XoSoft is a modular soft lower-limb exoskeleton to assist people with mobility impairments.

XoSoft is a class I medical device, designed to assist people with low to moderate levels of reduced mobility, enabling them to remain active and participating in daily activities. It can be used in clinical settings by people with disabilities such as muscle weakness or partial loss of sensory functions.

Being a modular system, it comprises an ankle, knee, and hip, which can be used individually or combined and used unilaterally or bilaterally. It aims to be easy and comfortable to wear, with a significant impact on the persons mobility and health, on their independence and quality of life.

**Concept**

**User centred design**

- **Prototypes**
  - M4: Off the shelf components
  - M9: Early testing
  - M27: Laboratory testing
  - M30: Clinical testing

- **Testing**
  - In home environment

**Business plan**

- **Key partners**
  - Primary users, e.g.
    - Elderly person
    - Individuals with mobility impairment
    - Stroke patients
  - Secondary users, e.g.
    - Physiotherapist
    - Family member
  - Tertiary users, e.g.
    - Doctor
    - Health insurance
    - Social welfare
    - Policy maker

- **Key activities**
  - Component development
  - Manufacturing
  - Production cost reduction
  - Product certification

- **Value position**
  - Enable user to improve their mobility, and increase their independence to have a quality of life or ensure healthy aging

- **Costumer relationship**
  - Primary users
  - Secondary users
  - Tertiary users

- **Channels**
  - OSSUR’s worldwide distribution network
  - O&P workshops

- **Costumer segments**
  - By 2020
    - Stroke Patients: 16 million/year
    - Elderly Persons: 74.8 million
    - Healthy Population: 1,488,000,000

- **Revenue streams**
  - € 2,000/unit
  - € 1,600,000,000
  - € 1,488,000,000
  - € 992,000,000
  - € 2,000

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