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Innovation Showcase Session

BURTONSAFES
THE SURE DEFENCE

Keyguard XL

The new standard in key safe

LPS1175: Issue 8
Cert No: 1000j

Secured by Design

Police Preferred Specification

www.burtonsafes.co.uk | +44 (0) 1484 663388 | enquiries@burtonsafes.co.uk | Brockholes Business Park, Rock Mill Road, Brockholes, Holmfirth, HD9 7BN

BURTONSAFES

THE SURE DEFENCE

KG XL MK4 Certification explained

LPS1175: Issue 7
Cert No: 1000i

- LPS 1175 Issue 7 SR1
- 1 minute physical attack

SOLD SECURE
TESTED TO REDUCE CRIME

- 3 minute power drill attack

LPS1175: Issue 7
Cert No: 1000i

Secured by Design
Police Preferred Specification

KG XL MK5 LPS 1175 Issue 8 2019 Certification explained

LPS1175: Issue 8
Cert No: 1000j

- LPS 1175 Issue 8 A3
- 3 minute physical attack test with category A tools
- 12 methods of attack
- Certified on rendered walls
- Certified with 5 types of fixing bolt
- Optional anti drill protection
- Installation kit

Secured by Design

SBD

Police Preferred Specification

Product Demo

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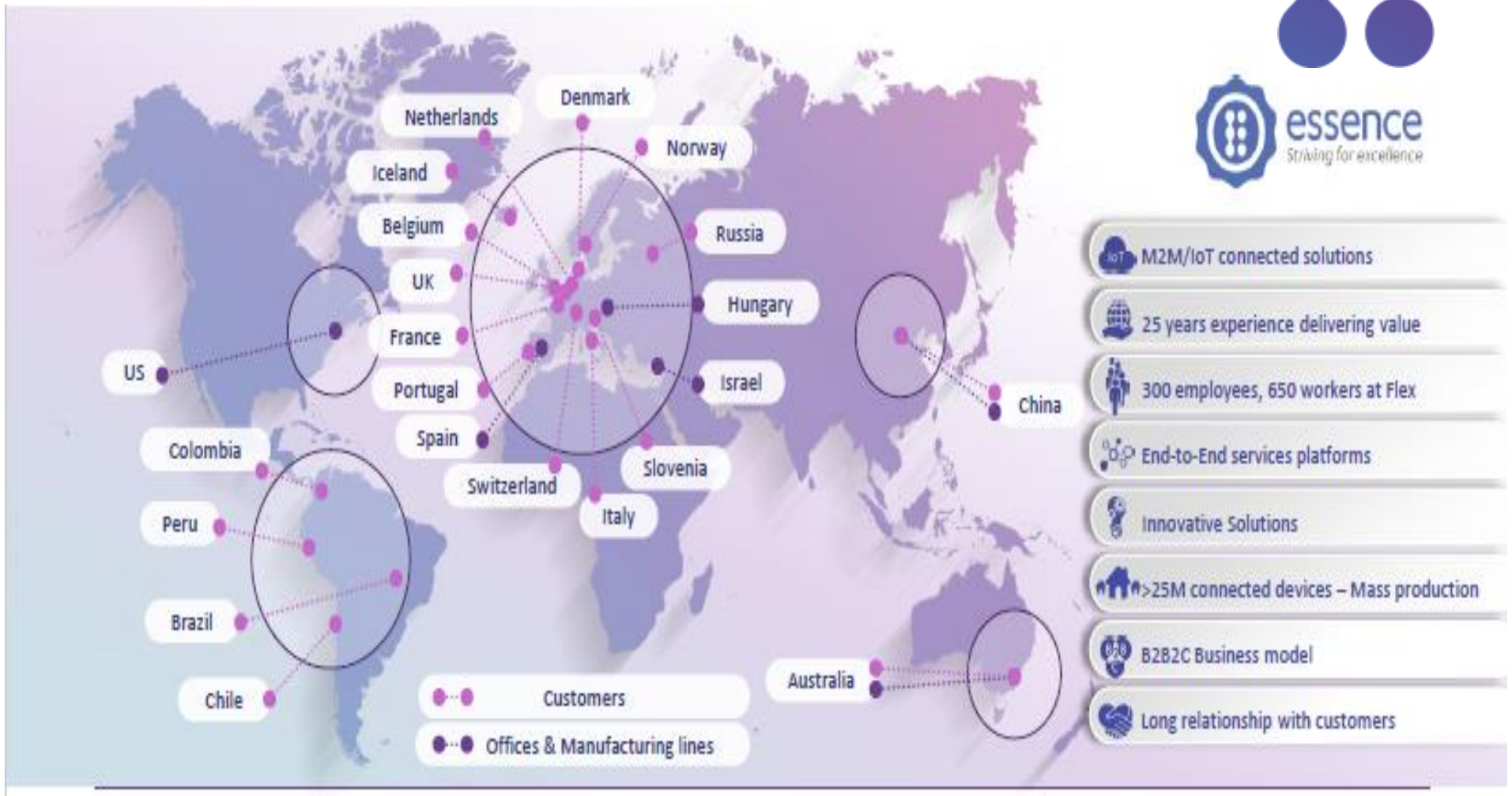
Essence Smart Care

