

Be able with BeAble

Center for Healthcare Entrepreneurship (CfHE) was established in the year 2015. The first batch of fellows was accepted into the Fellowship in Healthcare Entrepreneurship (FHE) program in July 2016. And by August 2016 began the journey of polishing future healthcare entrepreneurs. Dr. Renu John and Dr. Mohan Raghavan who was heading the fellowship program along with the Dr. Subha Narayan Rath, Dr. Aravind Kumar Renagan, Dr. Falguni Pati faculty at Department of Biomedical Engineering worked towards laying the initial knowledge foundation of healthcare as a segment. With invited experts, the fellows were trained in Bio-design process, product design, sketching, prototyping tools, regulatory aspects, product commercialization and all other skills and tools necessary to survive as a healthcare entrepreneur.

Then began the 6 months of clinical immersion, at partner hospitals such as Kamineni Hospital, Asian Institute of Gastroenterology, opened their doors to the fellows to observe the clinical setup, procedures and to identify the problem areas and needs. With the fundamental skill of observation and the knowledge and skills imparted during the fellowship, the fellows identified a ton of problems in the healthcare ecosystem. With so many problems at hand, it was difficult to understand which problems to solve. With the biodesign process, the fellows were able to identify their top needs, and these were validated again at the clinical setups and also with invited experts. With this began the process of finding solutions to the top 3 needs.

These involved burning the night oil at the labs, prototyping, testing, learning for faculties and students on campus to come up with an MVP. The MVP had to undergo many iterations based on the feedback of the clinicians. This MVP was validated at the hospitals with the clinicians.

The fellows now spent time turning their solution into a business by figuring out the business model, the financial model around it, and working on their pitches for Demo Day. The Demo Day invited a jury of investors, subject experts who would evaluate and give a go-ahead to the solutions which had the potential of turning into a business.

On the first-ever Demo Day of CfHE, 5 fellows demoed 4 solutions, and 2 solutions were selected for the next step. The selected solutions formed a company each and thus BeAble Health was born in November 2017. The company was incubated under CfHE, with the founders being Habib Ali and Sreehari KG. Sreehari was pursuing his PhD in Design at IIT-H.

The Stroke is considered as one of the leading cause of disability in India & the world. More than 1.8 million cases of strokes are reported in India. More than 80% of patients suffer weakness or paralysis of one side of the body. Traditional therapies are insufficient for patients suffering from a stroke. Conservative therapies in hospitals or homes will last for three weeks or more. One to one session in hospitals and physiotherapy is recommended for the survivors by the neurologists.



Figure 3: Working Prototype of BeAble

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Basically, an average of 30 repetitions of movements are given for the stroke patients every day, but higher repetitions are suggested by researchers which range 400- 600 repetitions per day. The current systems existing in the market place are mostly imported. ArmAble is the first product which is made in India.

The ArmAble is a unique amalgamation of design and technology. It is simple, yet sophisticated. It is a game based arm rehabilitation device for a patient with upper limb neuromuscular disorders. The games which ArmAble provides are made keeping in mind the culture of India so that people can relate to it. The device tracks the movements of patients and shows them their improvement every day, which motivates them to perform more therapy. The device also helps therapists by reducing their workload and help in delivering quality therapy. Engaging a patient in therapy is a huge task. With the use of ArmAble patients got interested in therapy for a longer time and performed higher repetition.

The game-based design helps the patient to do multiple joint movements in multiple directions and multiple ranges, which is a revolutionary thing in Rehabilitation. BeAble Health has won many grants, accolades and awards both in India and Internationally. With the constant mentoring and support from CfHE BeAble Health was able to identify a strong need and conceptualize an appropriate solution.

The strong research foundation and a significant

grant from BIRAC under the guidance of IKP Hyderabad have accelerated our journey to the product.

Mr. Habib Ali
Founder & CEO
BeAble
Centre of Healthcare &
Entrepreneurship



Mr. Sreehari KG
Co-Founder & CMO
BeAble
Centre of Healthcare &
Entrepreneurship

