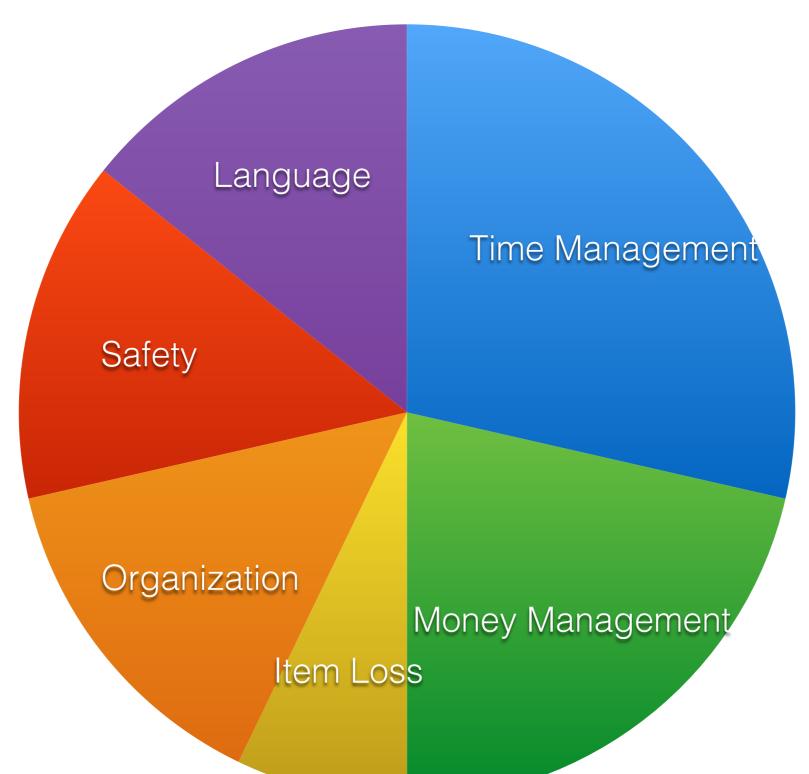
18-30yr Old Backpackers



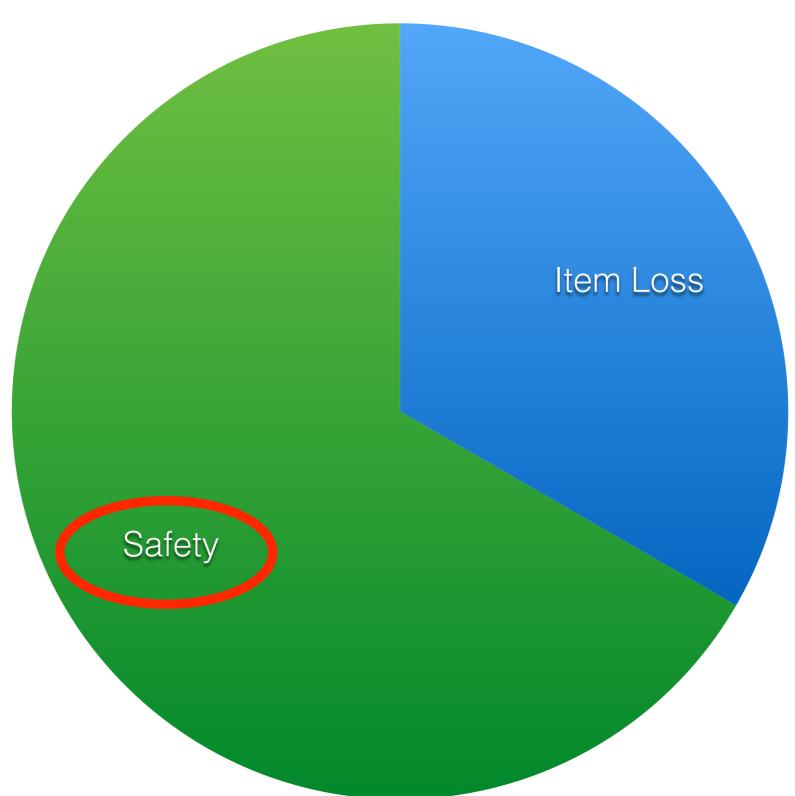
# Initial Value Proposition



#### 1st Interviews



#### 1st Interviews



### Possibilities







#### 2nd Interviews

Security Physical Pain

## Current Value Proposition

