



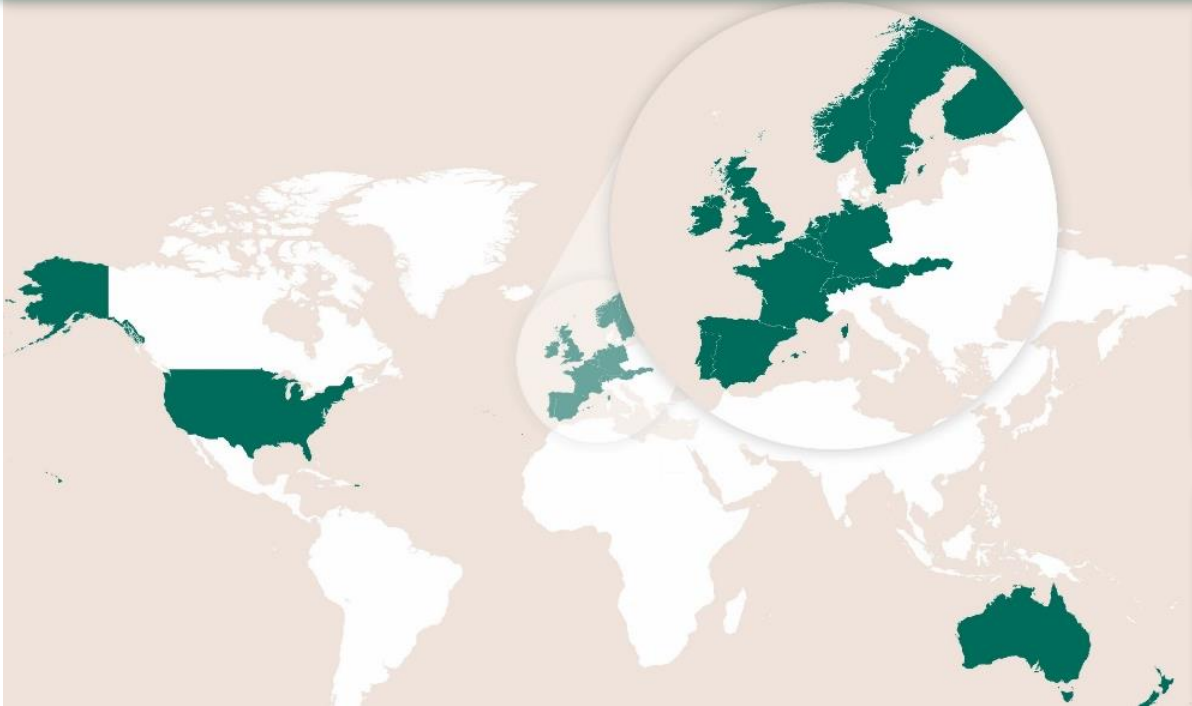
verklizan
smart support for life

Monitoring Centres: Making Your Digital Transition with UMO

Paul Shead, Managing Director, Verklizan

Verklizan supplies the UMO telecare monitoring platform

Currently, 344 organisations are using UMO to monitor the wellbeing of over 1.4 million people across 17 countries



Our Goal

2 million people connected by 2021

Vision

vulnerable people live in a safe and supportive environment

Mission

supply our customers with the best platform in the world for providing monitoring and support

Digital telecare

There is no choice: moving from analogue to digital telecare **will** happen, driven by the changing telephone networks.

But why?

1: Analogue alarms are transmitted less reliably



1	2	3	A
4	5	6	B
7	8	9	C
*	0	#	D

- Analogue telecare protocols use tones (eg DTMF)
- Telephone network is becoming more digital
- Tones are transmitted less reliably
- Any analogue protocol could be affected

