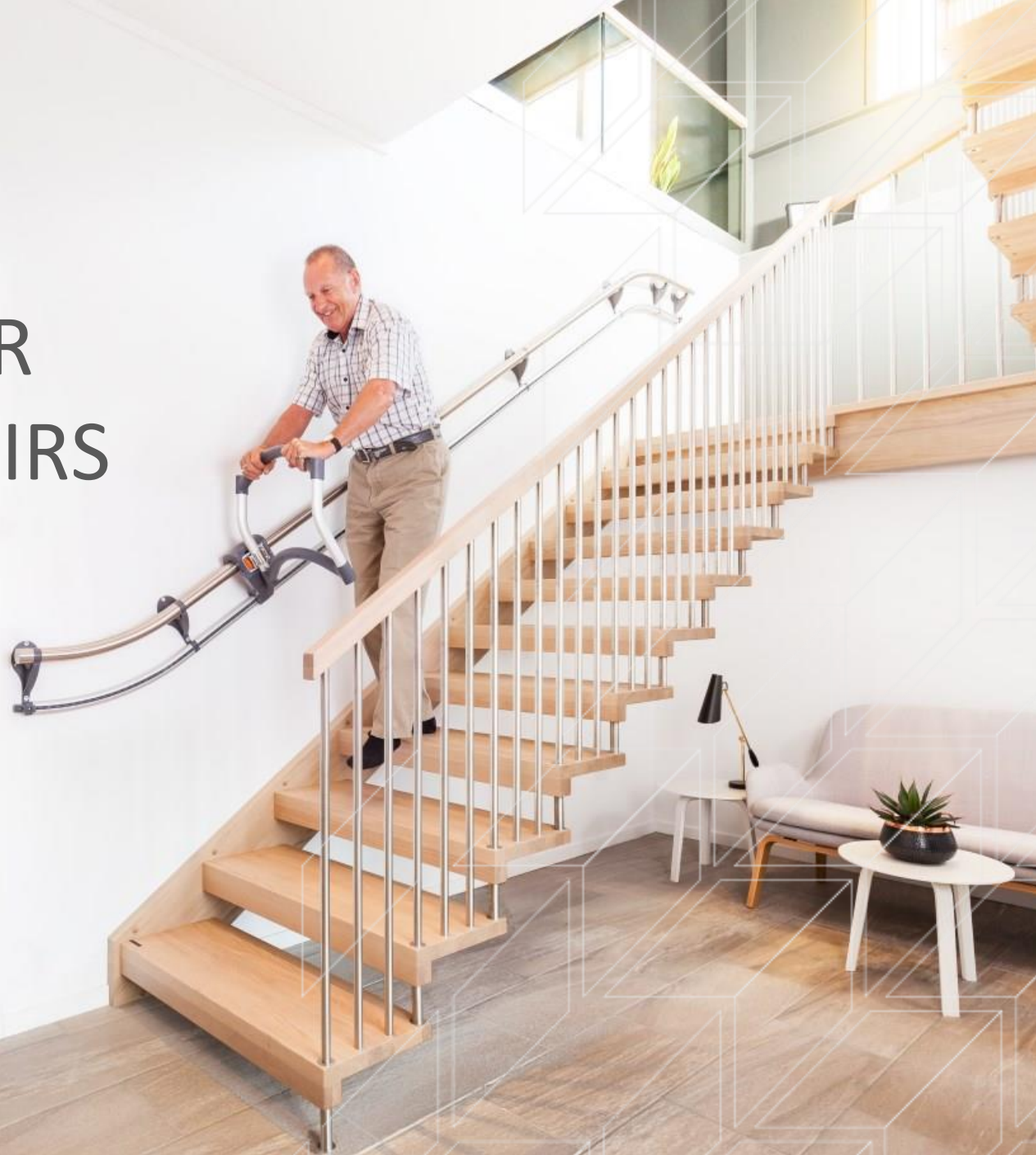




# THE WALKER ON THE STAIRS

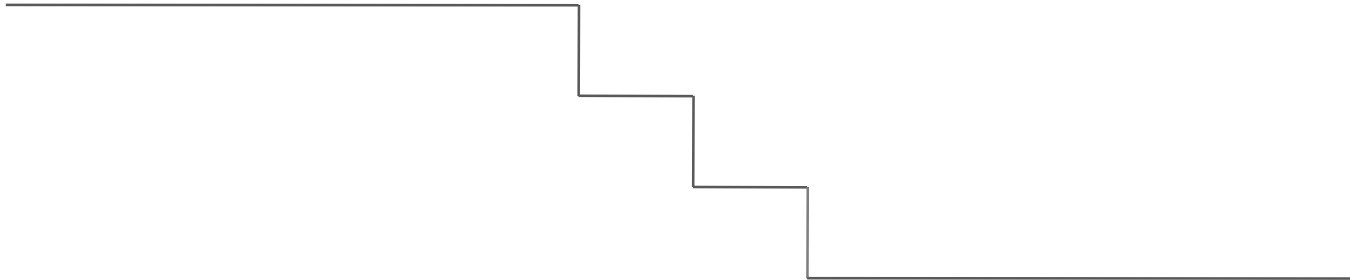
Eirik Medbø,  
Co-founder

Aarhus, 9.4.2018



# Stair falling

50 deaths  
30 000 injuries



# Stair falling



80% of deaths > 67 years old

# Current solutions

Stair lift



Moving

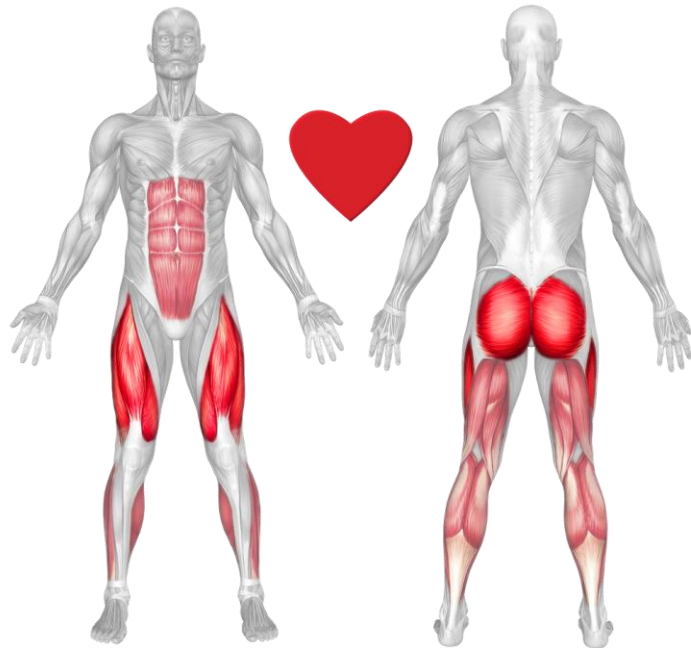


Rebuilding





# Stairs – the best exercise in your home



Activity strengthens the heart



Active      Inactive

And keeps your body able

# The AssiStep

Video: <https://www.youtube.com/watch?v=lu1r8DRNIEQ>



# ASSISTEP

Safe

Active

Discrete





# OUR STORY





January 2012



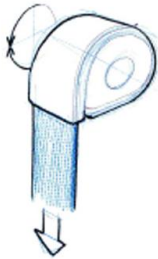
Norwegian University of  
Science and Technology



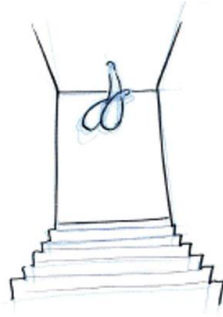
# Concept development



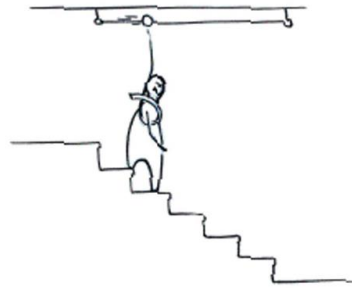
Trappe-sikker er en funksjonell skulptur...



