🇬🇧 **Possible Questions & Answers After the Video**

After watching the DABO PhotoMag presentation, audiences from different backgrounds may ask:

How is this different from a simple UV-C lamp?
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.

Is it safe?
Yes. The system operates only when no user is present, thanks to interlock logic. The enclosed chamber prevents exposure during sanitation cycles.

Can the performance be measured?
Yes. Every cycle can generate logs including timestamps, energy/dose data (where applicable), fault detection, and safety status. This enables compliance reporting and auditability.

Is the technology validated?
Working prototypes exist. Structured PoC campaigns (6–8 weeks) are designed to produce measurable KPIs and a GO/NO-GO industrial decision.

What is the business model?
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.

How scalable is it?
The architecture is modular and designed for replication across fleets of devices, buildings, or technical rooms. It integrates with remote telemetry systems.

Is the IP protected?
Yes. The platform supports black-box delivery and controlled technical disclosure under NDA.

What kind of partners are you looking for?
OEM integrators, ecosystem platforms, research partners for validation, and strategic investors to accelerate industrial scaling.

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

🇨🇳 视频后的可能问答

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

这和普通的 **UV-C** 灯有什么不同？
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。

是否安全？
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。

效果是否可量化？
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。

技术是否经过验证？
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。

商业模式是什么？
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。

是否具有规模化能力？
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。

知识产权是否受保护？
是的。可采用黑盒交付方式，核心技术细节在 NDA 下披露。

正在寻找什么类型的合作伙伴？
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。

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。

DABO PhotoMag — Hard Technical Q&A

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1. What is the core architecture of the system?

The platform consists of:

- Enclosed sanitation chamber
- UV-C source (100–280 nm range depending on configuration)
- Optional magnetic field generation module
- Interlock safety logic
- Embedded control unit
- Event logging and telemetry interface

The module is designed to integrate into host systems via defined electrical and logical interfaces.

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2. How is safety guaranteed?

Safety is implemented at three levels:

1. Physical enclosure
   The UV-C source operates inside a closed chamber.
2. Interlock logic
   Cycle execution only occurs when no user presence is detected or when mechanical conditions are safe.
3. Control firmware
   State validation ensures cycle termination in case of anomaly.

Safety architecture can be mapped to host device safety protocols.

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3. What is the PhotoMag sequence technically?

The optional PhotoMag sequence follows a controlled phase structure:

Magnetic field ≥ threshold (phase A)
UV-C exposure ≥ threshold dose (phase B)
Magnetic field ≥ threshold (phase C)

Polarity inversion or alternating cycles may be implemented depending on configuration.

Exact thresholds and field strengths are disclosed under NDA.

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4. How is UV-C dose measured or controlled?

Depending on integration level:

- Fixed calibrated emission + exposure time control
  or
- Real-time monitoring with sensor feedback

Cycle logs can include:

- Exposure duration
- Estimated energy/dose
- Cycle ID
- Timestamp

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5. What telemetry is available?

The module can expose:

- Cycle start/end
- Interlock status
- Fault events
- State transitions
- Energy/dose signature (if enabled)
- Maintenance counters

Data export format:
CSV / JSON
Interface:
Digital I/O, serial, or defined API layer (integration dependent).

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6. What is the expected lifecycle?

UV-C emitter lifetime depends on configuration (LED vs alternative source).

Maintenance strategy is based on:

- Cycle counters
- Operating hours
- Degradation threshold alerts

Lifecycle metrics can be integrated into host device monitoring dashboards.

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7. How is integration performed in OEM systems?

Integration requires:

- Mechanical space definition
- Power supply compatibility
- Signal interface mapping
- Safety interlock synchronization
- Firmware communication protocol alignment

Typical integration cycle:
Engineering alignment → Prototype fit → PoC → Optimization → Pre-series.

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8. What KPIs are evaluated during PoC?

Technical KPIs include:

- Stability (mean uptime)
- Interlock reliability rate
- Cycle repeatability
- Log completeness
- Fault detection accuracy

- Maintainability metrics

Industrial decision is based on measurable thresholds.

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9. Is there scientific validation?

Preliminary and structured tests have been conducted, including controlled campaigns.

University collaboration (e.g., Padova) supports independent methodology.

Full datasets and protocols available under NDA.

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10. What differentiates this from simple UV modules?