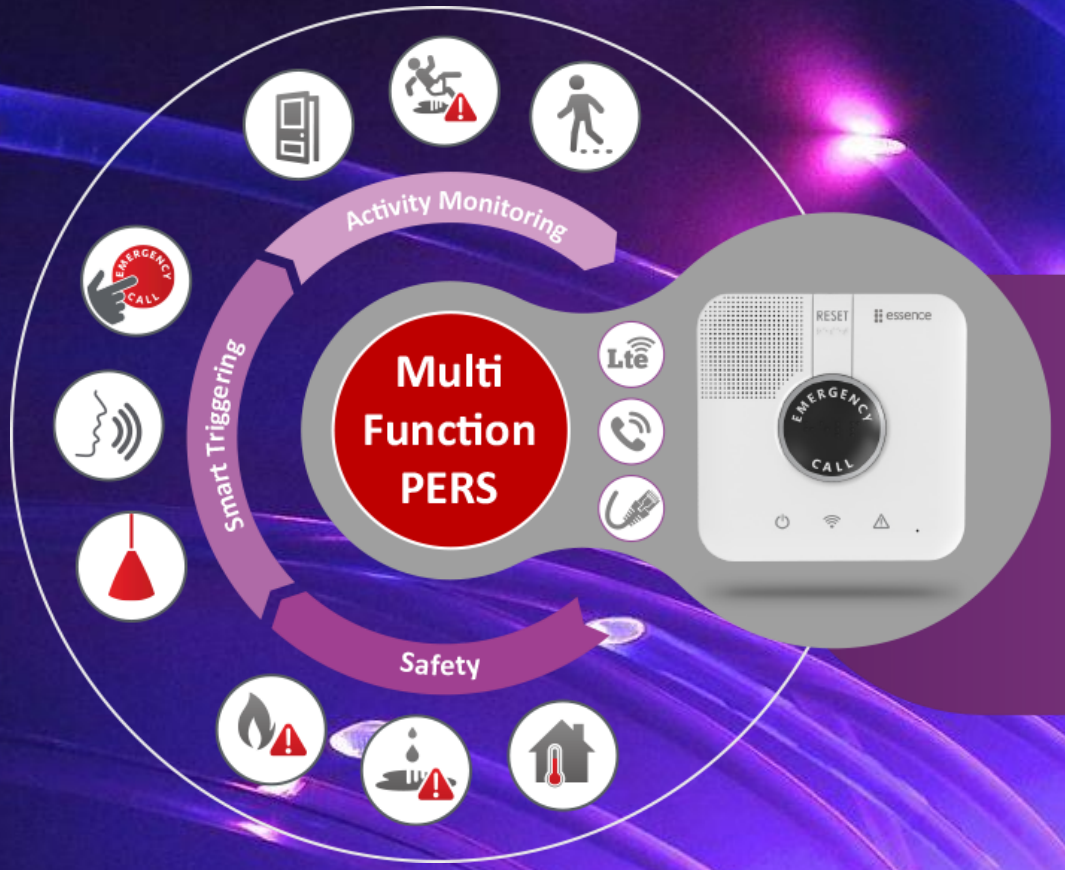
Carl Ryan

essence

Partner of Choice Worldwide



Digital Made Easy



End-to-End Senior Care Solutions

essence
Better life made possible™

smart alerting

Providing an added layer of care

VPD

Voice Panic Detector with Intelligent Voice Recognition

Calling for help without picking up the phone

- Voice activation
- Panic button
- Pull cord

EP Advanced

Long range Intelligent Fall Detection

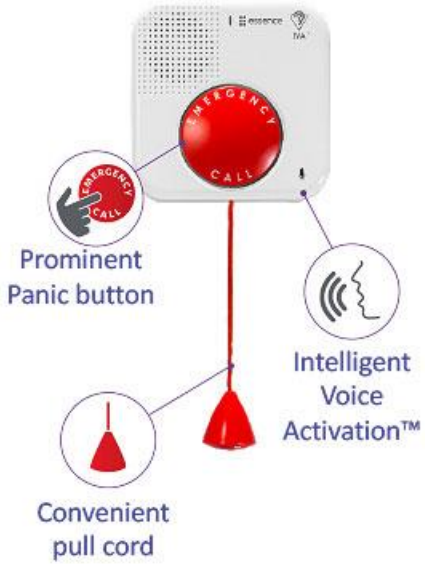
A proactive solution to an age-old problem

