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Secumatic Technologies LLP

CONCEPT

Secumatic Technologies LLP in joint collaboration with DRDO (HEMRL) Pune, has designed and developed OPX tRevilator – a trace Explosives Detector for detection and identification of pure explosives as well as trace explosives. This device has the capability to detect more than 25 explosives in traces, IEDs and in the presence of contaminants like mud, sand, sugar, diesel oil etc. It can be operated in laboratory and field conditions.

MARKET OPPORTUNITY

Global explosive detector market accounted for \$4.5 Billion in 2016 and is expected to reach \$8.2 billion by 2023, growing at a CAGR of 8.7% from 2017 to 2023. (Source: Allied Market Research). Target market includes civil (airports, malls etc).

BUSINESS MODEL

OPX-Revilator will be manufactured by Secumatic Technologies under technology licensed from DRDO. The entire solution will comprise of OPX-Revilator and Chemicals, which is anticipated to be sold at Rs. 2.5 lacs + Taxes (Price is yet to be fixed). Chemicals come with an expiry period of 1 year and need to be replenished. Recurring sales of the chemicals @ Rs. 50,000 each year to the customers will happen for the device's usage lifetime.

PROBLEM & SOLUTION

Explosive detection devices have limited usage due to high price and certain trade restrictions by countries of origin. These devices are imported and maintenance costs are high. These devices are bulky and therefore not field operable. Device needs extensive training for users.

OPX-Revilator is designed to identify 25 common types of explosives. The device is field operable, low maintenance with lower total cost of ownership.

VALUE PROPOSITION

The device is lightweight, field operable, needs limited training and has lower total cost of ownership.

CURRENT TRACTION

The device was developed jointly with HEMRL for 3 years and was launched by Maharashtra ATS chief in December 2018. It successfully completed more than 5000 tests. Successful field trials being done by Maharashtra ATS and Telangana Police 10 units procured by DRDO till date. Awaiting Transfer Of Technology for manufacturing by June 2020

KEY PEOPLE

Johnsy George – 24 yrs experience, 15yrs as entrepreneur, worked in USA for 5 yrs.
Rahul Khaladkar – 24 yrs experience, 15yrs as entrepreneur, worked in USA for 5 yrs
Dinil Mathew - 25 years of entrepreneurship experience in mechanical field.