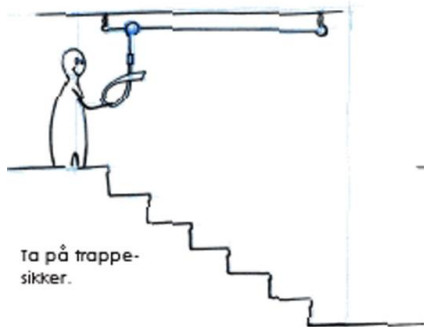
... som er koblet til en selv-låsende "bil-belte-mekanisme"



Den henger i taket over trappen...



... og brukes for å gå ned trappen i trygghet.



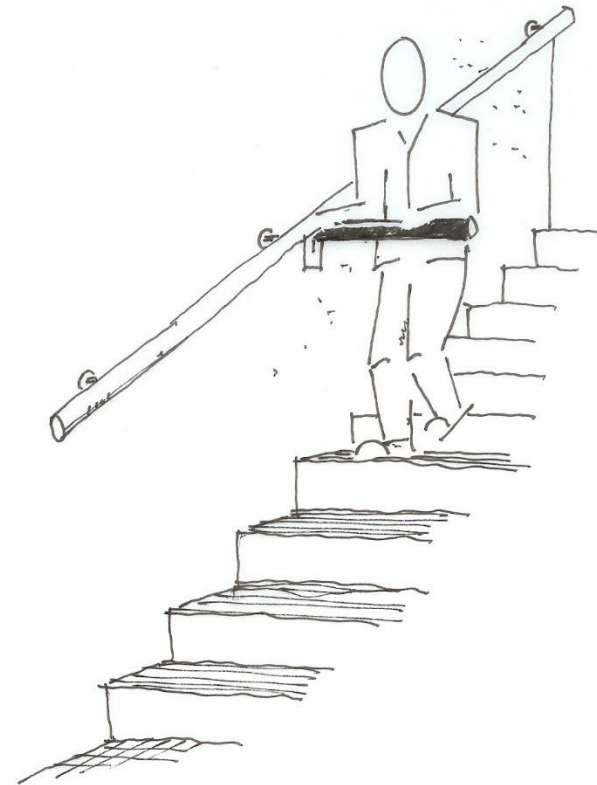
Ta på trappe-sikker.



Gå ned trappen.



Dersom du faller, låser mekanismen seg.

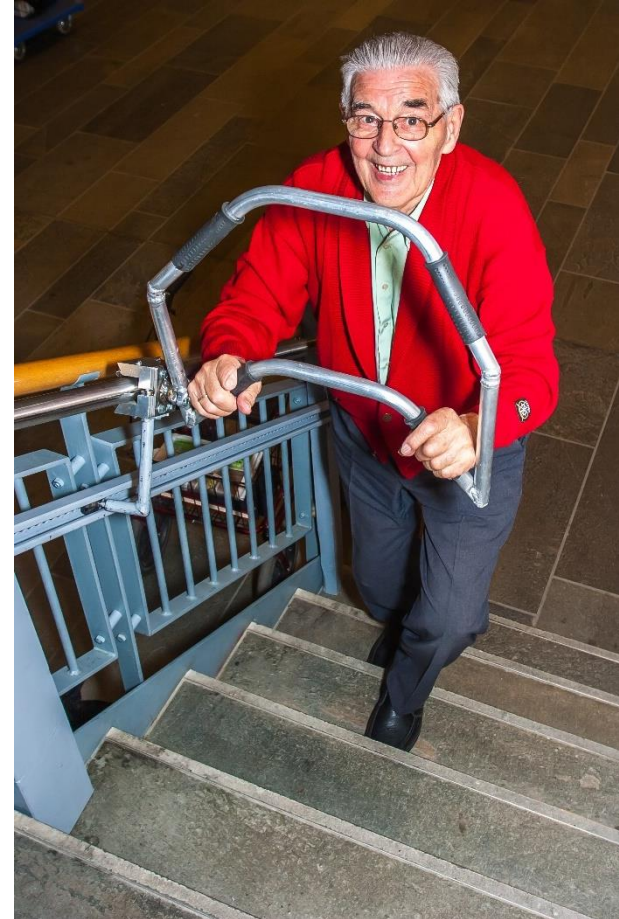




On flat ground



# Testing





# Launch

May 2015: First installation







We've got a great product  
-now what?

