

# TSA Connect

Learn, shape, network and collaborate.

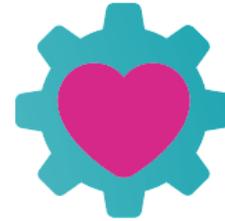
## Innovation Showcase Session



@TSAvoice | #TECSvoice



# ARMED



ADVANCED RISK MODELLING FOR EARLY DETECTION

## Prevention in Action

Brian Brown

Director of ARMED & Prof Doc Researcher

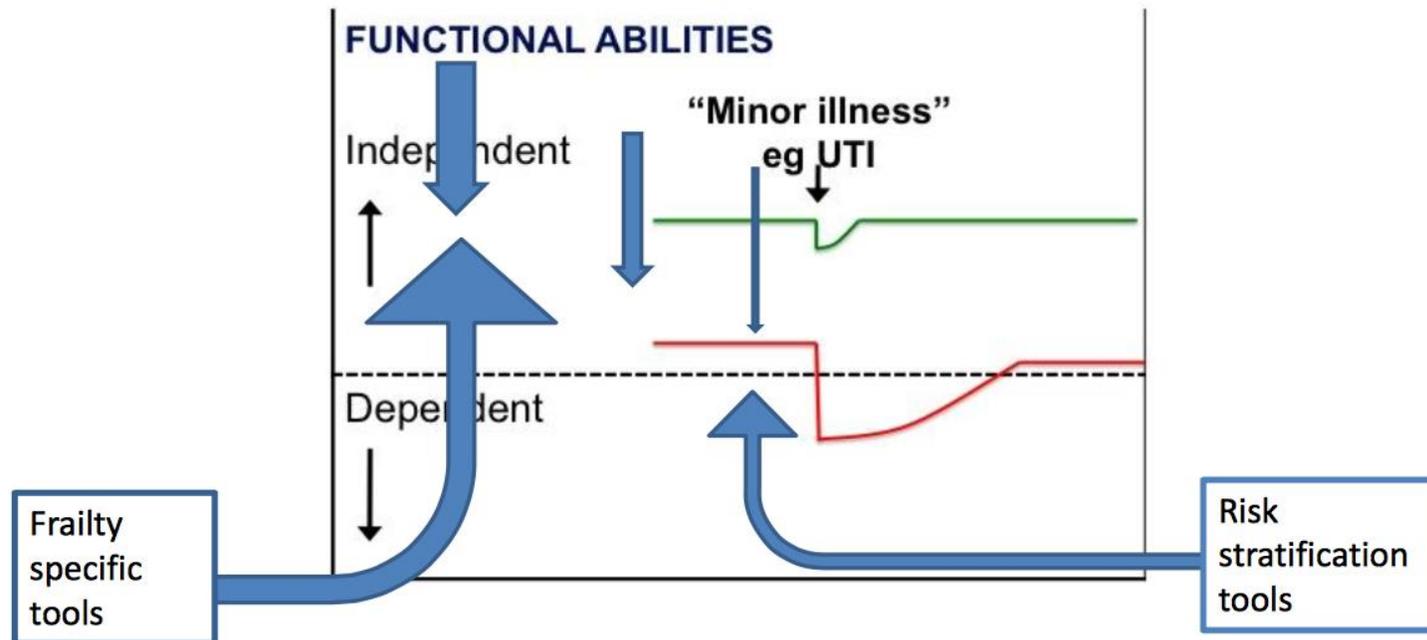
[Brian.brown@hastec.ltd](mailto:Brian.brown@hastec.ltd)

07850318950



# The Frailty Conundrum

## Frailty as an abnormal health state (Loss of physiological reserve)



# The Role of Artificial Intelligence

<https://www.armedprevention.co.uk/news/whitepaperai>

**HAS**  
technology group

## WILL ARTIFICIAL INTELLIGENCE SET THE STANDARD FOR FALLS DETECTION?

Understanding how data plays a significant role in facilitating healthy ageing and independent living

### SCOTLAND

Source: [www.gov.scot](http://www.gov.scot)

**£470 MILLION**

THE ESTIMATED ANNUAL COST TO HEALTH AND SOCIAL CARE SERVICES FOR MANAGING THE CONSEQUENCES OF FALLS

THAT'S **£1.3 MILLION** A DAY!