- Fall detection
- Panic button
- Pedometer and usage indication

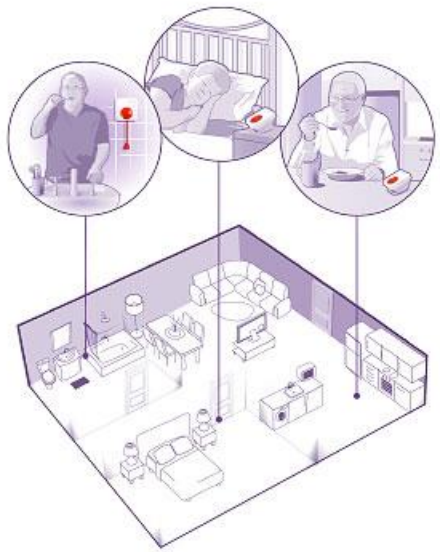
Care@Home™ Communicator

Advanced communication and alerting device

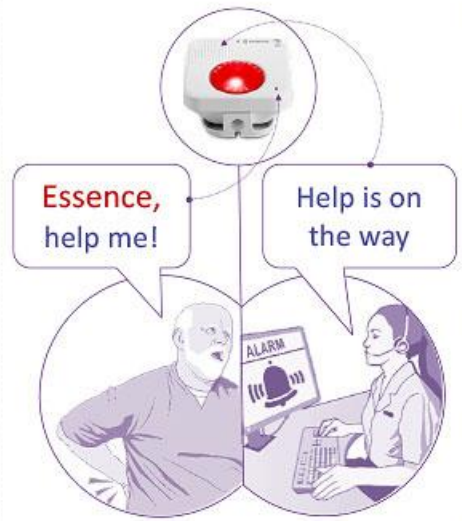
Multiple alerting options



Complete protection everywhere



Two-way voice communication



IVA™ Technology

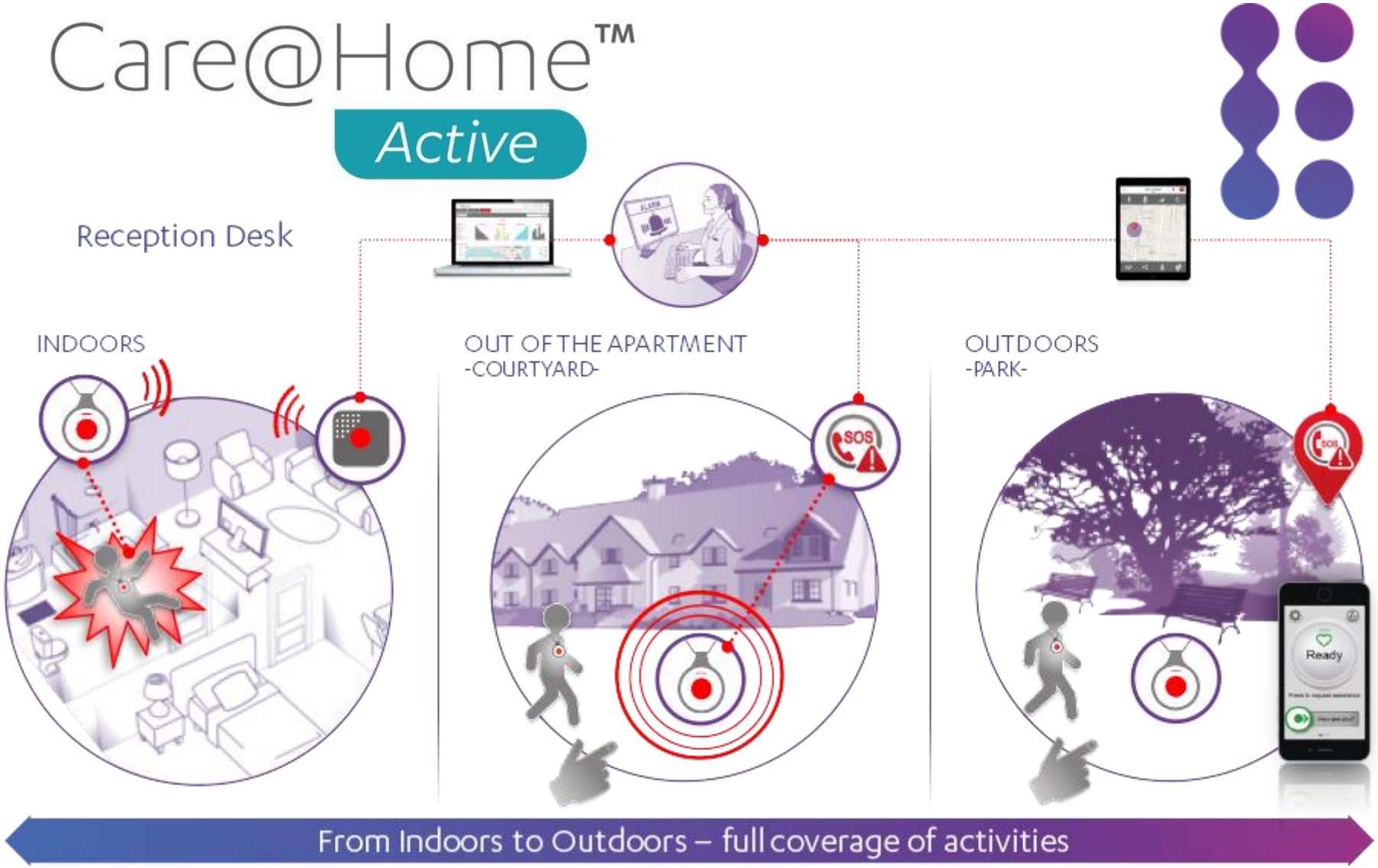
IVA™

- Always listening
- Always analyzing
- Recognizes key phrases

Versatile, battery operated, multi-trigger alerting device with 2-way voice communication

Care@Home™

Active



From Indoors to Outdoors – full coverage of activities

Any Questions?
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Thank You!

carlry@essence-grp.com
07918050906

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The Transition from Analogue to Digital

Max Stevens
Key Accounts Manager - M2M
CSL

Introduction to CSL

- 20 years Critical Connectivity experience
- Partners of all Major Network Operators
- Digital Transformation in Fire & Security
- Digital Transformation TECs in Sweden
- 800,000+ Connections.

Transition

- UK has ~900,000 Analogue Dispersed Alarms reliant on analogue signalling protocols
- UK has ~ 800,000 people in Sheltered Accommodation reliant on analogue signalling protocols
- Network Operators upgrading infrastructure (as well as in home) from Analogue to Digital
- Analogue signalling protocols becoming less reliable.

The Future (Dispersed Alarms)

- Hybrid Alarms available today – remotely converted to Digital once Monitoring Centre is ready to receive Digital
- Roaming Algorithms
- 900,000 Dispersed Alarms to upgrade by 2025 – UK Currently averages ~690 installs a day, if we start now we can do most of the upgrade organically
- SCAIP agreed as Digital protocol for Dispersed Alarms.

The Future (Dispersed Alarms)

Wired or Wireless

Cellular connectivity has already replaced PSTN as the de-facto standard communication technology for most types of connected home medical monitoring devices and will account for 25.2 million connections in 2021.

Berg Insight September 2017

- 90% of installs in Sweden are Mobile-only
- Mobile solves issue of battery back up for Broadband
- No need to worry about infrastructure in the home (where router is located etc.).

The Future (Dispersed Alarms)

Roaming

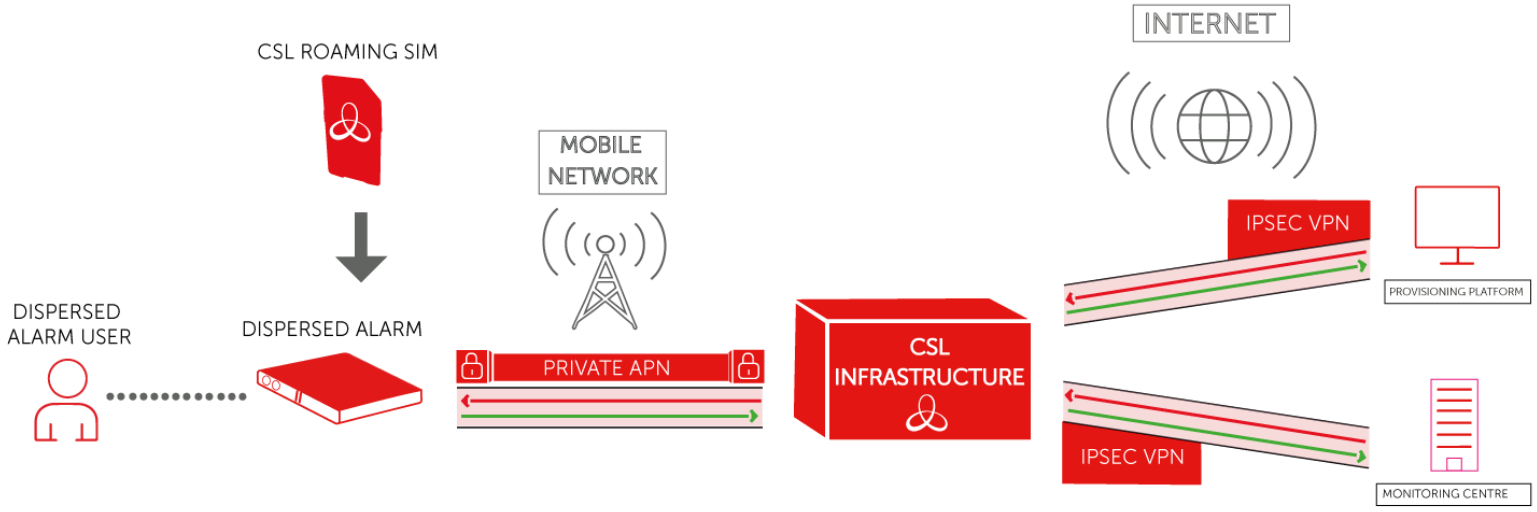
- CSL are providing unsteered roaming M2M SIMs to manufacturers of Dispersed Alarms
- CSL have provided manufacturers of Dispersed Alarms with our patented Roaming Algorithm
- Strongest network not always the ‘best’ network – may be issues in routing of call that means strongest network won’t work
- Devices will test the connection to ensure they can call without delay when triggered - Polling means Monitoring Centres will know if a unit is offline.

The Future (Dispersed Alarms)

Private Infrastructure

- Moving to Digital means new concerns for IT departments

- CSL SIMs use Private APNs and IPSEC VPN backhaul to deliver signals to Monitoring Centres



Thank you

Max.Stevens@csl-group.com

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Go Digital with UMO

Rob Fedrick
Sales Manager

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smart support for life

Go Digital with UMO

- Start receiving call from digital IP alarms today
- Replace analogue alarms with digital at your own speed
- Host your service in the cloud, connecting remotely from any location