Key differentiators:

- Closed architecture
- Integrated safety logic
- Full audit trail
- Optional multi-phase controlled sequence
- Designed for fleet-scale integration

It is a compliance-oriented sanitation subsystem, not a simple emitter.

🇨🇳 **DABO PhotoMag — 技术深度问答**

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1. 系统核心架构是什么？

平台包含：

- 封闭式消杀腔体
- UV-C 光源（根据配置在 100–280 nm 范围）
- 可选磁场模块
- 安全联锁逻辑
- 嵌入式控制单元
- 日志与通信接口

模块通过标准接口集成至宿主系统。

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2. 如何保证安全性？

安全分三层：

1. 物理封闭结构
2. 联锁逻辑控制
3. 固件状态校验与异常终止机制

可与主机安全系统对接。

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3. PhotoMag 序列技术结构？

三阶段控制：

A 相：磁场 ≥ 阈值
B 相：UV-C ≥ 剂量阈值
C 相：磁场 ≥ 阈值

可配置极性切换与循环控制。
具体参数需 NDA 后披露。

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4. UV 剂量如何控制？

通过：

- 校准输出 + 时间控制
  或
- 实时传感反馈控制

日志可记录时间、剂量估算、周期编号等。

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5. 可提供哪些数据接口？

- 周期启动/结束
- 联锁状态
- 故障事件
- 状态转移
- 剂量记录

输出格式：CSV / JSON
接口方式：数字信号 / 串口 / API

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6. 设备寿命如何？

UV 光源寿命取决于技术配置。
通过运行计数与退化阈值管理维护周期。

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7. OEM 如何集成？

需要：

- 机械空间设计
- 电源匹配
- 信号映射
- 联锁同步
- 通信协议对接

流程：
工程对齐 → 原型集成 → PoC → 优化 → 预量产。

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8. PoC 技术指标？

- 稳定性
- 联锁可靠性
- 周期一致性
- 日志完整性
- 故障检测准确率
- 可维护性

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9. 是否有科研验证？

已进行结构化测试。
可提供大学参与的验证方法。
详细数据在 NDA 下披露。

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10. 与普通 **UV** 模块的区别？

- 封闭架构
- 集成安全控制
- 完整审计日志
- 多阶段控制逻辑
- 面向规模化集成设计

这是一个合规型卫生控制子系统，而非简单光源设备。

Investor Aggressive Q&A — DABO PhotoMag Platform

(Non-confidential Q&A. NDA is not required for this discussion. Details on IP, thresholds, and full test datasets are available under NDA.)

Q1. What exactly are you selling—hardware, software, or a service?
A modular **Hygiene & Compliance Layer**: an **OEM-ready enclosed sanitation module** plus a **traceability/logging layer** that produces audit-ready data. Depending on partner needs, we commercialize it as **OEM module supply**, **licensing**, or **co-development** toward a scalable product line.

Q2. Why will anyone pay for this? UV-C is cheap and everywhere.
Cheap UV-C does not solve **compliance**. Customers pay for **measurable, provable sanitation**: closed-chamber safety, interlocks, event logs, exports, and a PoC path with GO/NO-GO criteria. The value is the **audit trail + integration readiness**, not a lamp.

Q3. What is the defensibility? What stops a big OEM from copying it?
We combine: (1) **patent/IP position**, (2) **system-level integration know-how**, (3) **black-box delivery** for OEMs, and (4) a **traceability + validation framework** that is not trivial to replicate quickly. Full technical specifics are disclosed only under NDA.

Q4. What is the "killer use case"?
High-touch and regulated-ish environments where you must **prove** sanitation: **lockers/pickup cabinets**, **ticketing kiosks**, **unattended retail/vending interfaces**, **access control**, and **high-risk corridors/technical rooms**. These are scalable fleet deployments where compliance evidence matters.

Q5. What traction do you have today?
We have working prototypes, structured test documentation, and an investor/partner-ready PoC plan. We also have international recognition (award) and active partner discussions. The immediate traction objective is **1–2 OEM PoCs** producing measurable KPI reports.