**18,000** UNSCHEDULED ADMISSIONS AND...



**390,500** BED DAYS EACH YEAR

DUE TO FALLS AND FRACTURES IN PEOPLE AGED 65 AND OVER

### WALES

source: [www.ageingwellinwales.com](http://www.ageingwellinwales.com)

ESTIMATED THAT **230,000 - 460,000**

PEOPLE OVER THE AGE OF 60 FALL EACH YEAR

UP TO **45,900**

OF THESE SUFFER SERIOUS INJURY: FRACTURE, HEAD INJURY, OR SERIOUS LACERATION

### ENGLAND

Source: Local Government Association (LGA)



FALLS ESTIMATED TO COST THE **NHS**

**£2 BILLION** A YEAR

BY 2020 UP TO

**1,000**

ELDERLY PEOPLE A DAY WILL BE ADMITTED TO HOSPITAL BECAUSE OF A FALL



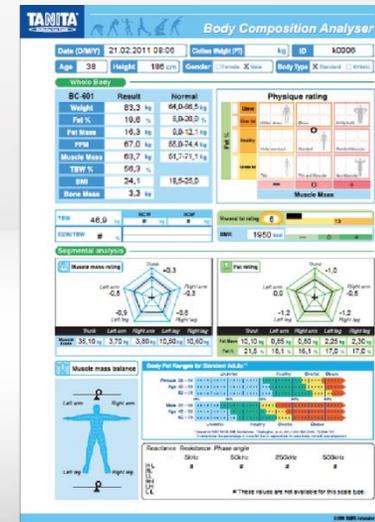
FALL-RELATED HOSPITAL ADMISSIONS AMONG THE ELDERLY INCREASED BY

**9%** BETWEEN 2014-2018

# What we are using...

## Measurements

- Weight
- Segmental body fat %
- Segmental muscle mass
- Body fat % (age 5 – 99 years)
- Healthy body fat indicator
- Total body water %
- Muscle mass in kg
- Bone mineral mass
- Visceral fat indicator
- Daily Calorie Intake
- Metabolic age
- BMI



