

■ ECHOPATH

Navigation you can feel.

Glasses that guide blind people
by touch. All 8 people who have a
pair wear it daily.

PATENT PENDING · IN DAILY USE THROUGH VISTA CENTER FOR THE BLIND, SAN JOSE

SUB-300MS CAMERA TO SKIN, MEASURED · A PRODUCT OF NEXT GENERATION MOBILE APPS LLC



She came home with bruises. Then she stopped going out.

01

The white cane announces disability, and misses hazards above the waist.

02

Voice guidance talks over the one sense she depends on.

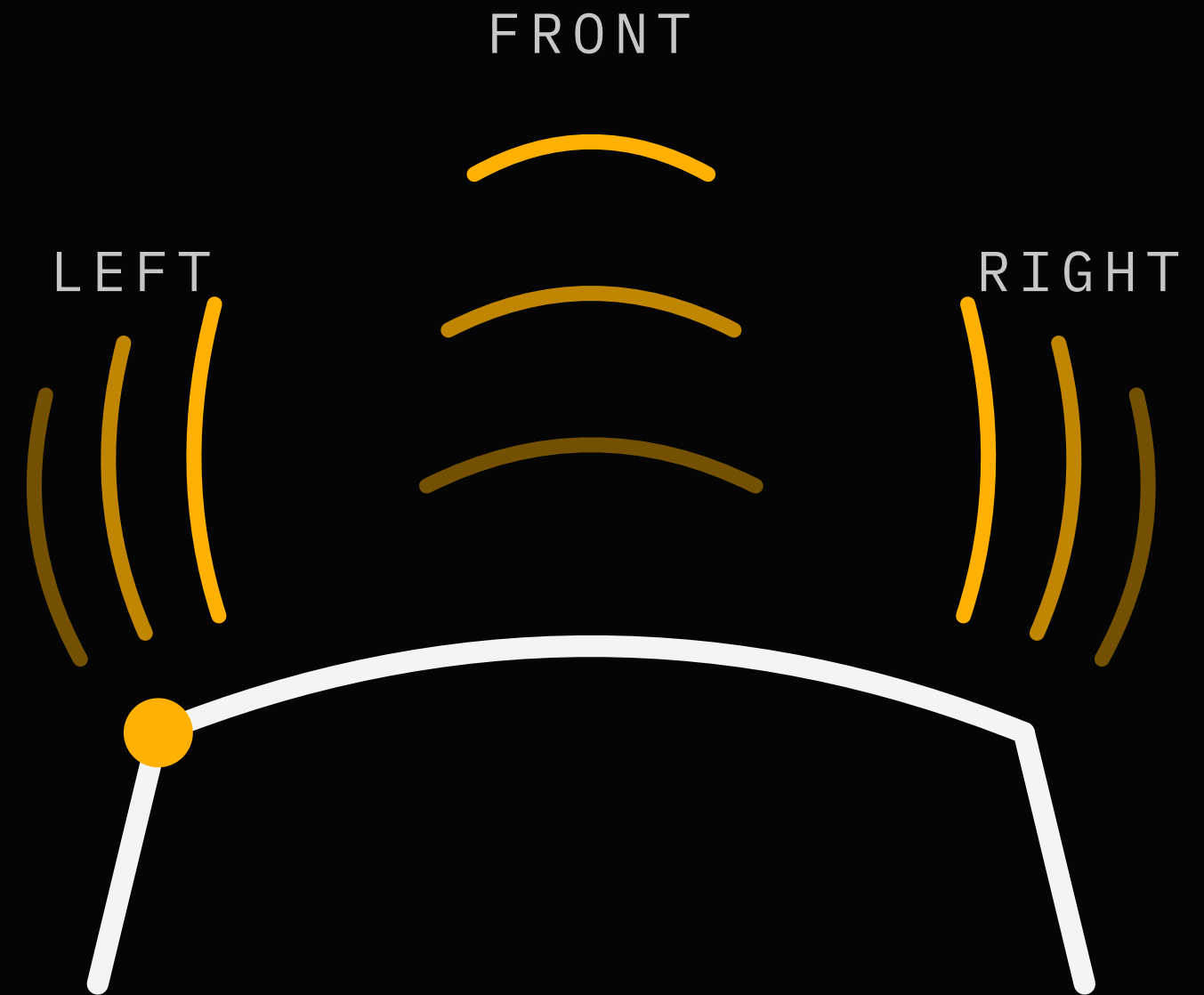
03

Hands-free devices that guide run about \$5,000 to \$10,000.