Q6. Where are the numbers—price, margins, ROI?
Commercial structure depends on partner and deployment model:

- **OEM supply**: per-unit module pricing with manufacturing scale effects.
- **Licensing**: upfront fee + per-unit/per-site royalty.
- **Co-development**: milestone fees + downstream licensing or supply.
  ROI is created by **compliance differentiation**, reduced incidents, and scalable fleet advantage. In PoC we quantify KPIs and integration cost to support a

scale decision.

Q7. How fast can you reach mass production?
The decision path is **PoC → pre-series → mass production**. PoC is 6–8 weeks; pre-series depends on OEM integration scope and manufacturing choices. The key is that PoC produces a **technical integration package + KPI evidence**, compressing the scale-up timeline.

Q8. What does the PoC actually deliver?
A decision-ready package:

- Defined KPIs and thresholds
- Field operation data
- Exportable logs
- Failure modes and maintainability notes
- OEM integration recommendations
- A clear **GO/NO-GO** outcome

Q9. What are the biggest risks?
Integration and scale risks are known and manageable: mechanical constraints, power/thermal, safety interlock alignment, and fleet telemetry integration. That's why we run PoC with explicit KPIs and decision gates.

Q10. What's your moat besides patents?
Execution speed and integration readiness: closed-chamber safety architecture, logging schema, validation workflow, black-box delivery, and the ability to run structured pilots quickly. Many competitors sell "devices"; we sell **compliance infrastructure**.

Q11. Who is the customer—operator, OEM, or ecosystem platform?
Primary: **OEMs and ecosystem platform owners** who need a scalable compliance layer across fleets. Secondary: large operators who can become early pilot sites and create demand pressure on OEMs.

Q12. Why you, and why now?
Regulatory, ESG, and public expectations increasingly demand proof, not promises. Unattended ecosystems are scaling rapidly, and hygiene incidents are reputationally expensive. This is the moment when auditability becomes a product feature.

Q13. What investment are you asking for and what is it used for?
Optional seed/strategic investment to industrialize 1–2 OEM modules: engineering hardening, certifications as required by deployment context, pilot support, and pre-series manufacturing setup. We prefer strategic partners who can accelerate scale.

Q14. What is the best partnership structure for an investor-backed deal?
A staged structure: start with a **paid PoC**, then move to **license + royalties** or **OEM supply** during pre-series, and scale with volume-based economics. This aligns incentives and reduces risk.

Q15. What would make you say "NO" to a partner?
If the partner refuses measurable KPIs, wants full IP disclosure without NDA, or pushes for unrealistic timelines without integration responsibilities. We operate with a structured engineering process and decision gates.

🇨🇳 投资人强势问答（**Aggressive Q&A**）**— DABO PhotoMag** 平台

(公开问答，无需签署NDA。IP细节、阈值参数与完整测试数据可在NDA下提供。)

问**1**：你到底卖什么？硬件、软件还是服务？
我们提供一个可集成的 **"卫生与合规控制层"**：封闭式消杀模块（适合OEM集成）+ 可追溯日志层（可审计数据）。商业化方式可为：**OEM**供货、技术许可、或联合开发。

问**2**：**UV-C** 很便宜，到处都有，为什么客户要付钱？
便宜的 UV-C 解决不了"合规证明"。客户为 可量化、可审计的消杀能力 付费：封闭腔体+联锁安全+事件日志+数据导出+PoC 的 GO/NO-GO 决策路径。价值不在"灯"，在"可证明的合规能力"。

问**3**：护城河是什么？大厂**OEM**不能自己做吗？
我们优势来自：
(1) 专利/IP布局；
(2) 系统级集成经验；
(3) 黑盒交付保护核心；
(4) 可追溯与验证体系（并非简单复制）。
关键技术参数仅在 NDA 下披露。

问**4**：最强应用场景是什么？
需要"证明消杀"的高频触点场景：取货柜/智能柜、售票/自助终端、无人零售/售货机接口、门禁系统、高风险走廊与技术机房。这些场景可规模化部署并且对审计证据敏感。

问**5**：你现在有什么真实进展？
已有可运行原型、结构化测试文件、可执行PoC计划，并具备国际奖项背书与合作沟通。下一步核心目标是完成 **1–2**个**OEM PoC** 并输出 KPI 报告。

问**6**：价格、毛利、**ROI** 在哪里？
取决于合作模式：

- OEM供货：按模块单价；
- 许可：一次性授权费 + 按台/按站点版税；
- 联合开发：里程碑费用 + 后续供货/许可。
  ROI 来自：合规差异化、事故风险下降、以及平台化规模优势。PoC 会量化KPI和集成成本，支撑规模化决策。

