**Jaipur Foot Case Study Questions**

1. What is the innovation of Jaipur Foot? \*

* Jaipur Foot is a much cheaper version of a prosthetic foot. It is tailored for the lifestyle of the less fortunate. It has free services for the handicapped Indians.

1. What is the business of Jaipur Foot? \*

* It is a predominantly hand-made prosthetic and artificial foot which revolutionized a lot of amputees all over the world.

1. Who are the main beneficiaries of Jaipur Foot's products? \*

* The main beneficiaries are the amputees all over the world.

1. Why is Afghanistan one of the markets of Jaipur Foot? \*

* It is because Afghanistan is one of the most landmine filled countries in the whole world. It has approximately 9,500,000 landmines buried in the soil.

1. How does Jaipur Foot's product pricing compare with the West? \*

* The comparison of the product pricing between Jaipur Foot and the West shows a large difference. Jaipur Foot is a lot cheaper compared to the Western prosthetic.

1. What is the Gait Cycle? \*

* It is simply the manner of which how people walk. It consists of seven 97) actions which are the following:
  + Heel Strike
  + Midstance
  + Toe off
  + Swing
  + Acceleration
  + Deceleration
  + Double support

1. How was the first Jaipur Foot artificial limb developed? \*

* It was developed when Chandra came up with an idea of an artificial limb that closely resembles a natural foot which is light, and made for local conditions. He studied foot anatomy and soon developed a design.
* His eureka moment is when he got a flat tire and saw a man vulcanizing a rubber. This showed him that rubber is mobile and durable which in time developed into the now known Jaipur Foot.

1. What are the design considerations in the Jaipur Foot Design Process? \*

* A consideration in the design is to simulate the movements of a normal foot and at the same time provide quality for the mass of people. The way people do their work and lifestyle is also considered.

1. What are the constraints in the development for Jaipur Foot? \*

* The constraints in the development are poverty, closed economy, work lifestyle, and limited trained manpower.

1. How can you compare the raw materials for Jaipur Foot vs. other products? \*

* The raw materials of Jaipur foot are clearly much cheaper but at the same time still provide quality. It is also readily available and inexpensive enough to be used for production.

1. Explain a typical fitting day for a Jaipur Foot? How does it compare with the West? \*

* On a typical day for a fitting of a Jaipur Foot, the patient must travel first to Jaipur, India via Train. They would then spend the rest of the night at the center. On the next day, the patient would be evaluated and then be fitted with the Jaipur Foot. At the end of the day, the patient would be at home together with their families.
* It is much accommodating and hospitable.

1. What is the BMVSS? How does Jaipur Foot conduct community outreach? \*

* BMVSS stands for Bhagwan Makaueer Viklang Sahayata Samiti. It is a charity that serves amputees and other patients.
* Jaipur Foot conducts their community outreach by focusing on the financial and social needs of India’s hard working poor.

1. Compare Jaipur Foot with Ossur - which one is more competitive? Why? \*

* In terms of patient convenience, Jaipur Foot is much competitive because they are solely focused on their patients. Compared to Ossur, they are focused in different operations such as sales and marketing, research and development, etc.
* Another difference is that Jaipur Foot is a charity while Ossur is a company. They both have different objectives and goals which is why they have different in terms of competitiveness.

1. Is the Jaipur Foot model scalable? Explain. \*

* Yes, because moving from one place to another is an easy task for them. They wouldn’t need to carry around a humungous machine for them to be able to carry out their prosthetic making. The camp system that they implement is an effective way for the Jaipur Foot to be scalable.

1. What is the significance of Jaipur Foot's cooperation with ISRO? \*

* Their cooperation would show a big difference and improvement for Jaipur Foot. The cost would be much cheaper, weight of the artificial foot would be lighter, safety and comfort would be much greater. The polyurethane technology would really give great advantages for the Jaipur Foot.