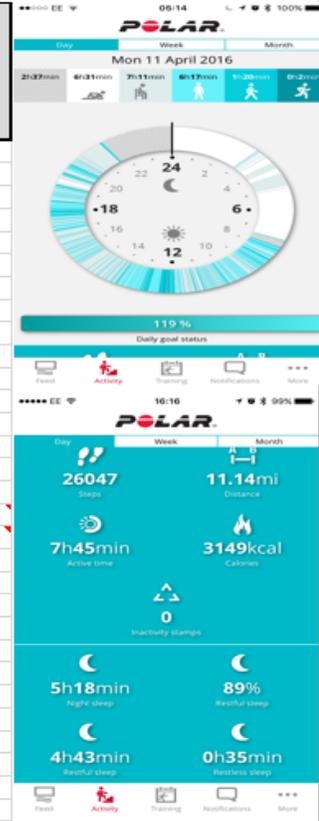
# Identifying Escalating Risk

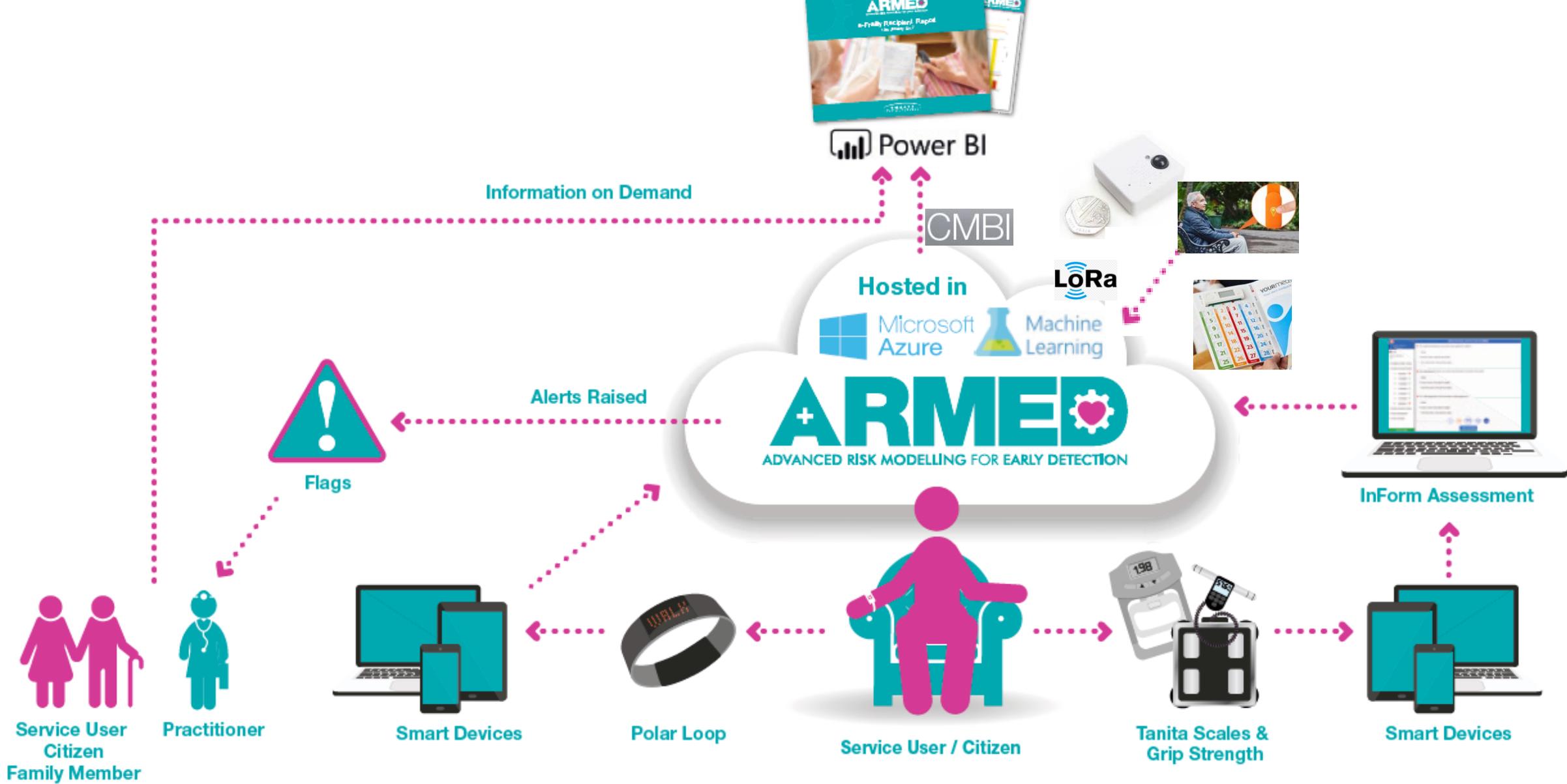
## The Known Unknowns



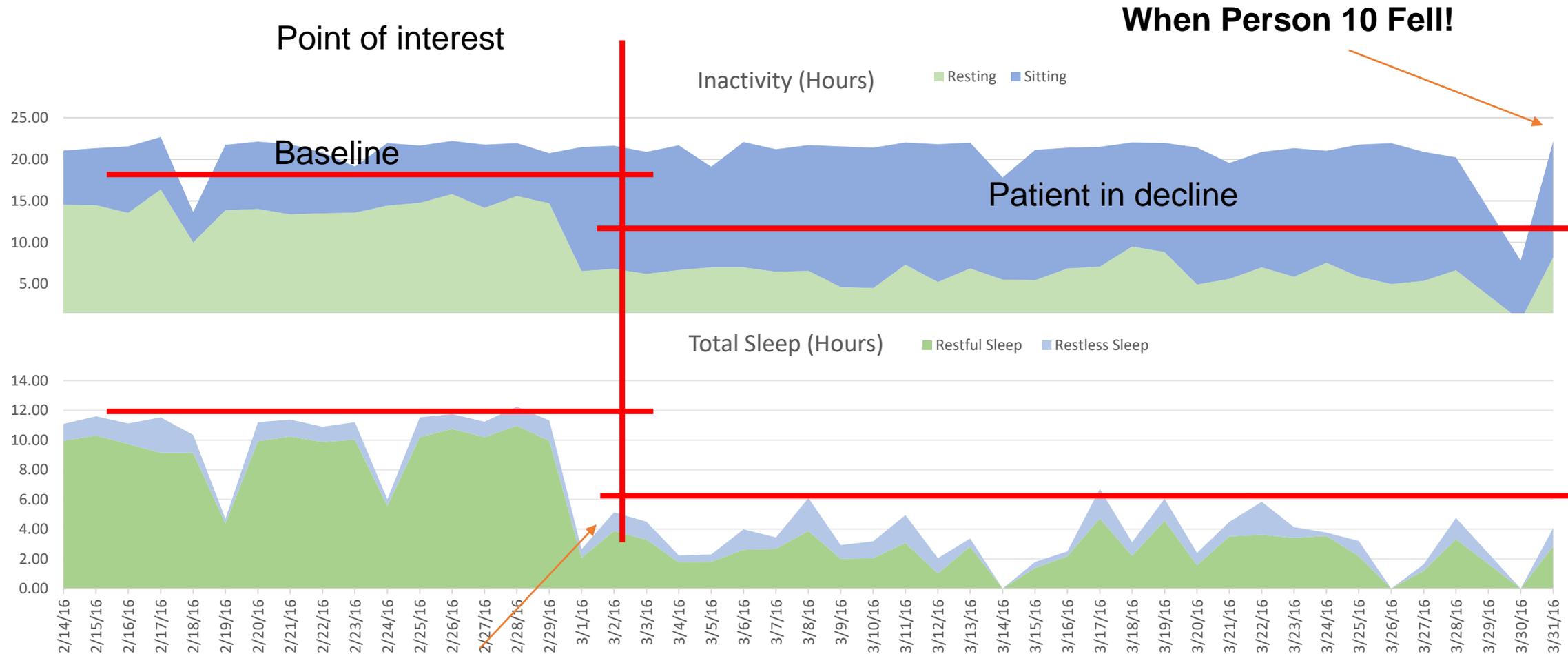
# Polar Wearables – Data Metrics – 10

Date	Resting	Sitting	Low	medium	high	Total sleep	restful sleep	Restless sleep	inactivity stamps	Distance walked	Steps taken	How is service user feeling today
01/03/2016	6h 33min	14h 55min	2h 31min	0	0	2h 40mins	2h 5mins	34mins	4	0.65mi	2346	Not so good
02/03/2016	6h 49min	14h 48min	2h 23min	0	0	5h 8mins	3h 53mins	1h 15mins	3	0.58mi	2112	Okay
03/03/2016	6h 13min	14h 41min	2h 42min	0	0	4h 30mins	3h 18mins	1h 12mins	1	0.65mi	2346	Okay
04/03/2016	6h 42min	14h 59min	2h 18min	0	0	2h 14mins	1h 46mins	28mins	3	0.56mi	2048	n/a
05/03/2016	7h 2min	12h 5min	1h 54min	0	0	2h 19mins	1h 48mins	30mins	3	0.49mi	1780	n/a
06/03/2016	7h 1min	15h 3min	1h 55mi	0	0	3h 59min	2h 37min	1h 22min	3	0.47mi	1714	Okay
07/03/2016	6h 29min	14h 43min	2h 47min	0	0	3h 27min	2h 40min	46min	2	0.71mi	2562	Not so good
08/03/2016	6h 36min	15h 6min	2h 17min	0	0	6h 6min	3h 53min	2h 13min	4	0.59mi	2136	Okay
09/03/2016	4h 38min	16h 55min	2h 26min	0	0	2h 57min	2h 0min	56min	2	0.60mi	2287	Not so good