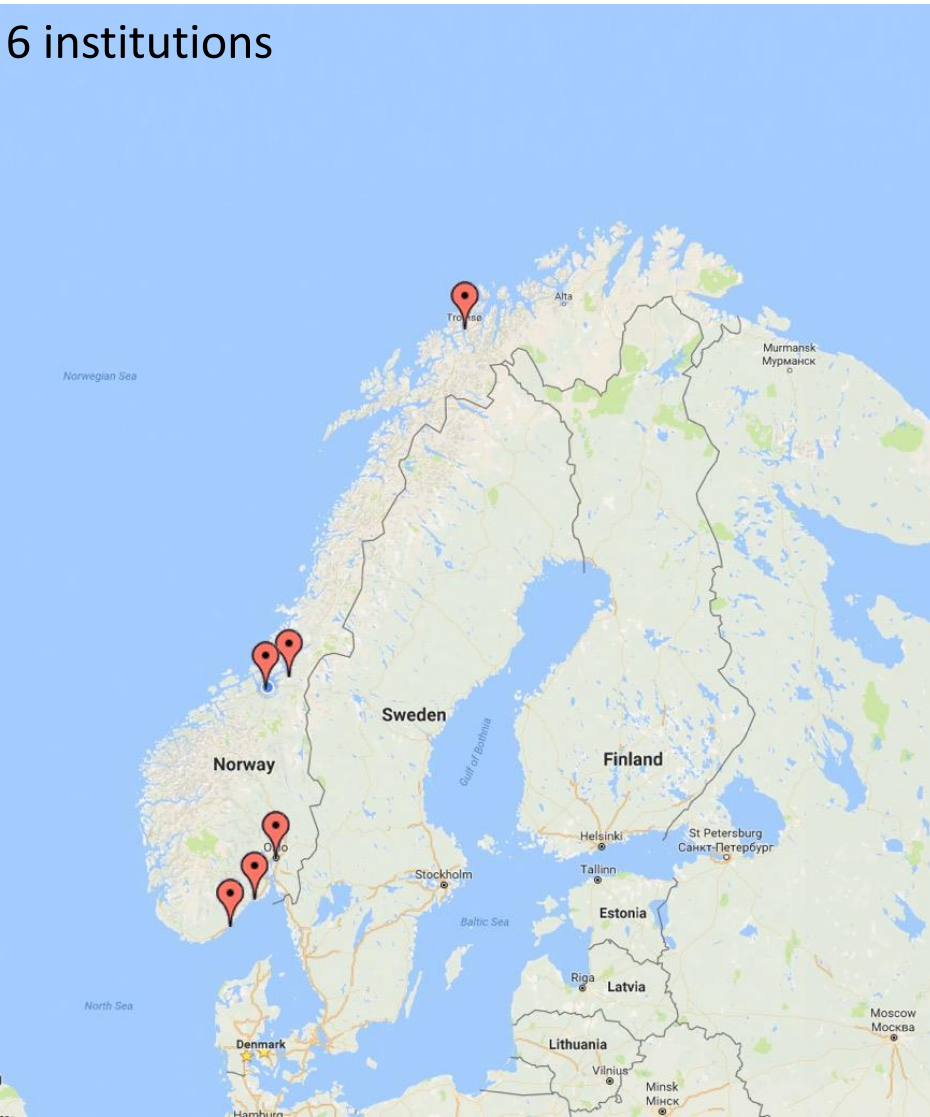
# Spreading the word – demonstration tours