问**7**：多久能量产？
路径是：**PoC** → 预量产 → 量产。PoC 6–8 周；预量产与量产取决于OEM集成深度与制造方案。PoC 的价值是输出 集成包 **+ KPI**证据，加速决策与放量。

问**8**：**PoC** 交付到底是什么？
一个可决策的交付包：

- KPI与阈值定义
- 实际运行数据
- 可导出日志
- 故障模式与维护分析
- OEM集成建议
- GO/NO-GO 结论

问**9**：最大的风险是什么？
主要是集成与规模化风险：机械空间、电源/散热、安全联锁对齐、远程管理对接。我们用PoC的KPI与决策门控来管理风险。

问**10**：除了专利，你还有什么壁垒？
工程执行力与集成就绪度：封闭安全架构、日志模型、验证流程、黑盒交付，以及快速跑PoC并输出决策证据的能力。很多对手卖“设备”，我们卖“合规基础设施”。

问**11**：客户是谁？运营商、**OEM**还是平台？
核心客户是 **OEM**与生态平台方（需要在设备群上统一部署合规层）；其次是大型运营方（可作为试点站点并推动OEM采用）。

问**12**：为什么是你？为什么是现在？
行业趋势从“承诺”转向“证据”。无人系统规模快速增长，卫生事件带来高 reputational risk。合规可审计正在成为新卖点。

问**13**：你需要投资多少？用来做什么？
可选的种子/战略投资用于工业化 1–2 个OEM模块：工程加固、必要认证、试点支持、预量产供应链搭建。更偏好能带来规模化能力的战略伙伴。

问**14**：最佳合作结构是什么？
分阶段最稳：先做 付费**PoC**，再进入 许可**+**版税 或 **OEM**供货，预量产后按规模获得更优经济模型。这样风险最低、激励一致。

问**15**：什么情况下你会拒绝合作？
如果对方不接受可量化KPI、不签NDA却要求核心细节、或要求不现实的时间线而不承担集成责任。我们坚持工程化流程与决策门控。

Effectiveness — Investor/Technical Q&A Add-on

Q16. Does it actually work? What evidence do you have?
Yes. We have working prototypes and structured test campaigns designed to measure results in controlled and real conditions. Our approach is evidence-first: we run comparative tests and PoC pilots with predefined KPIs and GO/NO-GO thresholds. Full raw datasets and detailed protocols can be shared under NDA.

Q17. Why should UV-C be effective in your design?
Because UV-C effectiveness depends on controlled exposure and safety. We use an enclosed chamber to control geometry, timing, and operating conditions, and we prevent user exposure via interlocks. This allows repeatable cycles and measurable outcomes.

Q18. What does “PhotoMag sequence” add?
PhotoMag is an optional controlled cycle sequence (magnetic → UV-C → magnetic). The hypothesis is that a multi-phase controlled cycle may improve consistency or performance in specific conditions. Exact parameters, thresholds, and test deltas are shared under NDA.

Q19. Where has it been tested?
Testing has been performed in Italy with structured documentation and academic-method involvement (e.g., University of Padua context). We also prepare pilots with partners in controlled settings and real sites. For each partner, we propose a PoC at a specific pilot site so results are directly relevant to their devices and use case.

Q20. What exactly do you measure to prove efficacy?
Depending on the use case, we measure:

- Cycle repeatability and stability

- Safety interlock reliability
- UV exposure/time and related cycle signatures
- Data/log completeness (auditability)
- Field performance indicators agreed in KPIs
  Microbiology outcomes and comparative deltas can be provided under NDA where applicable.

Q21. Is this certified / compliant today?
Certification depends on the final integration context (device category, jurisdiction, safety standards). That's why we use PoC as a decision gate and then move to pre-series with the OEM to complete any required compliance and certifications.

Q22. What would convince you—and us—that it does NOT work?
Clear GO/NO-GO criteria. If KPIs on safety, stability, and measurable outputs are not reached, we stop, document, and iterate or abandon. The process is designed to be decision-oriented, not "open-ended R&D".