10/03/2016	4h 31min	16h 53min	2h 35min	0	0	3h 11min	2h 3min	1h 8min	3	0.69mi	2514	Okay
11/03/2016	7h 19min	14h 42min	1h 50min	0	0	4h 58min	3h 4min	1h 53min	3	0.47mi	1724	Okay
12/03/2016	5h 15min	16h 34min	2h 10min	0	0	2h 3min	1h 1min	1h 2min	4	0.56mi	2032	Not so good
13/03/2016	6h 53min	15h 8min	1h 58min	0	0	3h 22min	2h 49min	33min	4	0.56mi	2014	Not so good
14/03/2016	5h 32min	12h 18min	2h 22min	0	0	n/a	n/a	n/a	0	0.60mi	2174	Not so good
15/03/2016	5h 28min	15h 40min	2h 40min	0	0	1h 49min	1h 23min	25min	3	0.85mi	3028	Okay
16/03/2016	6h 52min	14h 31min	2h 36min	0	0	2h 31min	2h 10min	20min	3	0.70mi	2520	Okay
17/03/2016	7h 6min	14h 24min	2h 30min	0	0	6h 43min	4h 44min	1h 59min	3	0.77mi	2788	Okay
18/03/2016	9h 30min	12h 31min	1h 42min	0	0	3h 7min	2h 12mins	55mins	2	0.48mi	1730	Okay
19/03/2016	8h 51min	13h 8min	2h 0min	0	0	6h 4min	4h 34min	1h 29min	1	0.57mi	2056	Okay
20/03/2016	4h 57min	16h 46min	2h 16min	0	0	2h 24min	1h 34min	50min	3	0.60mi	2176	Not so good
21/03/2016	5h 37min	13h 56min	1h 47min	0	0	4h 30mins	3h 31min	58min	2	0.52mi	1866	Okay
22/03/2016	7h 1min	13h 52min	3h 6min	0	0	5h 51min	3h 37min	2h 13min	1	0.81mi	2944	Okay
23/03/2016	5h 53min	15h 27min	2h 31min	0	0	4h 8min	3h 25min	43min	2	0.69mi	2468	Okay