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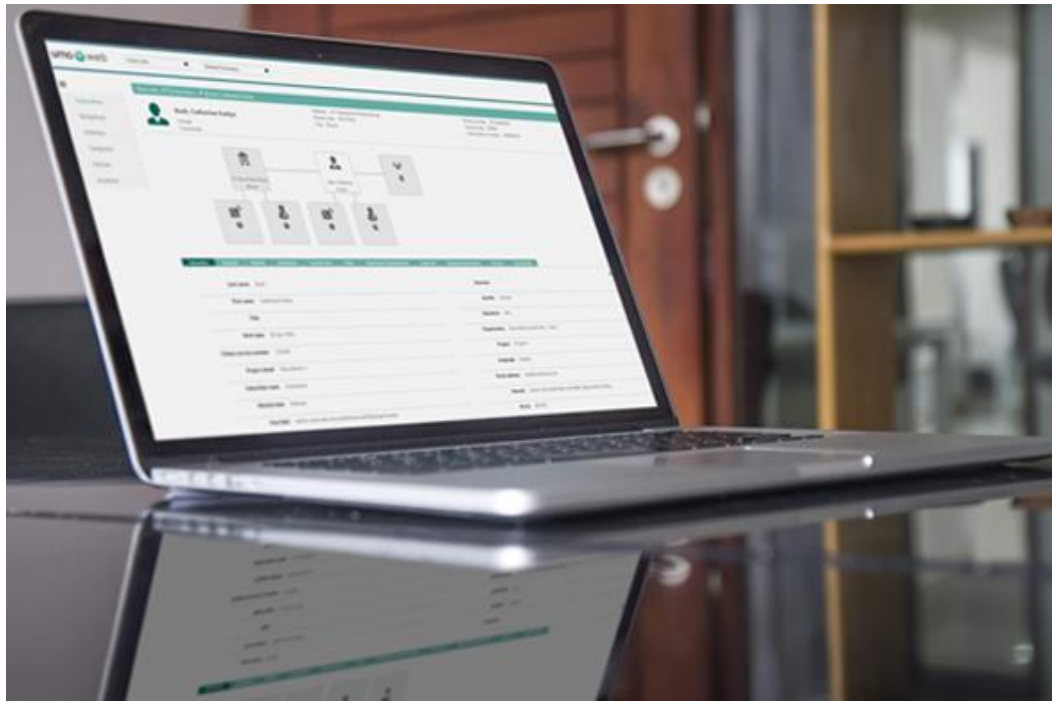
ClientInfo Web



- Manage data from anywhere
- Accessed via web browser
- Instant updates
- Your customers manage their own data, so your operators don’t have to

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Responder App

- Responder receives call out requests from the operator on their Smartphone
- Easy and secure access to alarm and client information for responders in the field

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Thank You!

Rob Fedrick

Rob.fedrick@verklizan.co.uk

0773221464

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Connected Care Solutions

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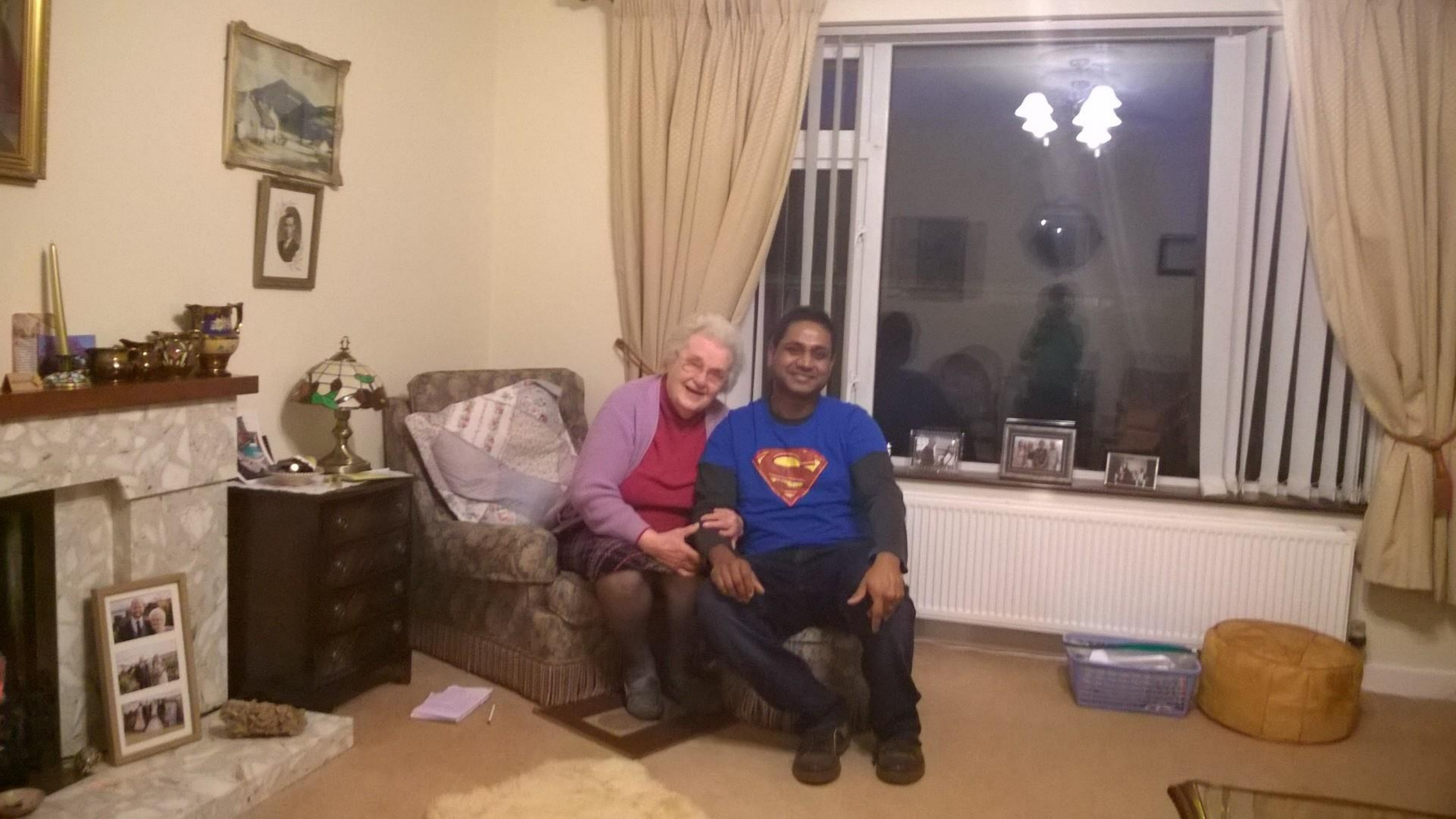
my elderly care hub

https://ethelcare.co.uk



Elderly Care in the UK

- Aged 65+ in the UK – **12 Million**
- Aged 65+ and live alone – **3 Million**
- Aged 75+ live alone – **2 Million**
- There are also around **3 million** people aged 80+ living in the UK.
- Receiving community-based care – **0.42 Million** and roughly **18 Million** hours of community-based care per month in England alone

ADULT SOCIAL CARE

Expenditure (UK)

£17.7 Billion

Gross total expenditure

£196 Million

Assistive Technology Spend

1.14%

% of spend on Technology

93% of Directors of Social Care to the ADASS Budget Survey in 2018 said that assistive technology was **quite** or **very important** in making financial savings

What is Ethel?