🇨🇳 有效性相关问答补充（投资人/技术版）

问**16**：它真的有效吗？你有什么证据？
有效。我们已经有可运行原型，并开展了结构化测试。我们的原则是"证据优先"：通过对比测试与PoC试点，在预先定义的KPI与GO/NO-GO阈值下验证结果。完整原始数据与详细流程可在NDA下提供。

问**17**：为什么你的封闭式**UV-C**设计会有效？
UV-C 的效果取决于可控曝光与安全条件。封闭腔体让几何、时间与运行条件可控，并通过联锁避免人员暴露，从而实现可重复的周期与可量化的输出。

问**18**：**PhotoMag** 序列增加了什么价值？
PhotoMag 是可选的控制序列（磁场→UV-C→磁场）。我们的技术假设是多阶段受控周期可能在特定条件下提升一致性或性能。具体阈值参数与性能差异在NDA下披露。

问**19**：在哪里测试过？
测试在意大利进行，并配套结构化验证文件与学术方法参与背景（例如帕多瓦大学相关环境）。同时，我们也为合作伙伴准备在受控环境与真实场地的试点。每个合作方的PoC都会绑定具体场景与试点资产，保证结果直接可用。

问**20**：你如何证明**"有效"**？具体测什么？
根据场景不同，通常测量：

- 周期一致性与稳定性
- 联锁安全可靠性
- UV曝光/时间等周期特征
- 日志完整性（可审计性）
- 双方约定的现场KPI
  如涉及微生物/对比数据，详细结果可在NDA下提供。

问**21**：现在是否已经有认证/合规？
认证取决于最终集成场景（设备类别、法规地区、相关安全标准）。因此我们采用PoC作为决策门控，然后与OEM进入预量产阶段完成必要的合规与认证。

问**22**：什么情况会证明它**"不行"**？
我们设定明确的GO/NO-GO标准。如果安全、稳定性和可量化输出等KPI达不到阈值，就停止、记录并优化迭代或终止项目。流程是"决策导向"，不是无期限研发。

20 Difficult Panel Questions (EN + CN) — con risposte "safe" e credibili

1) "Does it really work, or is it just a concept?"

EN: It works at prototype level and is validated through structured tests and PoC pilots with predefined KPIs and GO/NO-GO thresholds. Full datasets and protocols are available under NDA.
CN: 已有可运行原型，并通过结构化测试与PoC试点按KPI与GO/NO-GO门槛验证。完整数据与流程可在NDA下提供。

2) "Prove it. Where are the microbiology results?"

EN: We can share summary outcomes publicly, but raw microbiology datasets, protocols, and comparative deltas are shared under NDA to protect IP and partner confidentiality.
CN: 可公开分享摘要结论；原始微生物数据、流程与对比差值为保护IP与合作方信息，将在NDA下提供。

3) "UV-C is commodity. Why won't you be squeezed on price?"

EN: We are not priced as a bulb. We sell **compliance capability**: enclosed safety + interlock + traceability + integration package. That is where OEMs differentiate and avoid reputational risk.
CN: 我们不是卖灯。我们卖"可证明的合规能力"：封闭安全+联锁+可追溯+集成包，这是OEM差异化与降低声誉风险的价值点。

4) "What is your moat if Huawei/Alibaba partners can build it internally?"

EN: Defensibility is system-level: IP position, black-box delivery, integration know-how, and a validation + logging framework. Building a safe, auditable, OEM-ready module is non-trivial and time-consuming.
CN: 护城河在系统层：专利/IP、黑盒交付、集成经验、验证与日志框架。做出"安全+可审计+可OEM集成"的模块并不简单且耗时。

5) "What's your single best use case?"

EN: Fleet-scale unattended ecosystems where proof matters: lockers/pickup cabinets, ticketing kiosks, unattended retail/vending interfaces, and access control.
CN: 需要"证明消杀"的规模化无人系统：取货柜/智能柜、售票自助终端、无人零售/售货接口、门禁。

6) "What if users are present? Any exposure risk?"

EN: The system is designed around safety interlocks and runs only when safe conditions are met. Enclosed-chamber architecture reduces exposure risk by design.
CN: 系统以安全联锁为核心，仅在安全条件满足时运行；封闭结构从设计上降低暴露风险。

7) "How do you measure 'dose' and effectiveness?"