24/03/2016	7h 33min	13h 29min	2h 48min	0	0	3h 46min	3h 33min	13min	2	0.84mi	2990	n/a
25/03/2016	5h 52min	15h 53min	2h 14min	0	0	3h 13min	2h 11min	1h 2min	2	0.65mi	2312	n/a
26/03/2016	5h 0min	16h 57min	2h 2min	0	0	n/a	n/a	n/a	3	0.58mi	2120	n/a
27/03/2016	5h 22min	15h 31min	2h 6min	0	0	1h 39min	1h 12min	26min	3	0.55mi	1986	n/a
28/03/2016	6h 41min	13h 34min	2h 39min	0	0	4h 46min	3h 19min	1h 26min	4	0.72mi	2592	n/a
30/03/2016	0h 37min	7h 12min	1h 16min	0	0	n/a	n/a	n/a	1	0.37mi	1296	n/a
31/03/2016	8h 14min	13h 56min	1h 49min	0	0	4h 5min	2h 51min	1h 13min	3	0.51mi	1844	n/a





# Patient 10 - Data Visualisation Following Recent Data Re-Analysis



**When the ARMED flag would have been raised. 32 days in advance of when person fell**



**E-Frailty – CM2000 Pilot Report**  
**(Nithsdale Mills & JM Barrie House)**

**Author:**  
**Moira Charters**  
**Head of Partnerships & New Initiatives**  
**Loreburn Housing Association**

26 June 2017

Following Initial POC Pilot,  
Wider Rollout of ARMED  
commenced in May 2018

# ARMED use Within Loreburn HA



- Reported falls since May 2018 (reported as @ 20/11/18) where ARMED **not deployed**