■ THE SOLUTION

Touch, not talk.

- 01 A camera in the frame reads the scene.
- 02 AI on the glasses scores each hazard:
distance, movement, direction.
- 03 Three haptic channels answer: **left, front,**
right. Closer means stronger.



SILENT UNLESS SPOKEN TO, OR AN IMMINENT HAZARD

■ THE PRODUCT

Everything on the glasses.

LATENCY

Sub-300ms camera to skin, measured

COMPUTE

All inference on the glasses. **No phone, no cloud.**

BATTERY

8 hours

PRIVACY

No facial recognition. **No video retention** by default.

SAFETY NET

SOS call to a loved one; location check-in texts to caregivers.



THE CAMERA RIDES THE TEMPLE HINGE



LIVE VIEW FROM THE ON-DEVICE MODEL, REAL ROUTE

■ TRACTION

8 of 8.

Every person who has a pair wears it daily. Zero churn.

No more bruises.

Playing guitar again.

The word they say most: “peaceful.”

96% FEWER NAVIGATION INCIDENTS, FOUNDER USER TESTING

PAPER: NEAR-ZERO COLLISIONS, ~30% FASTER AVOIDANCE VS CANE

DOI 10.6084/M9.FIGSHARE.30359554 · USPTO PATENT PENDING

DONATED THROUGH VISTA CENTER FOR THE BLIND, SAN JOSE



Institutions first.

NOW

Vista Center

8 pairs donated through the San Jose center. **All 8 worn daily.**
Deployment model proven.

NEXT

The VA

1M+ veterans live with uncorrectable vision loss. 13 blind rehab centers; VIST coordinators at **every VA medical center.** VA blind rehab provides vision-enhancing devices and the training to use them.

THEN

State agencies

22 state blind VR agencies and **118 VisionServe member agencies** repeat the same buying pattern, state by state.

LATER

Insurers, then direct

Vision insurers after the institutional base. **Individuals through institutions first,** direct later.

ON-SLIDE SOURCES: VA.GOV (1M+ VETERANS WITH VISION LOSS; VISION-ENHANCING DEVICES PROVIDED; VIST AT ALL VA MEDICAL CENTERS; 13 REHAB CENTERS, BRS FACT SHEET DEC 2022) · VA-FUNDED DEVICES AT \$4,000 TO \$5,000 PER ORCAM AND ESIGHT VETERANS PAGES
DONATION FUNDING SECURED: DEVELOPMENT FEES COVERED, THE REMAINDER BUILDS UNITS DONATED BACK TO VISTA CENTER

Priced to deploy in fleets.

PARTS, PER UNIT

\$110

hand-built by the founder today

INSTITUTIONAL PRICE

\$500

device sale, B2B

UNIT GROSS MARGIN

78%

on parts cost, before channel and support

Institutions already pay **\$2,000 to \$5,000** per assistive device. They buy in units, against fixed budgets.

No factory. Every unit founder-built today; the price is set for the channel, not the workshop.

The honest number, multiplied out.

7.08M Americans with visual-acuity loss x \$500

= \$3.54B

US TAM AT OUR PRICE; ECHOPATH SERVES BLIND AND LOW-VISION USERS · SOURCE: JAMA OPHTHALMOLOGY 2021 (VEHSS)

1.08M blind Americans x \$500

= \$540M

SERVICEABLE BLIND SUBSET · SOURCE: JAMA OPHTHALMOLOGY 2021 META-ANALYSIS (VEHSS)

≈50,000 VIST-managed veterans x \$500

= \$25M

BEACHHEAD, ONE VA REFRESH CYCLE · FOUNDER ESTIMATE FROM VA PROGRAM DATA

THE EXPANSION, NOT THE BRIDGE

55,382 registered blind students. 22 state blind VR agencies, 118 VisionServe member agencies. Worldwide, WHO counts 43M blind and 295M with moderate-to-severe impairment.