2. Telephone socket will be for a router, not a telephone



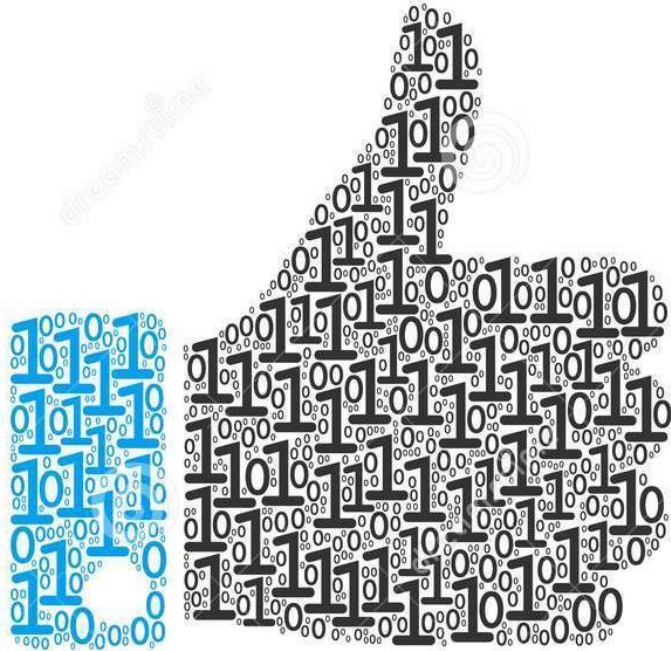
Telephone connection in the home will change from **analogue...**

- Designed for ordinary telephones to plug into
- Voice service, with data over the top

....to digital

- Designed for a router to plug into
- Data service, with voice over the top
- Difficult to connect analogue alarm units

Digital units are the only solution



- Designed for modern networks
- Connect to router, or use digital GSM
- Digital alarm data quicker to send
- Much more information can be sent
- Devices are online – connected continuously
- Published protocols eg SCAIP

Barriers to take up of digital alarms



- Long established analogue industry
- Digital not yet required by procurement
- Not all suppliers ready
- Security concerns from IT departments
- Concerns about the connection in the home

How can Verklizan help monitoring centres?

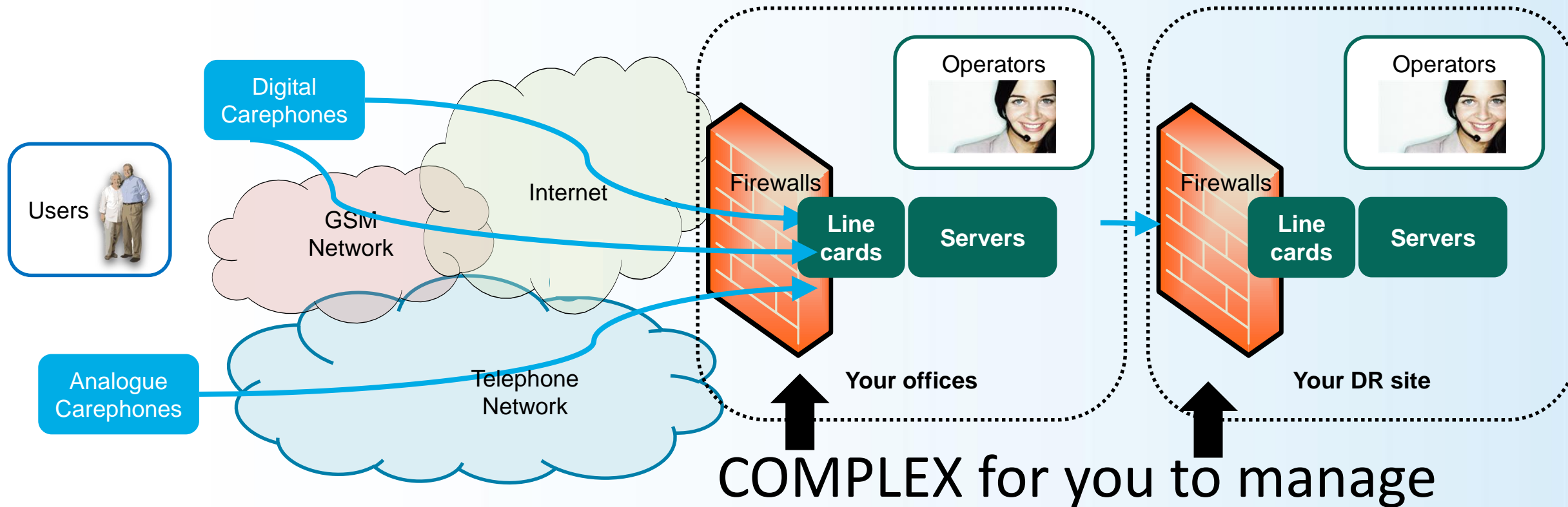
We are not just “digital ready”... we are digital doing!