Ethel is a large, always-on, touch screen, smart device designed for people who have little or no computer skills

Impressive range of features makes ETHEL an ideal technology partner

ethel
my elderly care hub

- VIDEO CALLING
- MEDICATION REMINDERS
- CHECK-IN
- CALL ME REQUESTS
- AUTOMATED ALERTS
- EMAIL AND TEXT MESSAGING
- PHOTO AND VIDEO ALBUM
- WEB BROWSING
- EVENTS
- EXERCISE VIDEO
- STREAM EVENTS
- Q&A SURVEY

VALUE PROPOSITION

Ethel is a smart, elderly-friendly, Plug and play solution for **community health and Care teams** who wish to take their service delivery **to a whole new level** – from remote medication management, vitals monitoring, predictive assessments and video consultations, to reducing loneliness and isolation – **all at the touch of a button!**

WHERE CAN ETHEL MAKE A DIFFERENCE:

Ethel can be used across the **continuum of Care** for:

1. Reducing **Social isolation**
2. Short Term ***Re-Ablement*** (Hospital Discharge)/HRRP/POCD??
3. **Medication Management** at home
4. **Long Term remote Care** & Chronic Care Management

Reducing Social Isolation

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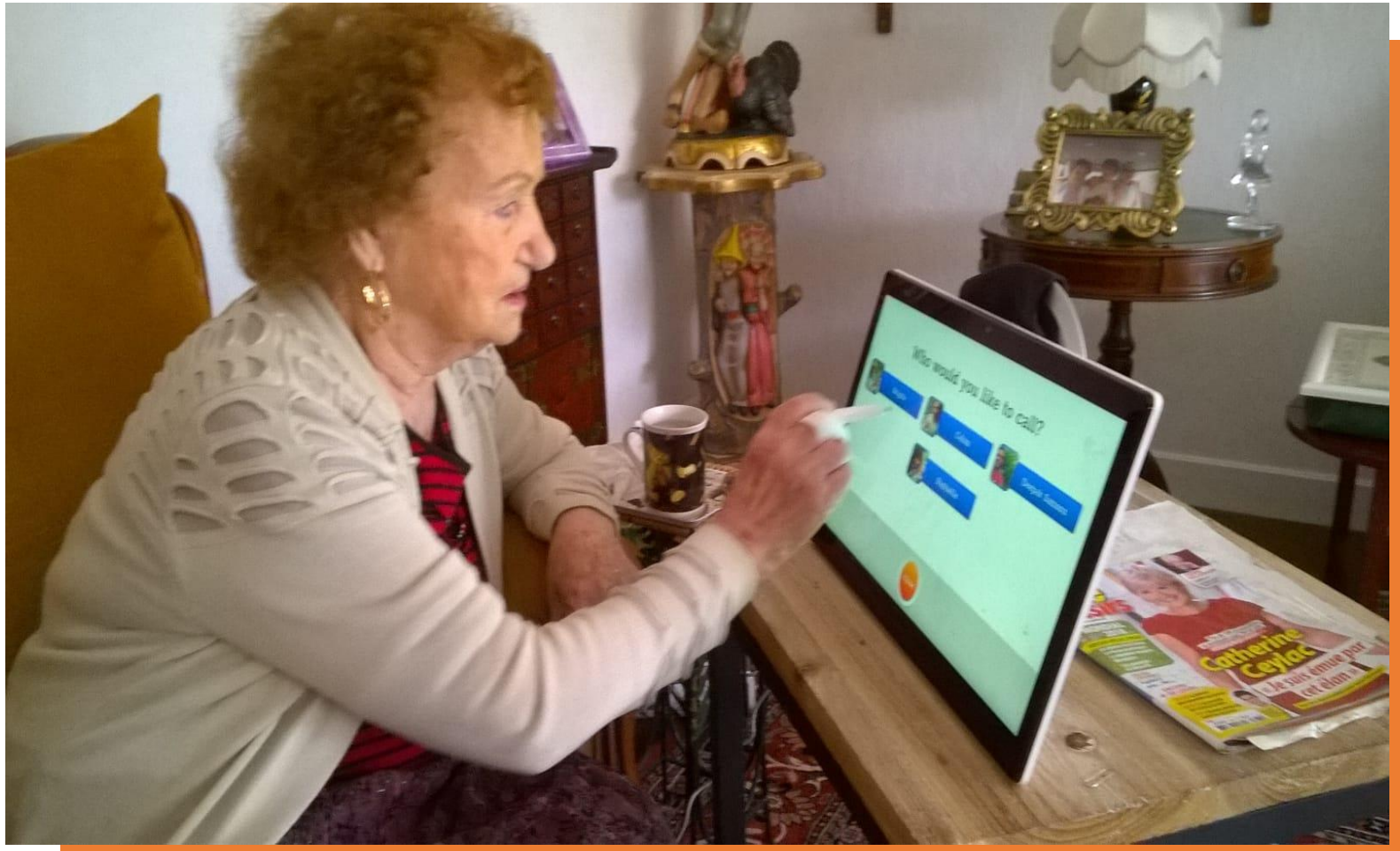


Connecting elderly with

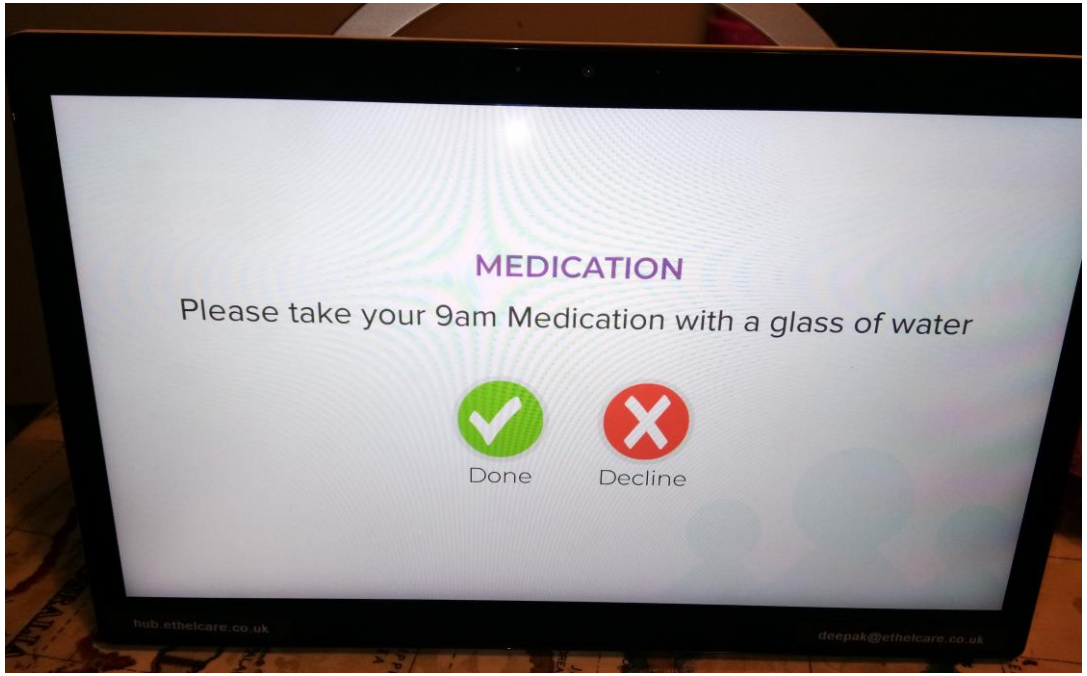
Friends and Family

Re-ablement (in the UK)

Ethel is currently being used as a technology enabler in **Post-discharge management, Re-Ablement, Discharge to Assess service:**

1. ETHEL is given to patients at discharge to take home.
2. ETHEL becomes the ‘hub’ or ‘window’ into a patients home and a range of care professionals can link in virtually.
3. Exercise Videos, Medication reminders, Virtual (video) calls, side-effect surveys, etc. through ETHEL
4. Usually used for 6 weeks periods within reablement team.

