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<!doctype html>
<html lang="en">
<head>
  <meta charset="utf-8" />
  <meta name="viewport" content="width=device-width, initial-scale=1" />
  <title>DABO PhotoMag — Video Q&A (EN / CN)</title>
  <style>
    :root{
      --text:#1b2433;
      --muted:#4a5a73;
      --border:#d9e2ef;
      --bg:#f6f9ff;
      --card:#ffffff;
      --accent:#2b6de8;
    }
    body{
      margin:0;
      font-family: system-ui, -apple-system, Segoe UI, Roboto, Helvetica, Arial, "Noto Sans",
"Apple Color Emoji", "Segoe UI Emoji";
      color:var(--text);
      background:var(--bg);
      line-height:1.5;
    }
    .wrap{max-width:980px;margin:0 auto;padding:32px 18px 60px;}
    .card{
      background:var(--card);
      border:1px solid var(--border);
      border-radius:16px;
      padding:22px 20px;
      box-shadow: 0 10px 30px rgba(27,36,51,0.06);
      margin-bottom:18px;
    }
    h1{font-size:28px;margin:0 0 8px;}
    .lead{color:var(--muted);margin:0 0 10px;}
    h2{font-size:20px;margin:0 0 12px;}
    .lang{display:flex;gap:10px;flex-wrap:wrap;align-items:center;margin-bottom:10px;}
    .pill{
      display:inline-block;
      font-size:13px;
      padding:6px 10px;
      border-radius:999px;
      border:1px solid var(--border);
      color:var(--muted);
      background:#fff;
    }
    details{
      border:1px solid var(--border);
      border-radius:14px;
```

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padding:12px 14px;
background:#fff;
margin:10px 0;
}
summary{
  cursor:pointer;
  font-weight:700;
  color:var(--text);
  outline:none;
}
.qa{margin-top:10px;color:var(--muted);}
.qa b{color:var(--text);}
.note{
  font-size:13px;
  color:var(--muted);
  border-left:3px solid var(--accent);
  padding:8px 12px;
  margin:12px 0 0;
  background:#f2f7ff;
  border-radius:10px;
}
.footer{
  margin-top:14px;
  font-size:13px;
  color:var(--muted);
}
</style>
</head>

<body>
<div class="wrap">

<!-- ENGLISH -->
<section class="card" id="en">
  <div class="lang">
    <span class="pill"><img alt="UK flag" data-bbox="315 692 340 705"/> English</span>
    <span class="pill">Video Q&A</span>
  </div>

  <h1>Possible Questions & Answers After the Video</h1>
  <p class="lead">
    After watching the DABO PhotoMag presentation, audiences from different
backgrounds may ask:
  </p>

  <details open>
    <summary>How is this different from a simple UV-C lamp?</summary>
    <div class="qa">

```

**A:** DABO is not just a UV-C emitter. It is an enclosed-chamber sanitation module with safety interlocks, controlled operating cycles, and full traceability. It is designed for industrial integration, not standalone consumer use.

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<summary>Is it safe?</summary>

<div class="qa">

**A:** Yes. The system operates only when no user is present, thanks to interlock logic. The enclosed chamber prevents exposure during sanitation cycles.

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<summary>Can the performance be measured?</summary>

<div class="qa">

**A:** Yes. Every cycle can generate logs including timestamps, energy/dose data (where applicable), fault detection, and safety status.

This enables compliance reporting and auditability.

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<summary>Is the technology validated?</summary>

<div class="qa">

**A:** Working prototypes exist. Structured PoC campaigns (6–8 weeks) are designed to produce measurable KPIs and a GO/NO-GO industrial decision.

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<summary>What is the business model?</summary>

<div class="qa">

**A:** There are three paths: OEM module supply, licensing with royalty structure, or milestone-based co-development.

The roadmap moves from PoC to pre-series to mass production.

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<summary>How scalable is it?</summary>

<div class="qa">

**A:** The architecture is modular and designed for replication across fleets of devices, buildings, or technical rooms.

It integrates with remote telemetry systems.

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<summary>Is the IP protected?</summary>

<div class="qa">

<b>A:</b> Yes. The platform supports black-box delivery and controlled technical disclosure under NDA.

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<summary>What kind of partners are you looking for?</summary>

<div class="qa">

<b>A:</b> OEM integrators, ecosystem platforms, research partners for validation, and strategic investors to accelerate industrial scaling.

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<p class="note">

In summary, DABO PhotoMag is positioned not as a device, but as a scalable hygiene and compliance infrastructure layer.

</p>

</section>

<!-- CHINESE -->

<section class="card" id="cn">

<div class="lang">

<span class="pill">🇨🇳 中文(简体)</span>

<span class="pill">视频问答</span>

</div>

<h2>视频后的可能问答</h2>

<p class="lead">

在观看 DABO PhotoMag 视频后, 不同背景的听众可能会提出以下问题:

</p>

<details open>

<summary>这和普通的 UV-C 灯有什么不同? </summary>

<div class="qa">

<b>答:</b> DABO 不只是一个 UV-C 光源, 而是一个封闭式消杀模块, 具备安全联锁机制、可控运行周期以及完整的可追溯日志系统。

它为工业级集成设计, 而非单一消费产品。

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<details>

<summary>是否安全? </summary>

<div class="qa">

**答:** 是的。系统仅在无人状态下运行，并通过联锁逻辑控制。封闭结构避免紫外线暴露风险。

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<summary>效果是否可量化？</summary>

<div class="qa">

**答:** 可以。每次运行都会生成日志，包括时间戳、能量/剂量数据(适用场景)、故障检测和安全状态记录，可用于合规报告和审计。

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<summary>技术是否经过验证？</summary>

<div class="qa">

**答:** 已有原型设备。通过 6–8 周的结构化 PoC 测试，可输出明确的 KPI 指标，并形成 GO/NO-GO 工业决策依据。

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<summary>商业模式是什么？</summary>

<div class="qa">

**答:** 三种路径：OEM 模块供货、技术许可(含版税结构)、或分阶段联合开发。发展路线为：PoC → 预量产 → 规模化量产。

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<summary>是否具有规模化能力？</summary>

<div class="qa">

**答:** 是的。平台采用模块化架构，可复制到设备群、楼宇系统或技术机房，并支持远程监控系统集成。

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<summary>知识产权是否受保护？</summary>

<div class="qa">

**答:** 是的。可采用黑盒交付方式，核心技术细节在 NDA 下披露。

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<summary>正在寻找什么类型的合作伙伴？</summary>

<div class="qa">

**答:** OEM 集成商、生态系统平台方、科研验证机构以及支持工业化扩展的战略投资者。

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<p class="note">

总结来说, DABO PhotoMag 并非单一设备, 而是一种可规模化的卫生与合规基础设施层。

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<div class="footer">

注: 如需更深入的技术细节、阈值参数或完整测试数据, 可在签署 NDA 后提供。

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</body>

</html>