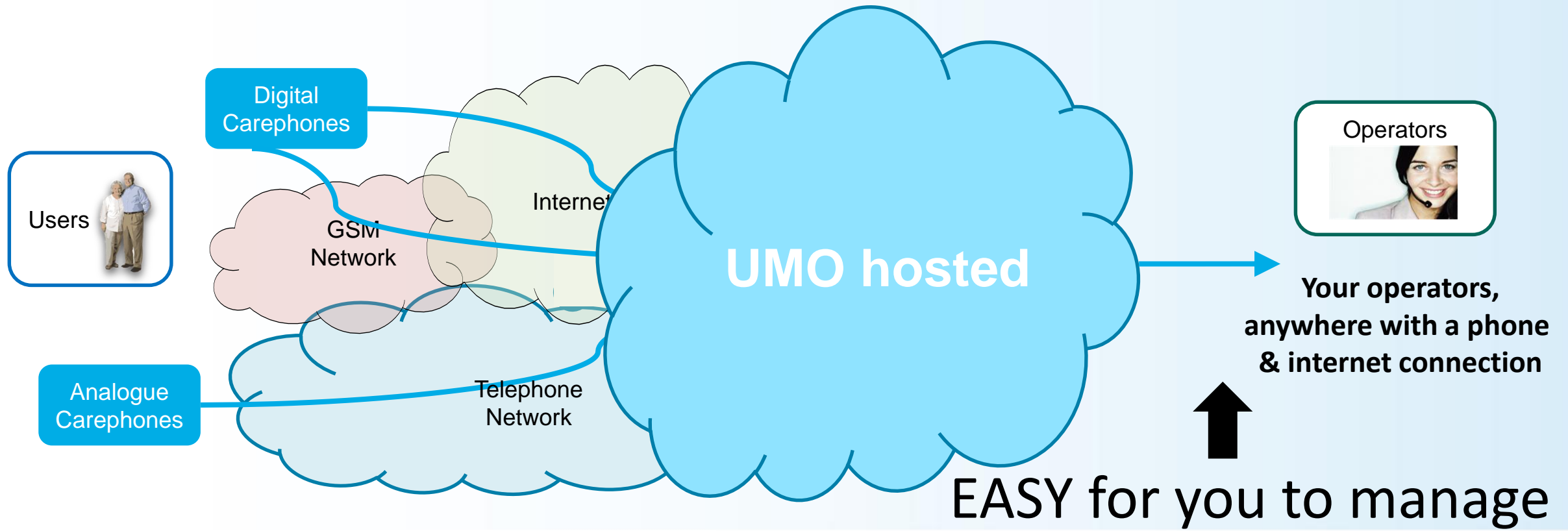
- UMO: monitoring digital alarms since 2007
- >150,000 digital connections monitored
- Handle analogue & digital alarms together
- Verklizan white paper is available
- We offer UMO hosted from the private cloud



Traditional “On premise” monitoring platform



UMO: monitoring platform as a hosted service



Make the transition to digital as easy as 1-2-3

- Low risk
- Low hassle
- Low cost

1. DEMO UMO

Digital alarm monitoring

Prove Going Digital works!

Shared demo UMO cloud

Minimum 1 month contract



2. TRIAL UMO

Digital alarm monitoring

Monitor digital alarms yourself!

Dedicated UMO cloud

Minimum 3 month contract



3. PRODUCTION UMO

Digital & Analogue monitoring

Monitor everything with UMO!

Dedicated UMO cloud

Migration of your current platform to UMO

Minimum 12 month contract

What does the future hold?



- We believe most customers will use UMO in the cloud
- Going digital is more than just alarm units!
- Verklizan provide a suite of digital apps and web portals for UMO

Verklizan is now part of the Enovation Group



- 35 years in medical data exchange
- 250 staff

New skills and products:

- Enhanced interfacing with other systems
- Secure email service for health (NL)
- Secure chat service for health (NL)
- Health record integration (NL)

Thank you for listening!

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