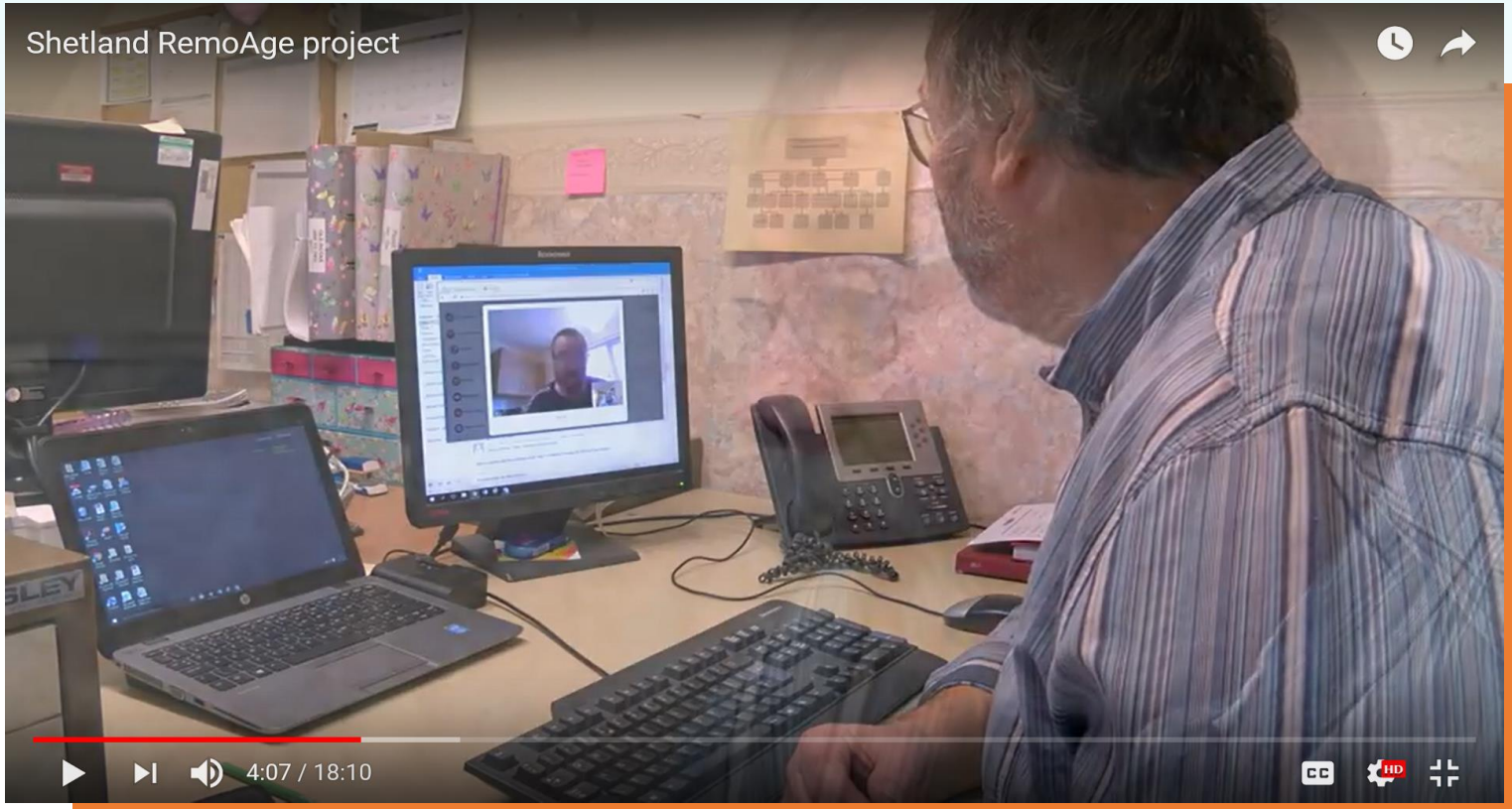
Remote Medication Management



Automated Medication Prompts
(with built in alerts for Non-compliance)

Medication Video Calls
(from Telecare Centre)

LONG TERM CARE



Long Term Remote Patient Management in **Shetland Islands** Using ETHEL

What Staff and Family are saying About ETHEL

Neville

(Carer, Belfast)

★★★★★

Physically seeing Mum when talking to her makes a big difference

OT

(Shetland Island)

★★★★★

We're using Ethel to support a gentleman who has parkinsons and lives on another Island to live as independent a lifestyle as possible

AliveSciences

SEE THE TREND

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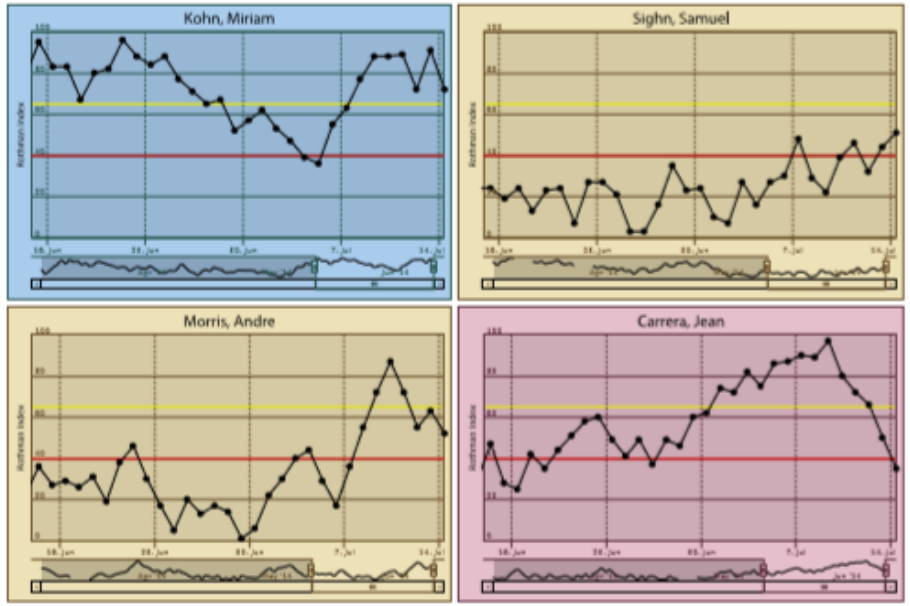
THE ROTHMAN INDEX FOR NON-ACUTE CARE



The ONLY tool where you can visualize your patient's changing condition in a simple line graph

Wellness Survey

Hello its time to take your wellness survey

Are you ready to take it now ?

Yes

No

Not now, Remind me in an hour

Do you ever feel that your heart is fluttering or skipping a beat or have you had any shortness of breath or dizziness or chest pain?