# Public institutions – test locations

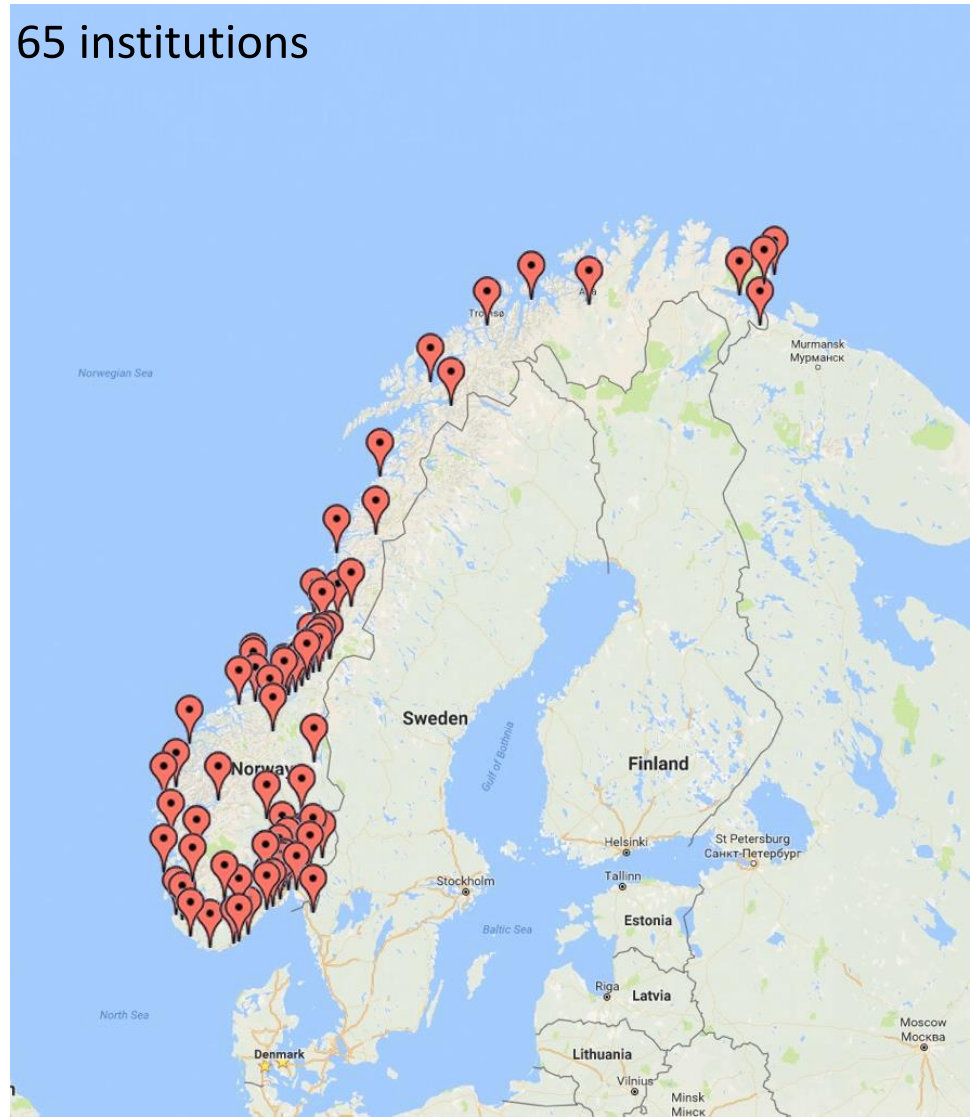
December 2015

6 institutions



March 2018

65 institutions





# Nordic Independent Living Challenge

Won 2nd place, among 470 cross-Nordic contestants



# International expansion

Partnered with distributors

In Norway, Sweden, the Netherlands,  
Germany and Austria

Partnered with distributors

In Norway, Sweden, the Netherlands,  
Germany and Austria







# USER STORIES

Guttorm (94), Bergen (Norway)

Video: <https://www.youtube.com/watch?v=DjUgzyl8NF0>

For young and old

Peder (6) with Cerebral Palsy



# Espen (38), stroke patient

Video: <https://www.youtube.com/watch?v=DCMChnchg18>

# The only user who has stopped using the AssiStep

Stroke patient Atle (54)  
used the AssiStep for one  
year

– and then he got strong  
enough to climb the stairs  
without it







# Thank you!

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[www.assistep.com](http://www.assistep.com)

[Facebook.com/Assistep](https://Facebook.com/Assistep)