EN: Depending on configuration, we use calibrated output with time control and/or sensor feedback. We log cycle signatures and operational parameters. Use-case-specific efficacy metrics are defined in the PoC KPIs.
CN: 视配置可采用校准输出+时间控制或传感反馈；记录周期特征与运行参数。有效性指标在PoC KPI中按场景定义。

8) "What standards/certifications do you have?"

EN: Certifications depend on the final device category and jurisdiction. PoC is the decision gate; pre-series includes compliance work with the OEM for the target market.
CN: 认证取决于最终设备类别与地区法规。PoC用于决策门控；预量产阶段与OEM共同完成面向目标市场的合规认证。

9) "Who pays—OEM, operator, or platform?"

EN: Primary payer is OEM/platform owner because they monetize differentiation at scale. Operators can co-fund PoCs and drive demand.
CN: 主要付费方是OEM/平台方，因为他们可在规模化中变现差异化；运营方可共同承担PoC并推动采用。

10) "What's the business model and pricing logic?"

EN: Three models: OEM supply, licensing (upfront + royalties), or milestone co-development. Pricing aligns with integration complexity and deployment scale.
CN: 三种模式：OEM供货、许可（一次性+版税）、里程碑联合开发。定价与集成复杂度及部署规模匹配。

11) "How fast can you deploy a pilot?"

EN: With a committed pilot site and technical counterpart, we can start quickly. Typical PoC execution is 6–8 weeks from setup to report.
CN: 若试点场地与技术对接人明确，可快速启动。典型PoC从部署到报告为6–8周。

12) "What are the top technical risks?"

EN: Mechanical constraints, power/thermal, interlock synchronization with host workflow, and telemetry integration. These are exactly what PoC is structured to de-risk.
CN: 机械空间、电源/散热、联锁与主流程同步、远程数据对接。这些正是PoC要结构化降风险的点。

13) "What if the PoC fails?"

EN: We use GO/NO-GO gates. If KPIs aren't met, we document failure modes and either iterate with a defined plan or stop.
CN: 采用GO/NO-GO门控。KPI未达标则记录失效模式，按计划迭代或终止。

14) "How do you protect IP during OEM integration?"

EN: Black-box module delivery, limited disclosure, and NDA-controlled technical packages. Partners integrate interfaces and receive logs without needing core internals.
CN: 黑盒交付、最小披露、NDA控制的技术包。合作方对接接口与日志，无需接触核心内部细节。

15) "Why should a university care?"

EN: The platform offers structured experimentation: controlled cycles, logging, and repeatability—ideal for comparative studies and validation methodology.
CN: 平台提供结构化实验条件：可控周期、日志、可重复性，适合对比研究与验证方法学。

16) "What's the competitive landscape?"

EN: Many players offer UV devices. Few offer an enclosed, interlocked, auditable, OEM-ready compliance layer with exportable logs and a rapid PoC pathway.
CN: 市场上很多是UV设备，但少有同时具备封闭+联锁+可审计日志+OEM集成+快速PoC路径的合规层方案。

17) “What prevents false claims or ‘marketing-only’ KPIs?”

EN: KPIs are defined upfront, measured from logs and operational data, and reviewed against GO/NO-GO criteria. The system is built to generate evidence, not slogans.
CN: KPI先定义，基于日志与运行数据测量，并按GO/NO-GO评审。系统目标是“出证据”，不是口号。

18) “What about maintenance and long-term reliability?”

EN: We track cycles, operating hours, faults, and maintenance counters. Maintainability is a PoC KPI, not an afterthought.
CN: 记录周期、运行时长、故障与维护计数。可维护性是PoC KPI之一，不是事后补充。

19) “What investment do you need, and what milestones justify it?”

EN: Optional strategic/seed investment to industrialize 1–2 OEM modules. Milestones: paid PoC, pre-series integration package, manufacturing readiness, first scale deployments.
CN: 可选战略/种子资金用于工业化1–2个OEM模块。里程碑：付费PoC、预量产集成包、制造就绪、首批规模部署。

20) “Why should we believe you can execute?”

EN: Because we operate with engineering discipline: prototypes exist, PoC is structured, logs provide evidence, and collaboration models align incentives from PoC to mass production.
CN: 因为我们按工程化流程执行：已有原型、PoC结构化、日志形成证据、合作模式从PoC到量产激励一致。