Yes

No

Close

A Technology Enabler

Ethel is a technology enabler to modernize care delivery and has the potential to:

1. Improve **patient experience**
2. Improve **Patient outcomes**
3. Enhance **independence** for patients
4. **Reassurance** for the family and carers
5. **Lower costs** for the organization (by significantly reducing travel time and fuel cost)
6. **Improve workforce** management (do more by complimenting hands on work with remote care)

Cost, Financial Benefit, Benefit for NHS/Local Councils

Cost	Financial Benefit
A Cappuccino a day!!! Around £2.45 per day *(includes Hardware, software, non-compliance alerts, free carer apps, etc)*	Traditional Home Care packages costing in the region on £16-£28 per hour and Reablement and district Nursing Staff costing roughly £50-£80 per visit. Virtual Calling and Automating some tasks releases cost benefits.

Benefits for Secondary Care

- Some Patients can be safely discharged home from hospital with an ETHEL (and a team who can deliver support via ETHEL) who may otherwise still be taking up a bed in an acute hospital or step-down facility.
- Reduce Unnecessary Hospital readmission by proactive managing patients at home

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my elderly care hub

Thank You!

https://ethelcare.co.uk

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THE HOME OF ASSISTED LIVING & HEALTHCARE

A multi disciplined approach to digital technology, design & delivery

Live Life Better

THE HOME OF ASSISTED LIVING & HEALTHCARE

- Legrand are Global specialists in digital infrastructures
- Creating smart buildings in smart cities connected to the smart grid and IOT
- Building in smart from the ground up
- Breaking the direct link between switches and things
- Leveraging IOT through our ELIOT program
- Making the environment flexible, adaptable and personalised
- Smart buildings adapt to meet the needs of the occupant
- Shared goal for Business, Leisure, Residential
- Residential = Smart homes for life

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THE HOME OF ASSISTED LIVING & HEALTHCARE

Indentify the needs & offer flexibility

RESIDENTIAL

YOUNG
New technologies
Audio/Video

FAMILY
Comfort
Money / energy savings

ELDERLY
Security
Comfort
Communication

Smart sound system

Display smart thermostat

Automatic skirting lights

Turnkey solutions for all care environments

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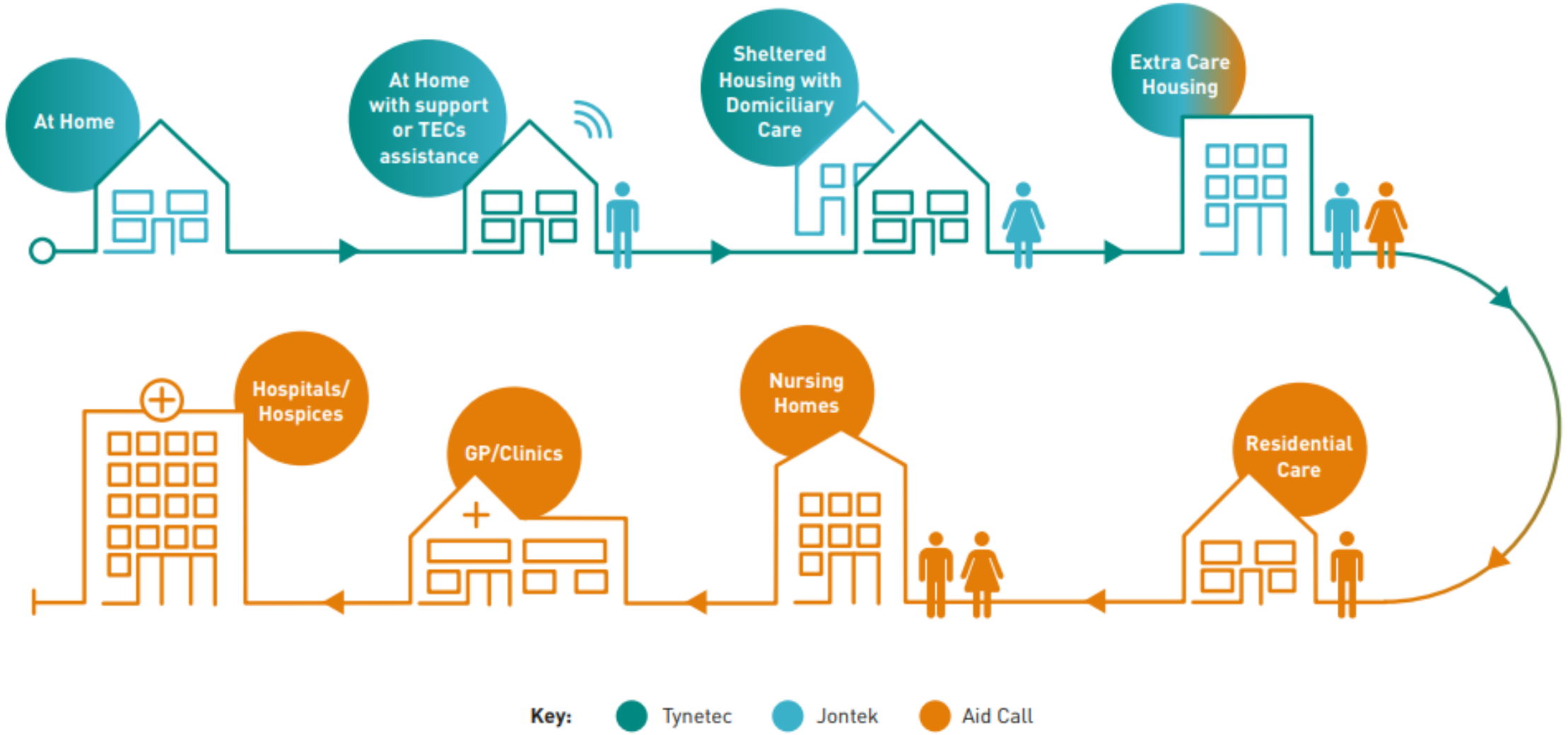