Projection, assumptions printed.

	2027	2028	2029	2030	2031
UNITS	200	1,000	5,000	12,000	25,000
REVENUE	\$100K	\$500K	\$2.5M	\$6.0M	\$12.5M
UNIT GROSS MARGIN, 78%	\$78K	\$390K	\$1.95M	\$4.7M	\$9.75M
CHANNEL DRIVER	REHAB-AGENCY PILOTS	FIRST VA CENTERS	VA + STATE VR	STATE VR SCALE	+ SCHOOLS

ASSUMPTIONS, PRINTED ON PURPOSE

Price **\$500 flat**, all years. **Cost held at hand-build economics (\$110), no volume savings assumed.** Volumes past the first two years assume future contract manufacturing; none exists today, and no outsourced cost figure is assumed anywhere. Margin is unit gross margin before channel and support. Volumes are projections tied to the growth ladder, not commitments. Pre-revenue today; every unit to date donated.

■ TEAM



FOUNDER · SAN JOSE, CALIFORNIA

Kartik Gaurav Kapoor

Sole founder. EchoPath is a product of Next Generation Mobile Apps LLC.

**Writes the computer vision, the firmware,
and the app. Prints, assembles, and delivers
every unit himself.**

USPTO patent pending; published research, Oct 2025

ECHOPATH HAPTIC NAVIGATION SYSTEM

Y Combinator X26: top 8%, continued consideration

PRIOR ECHOPATH APPLICATION

Deep24 (YC W24), software engineering intern

MAY TO JUL 2026

Roku App Design Challenge: led our 4-intern team

PRESENTED TO 60+ ROKU ENGINEERS, JAN TO JUL 2025

Mark-1, built for San Jose Mayor Matt Mahan

AI POLICY SIMULATOR, 2023

3x S4CA Engineering Expo, first place

2022 TO 2024

Google DeepMind x Kaggle AGI hackathon finalist

APRIL 2026

ELC venture challenge: EchoPath began here

LED AN 8-PERSON TEAM AS CEO

SELF-FUNDED THROUGH THE FOUNDER’S CONSULTANCY · UC SANTA CRUZ, COMPUTER SCIENCE · EVERY LINE ABOVE: YC F26 APPLICATION

■ COMPETITION

Where we win, and where we honestly lose.

	GUIDES YOU	FEEDBACK	HANDS-FREE	PRICE	THE EDGE
White cane	By contact	Tactile	No	\$30 to \$90	Never charges; recognized everywhere
Guide dog	Yes	Harness	No	\$26K to \$60K to train	Companionship; established funding, 12 to 36 month waits
OrCam MyEye	No, reads	Audio	Yes	\$4,490	Reads text, we do not; VA-funded precedent
Envision / Ally Solos	No, describes	Audio	Yes	\$399	Price; scene description and reading
WeWALK	Cane + nav	Audio + vibration	No	\$850 to \$1,150	Familiar cane form; ships in 60+ countries
Biped NOA	Yes + GPS	Audio	Yes, vest	\$4,950	GPS turn-by-turn built in
.lumen	Yes	Haptic, head	Yes, headset	~EUR 10,000	EUR 14M+ raised; CE-certified; 1 kg headset, ~2 h battery
EchoPath	Yes	Silent haptics	Yes, eyeglasses	\$500	Ours: on-device, 8 h battery, sub-300ms measured; priced for institutional fleets

■ CURRENT FUNDING STATUS

Bootstrapped.

No outside investment raised. Not currently raising. Self-funded through the founder's consultancy.

Donation funding secured: development fees covered; the remainder builds units donated back to Vista Center.

Galaxy Venture Capital gave feedback and expressed interest.

Y Combinator X26: top 8% of applicants, continued consideration.

When we raise: **manufacturing and distribution.**

■ SUMMARY

Dignity is the product.

Silent haptic navigation, everything on the glasses.

8 of 8 wear it daily. Published, patent pending.

\$500, into channels that already pay 4 to 10x more.

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SCAN FOR THE PRODUCT, THE FILM, AND THE PAPER