

Hable One B.V.
Torenalee 20, 5617BC
Eindhoven, the Netherlands
support@iamhable.com

June 2022

Hable One GNBCC Proposal

Introduction

Hable One B.V: has approached the GNBCC to explore possibilities for Hable One B.V. and the Ghana Blind Union (“GBU”) to seek corporate sponsorship from GNBCC members under their respective Social Investment programmes for a number of units of the Hable One remote controller for smart phones and tablets.

In this proposal we would like to elaborate on the history of the Hable One and on how it contributes to improving the life of people with a vision impairment. This proposal outlines the key features and advantages of the Hable One and how it positively impacts on the daily life of people with a vision impairment, their access to education and integration into society more generally.

We would hope that among the GNBCC members we can find sponsorship for an initial number of 75-100 units of the Hable One for allocation to people with a vision impairment in Ghana.

The GBU representatives are available to do a live demonstration to the GNBCC to explain the many features of the Hable One.

History

Hable started as a personal inspiration for Hable co-founder Ayushman. He was living together in India with his grandfather who lost his eyesight at the age of 40. Learning first-hand the impact this had on his life, Ayushman decided to take action into his own hands when he did his masters studies in Eindhoven, The Netherlands. Together with another student, Freek van Welsenis, they developed the Hable One.

The initial prototype was more devised as a braille keyboard but after much testing and user feedback, it evolved into the final product which is a remote controller for smartphones and tablets. It can be used with ease both by braille proficient individuals as well as those that do not master braille.



Usage

The Hable One empowers people with a vision impairment by enabling access to information and communication but also through enabling them to write papers, complete work assignments and much more. The Hable One provides autonomy and independence. The Hable One contributes to the integration of people with a vision impairment into society and the work force.

Established usage in countries where the Hable One is already on the market comprises

Students (from 8 years old onwards) and professionals:

- Turns phone/tablet into a workstation and is used to send emails, write assignments, read papers, edit texts
- Hotkeys enable to surf the phone/tablet with lightning speed to stay ahead
- Private and safe Secure Bluetooth connection with no voice commands needed (so no disturbance of co-workers etc.)

Elderly and non-professionals:

- Intuitive interface for basic commands, no braille proficiency required
- Effortless use: Activate dictation, browsing internet, calling

The Hable One has been tested by a number of people within the GBU, including its executive director Dr. Peter Obeng-Asamoah. Relevant feedback provided by the GBU has been incorporated in a software update and the GBU has confirmed to be willing and able to become the importer/distributor for the Hable One in Ghana.

The GBU is also available to provide demonstrations and support to (potential) users.

The GBU has over 23,000 registered members. 48% are female and 52% are male. In respect to the use of the Hable One, they have indicated that their initial focus will be on those in education. To this regard, those at tertiary level are three hundred and forty-seven (347). while those at the secondary or senior high school level will come up to two hundred and fifty (250). The GBU have not included junior high school in this estimate because of the existing government policy that doesn't allow the use of mobile phone at the junior and primary levels of education.

After this initial group, we aim to focus on both the elderly and non-professionals as well as the more junior students (but then for use at home, either for their studies or leisure).

Support and Maintenance

Each unit comes with a 2-year warranty period. In the unlikely event there is a hardware malfunctioning the device can be exchanged for free during this period through the importer in Ghana.

Each box contains:

- 2 levels of manual for different users
- Lanyard strap, charging cable, safety manual.
- A starting guide for additional support.

The manuals and starting guide will be available through digital format only. This is done for accessibility reasons; users will be available to listen to the manual and starting guide on their phone or computer.

Further free support will be provided through access to the Hable One super user for Ghana who we will appoint as part of the process.

Second line support is available to the super users in case they are not able to resolve problem of the individual user.

Experience from other countries learns that the local Hable One online community is generally able to resolve most questions from other participants. Also for Ghana, a Hable One community will be set up by us through the super user and each Hable One user in Ghana will have free access to the community.

Software updates are fully remote, via App and PC.

Hable One key features

- **Devices Supported:** Android and iOS, for both tablets and phones
- **Wireless connection: Latest Bluetooth module for 100% stable connection**
- **Typing support:** 6 point Braille, Liblouis, Grade 1+2, UEB, 10 languages
- **Sturdy Casing:** For everyday- and outdoor use
- **Battery Life:** 50 hours, USB-C charging

Pricing

Up to 100 units: € 249 per unit including shipping costs. If through support from the GNbcc at least 75 units are sponsored, Hable One will set up a Hable One challenge for the professional users/students among the beneficiaries to teach them through an online webinar professional skill by using the Hable One.

Beyond 100 units discounted price levels can be discussed. If 100 units or more are sponsored through the GNbcc network, one of Hable One's founders is available to come to Ghana to jointly with GNbcc sponsors run a life Hable One challenge event where all participants are taught tips and tricks, be they professional/students or just elderly using it for leisure

Obviously in the event of a positive decision from GNbcc members we will fully cooperate with whatever, publicity or communication you would like to generate in relation thereto.

We attach for your information a more generic power point presentation that visualizes most of the above elements and also on our website www.iamhable.com more information and testimonials can be found to underpin the positive impact of the Hable One for people with a vision impairment.