Assisted Living & Healthcare digital ecosystem

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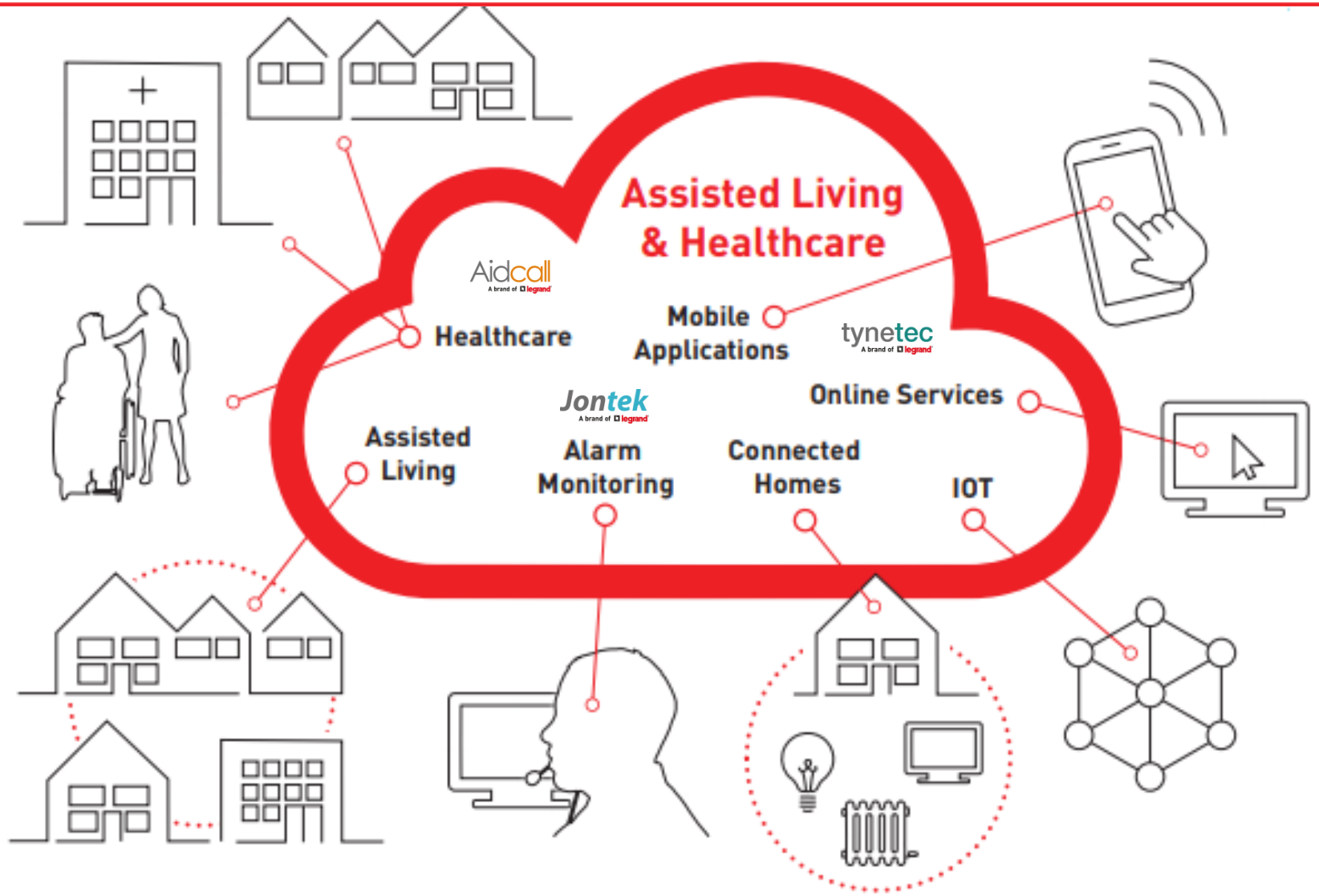
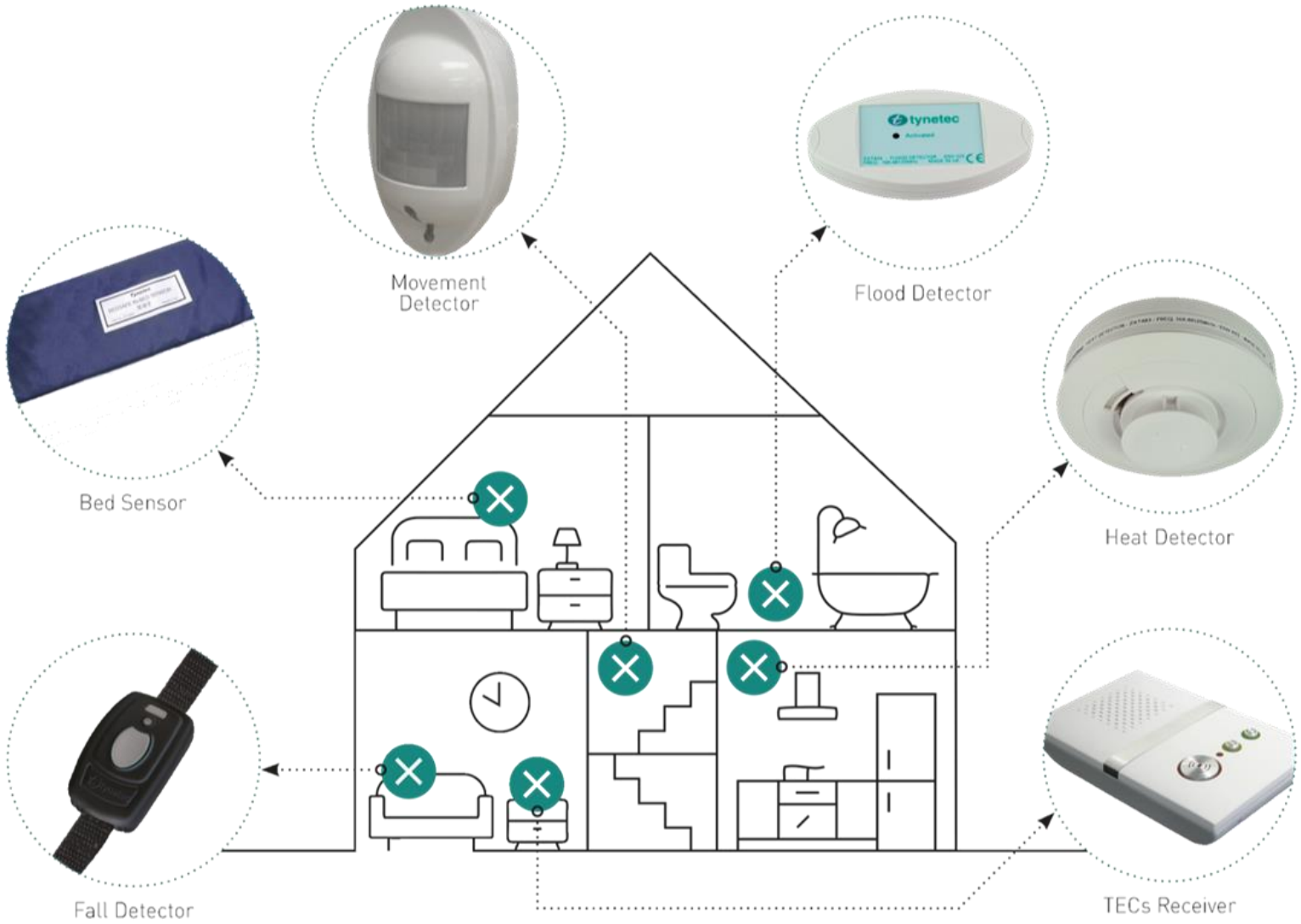


At Home with support or TEC's assistance



Typical application inc:

- Falls
- Environmental alerts
- Safety and Security
- Dementia
- Winter pressures
- Medication compliance
- Long term condition management

Digital TEC's evolution

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- Traditional TECs have focused on Reaction
- The need continues to increase as do the costs (personal & financial)
- Services must transform to deliver more for less
- An integration of Housing, Social Care & Health
- A preventative digital ecosystem
- A reactive safety net
- A personalised solution
- Creating appropriate environments that are flexible & adaptable
- Creating the ability to age in place

Ready when you are

- Digital horizon brings challenges and opportunities
- Legrand have developed a person centred, technology roadmap that will deliver a future proofed end to end solution no matter what flavour of infrastructure is available.
- Your trusted technology partner.