	Number of Reported Falls	Number of Unique Individual Fallers	GP Visit	Ambulance Called	Social Care Package Instigated
Sheltered Development 1	30	9	11	16	9
Sheltered Development 2	13	5	2	3	3
Sheltered Development 3	9	5	2	2	3
Sheltered Development 4	7	3	0	0	0
<b>Total</b>	<b>59</b>	<b>22</b>	<b>15</b>	<b>21</b>	<b>15</b>

- Establishments 1-4 (where ARMED has yet to be deployed), there has been 59 reported falls in this timeframe of 22 unique people
- There has been a lot of statutory service involvement of GP callout's, ambulances called, and packages of care put into place. This has conservatively costed at **approximately £200,000\***

How many falls has there been within Sheltered Development 5 where ARMED has been deployed? **ZERO!!!**

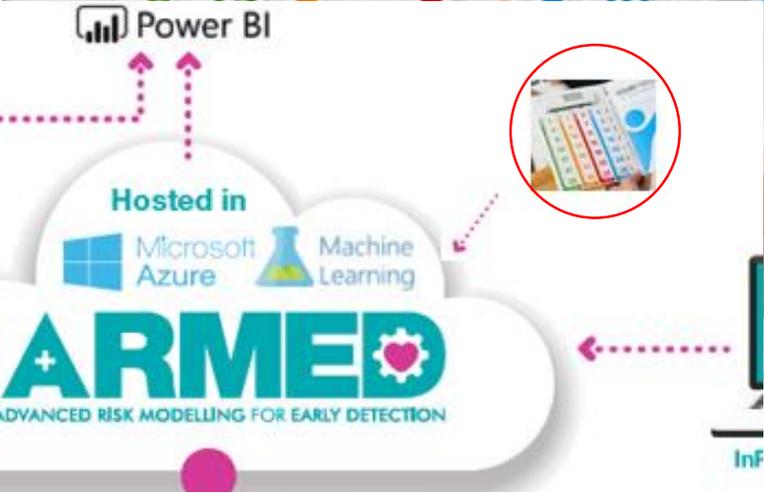
- In development 5 where we have the ARMED solution rolled out there has been zero falls. The cost of the ARMED solution over the same period would be **approximately £8,000**
- The ARMED solution in this example would represent a significant return in investment in the region of **25: 1** save to spend ratio

# Medication Adherence Management



**“What if we could identify issues like UTI’s prior to the person being diagnosed.....”**

- Fully managed by local pharmacies. Medications collected / delivered directly to the individual
- Provides an audible and visual prompt to the user with which medication number to be taken
- Alerts configured per person with where the “non adherence” messages are sent
- Provides data for future use within the ARMED analytics to identify common but problematic issues such as UTI’s
- 25% increase in adherence seen to data



# ARMED

ADVANCED RISK MODELLING FOR EARLY DETECTION

*Measure more,  
Live better*

We are part of

**HAS**  
technology group

Taking you to where technology matters

**ARMED**  
ADVANCED RISK MODELLING FOR EARLY DETECTION

**care management**  
inspiring excellence

**ezitracker**  
action through innovation

**Ezicare**  
making care easy

**PAMMS**  
INTELLIGENT CARE

**QUALITY INSIGHT**  
leading with intelligence

**savii**  
INC.

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## Innovation Showcase Session

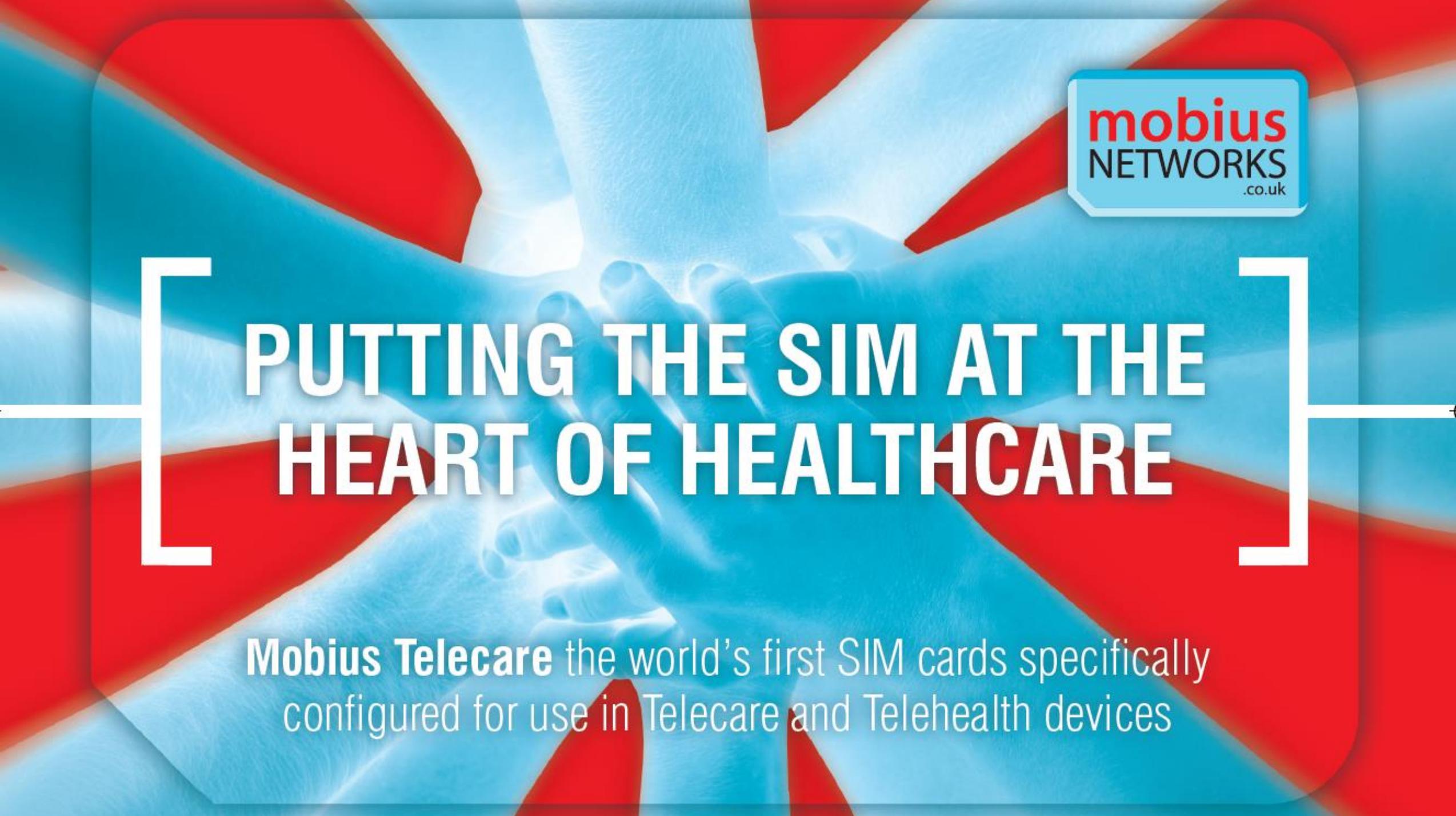


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The logo for Mobius Networks, featuring the word "mobius" in red lowercase letters and "NETWORKS" in black uppercase letters, with ".co.uk" in smaller black lowercase letters below it. The logo is set within a light blue rounded rectangular box.

**mobius**  
NETWORKS  
.co.uk

The background of the entire image shows several hands of different skin tones holding a SIM card together in the center. The image has a blue and red color scheme with a white bracket framing the central text.

# PUTTING THE SIM AT THE HEART OF HEALTHCARE

**Mobius Telecare** the world's first SIM cards specifically configured for use in Telecare and Telehealth devices

# Agenda

**Why is a SIM important?**

**What can be achieved**

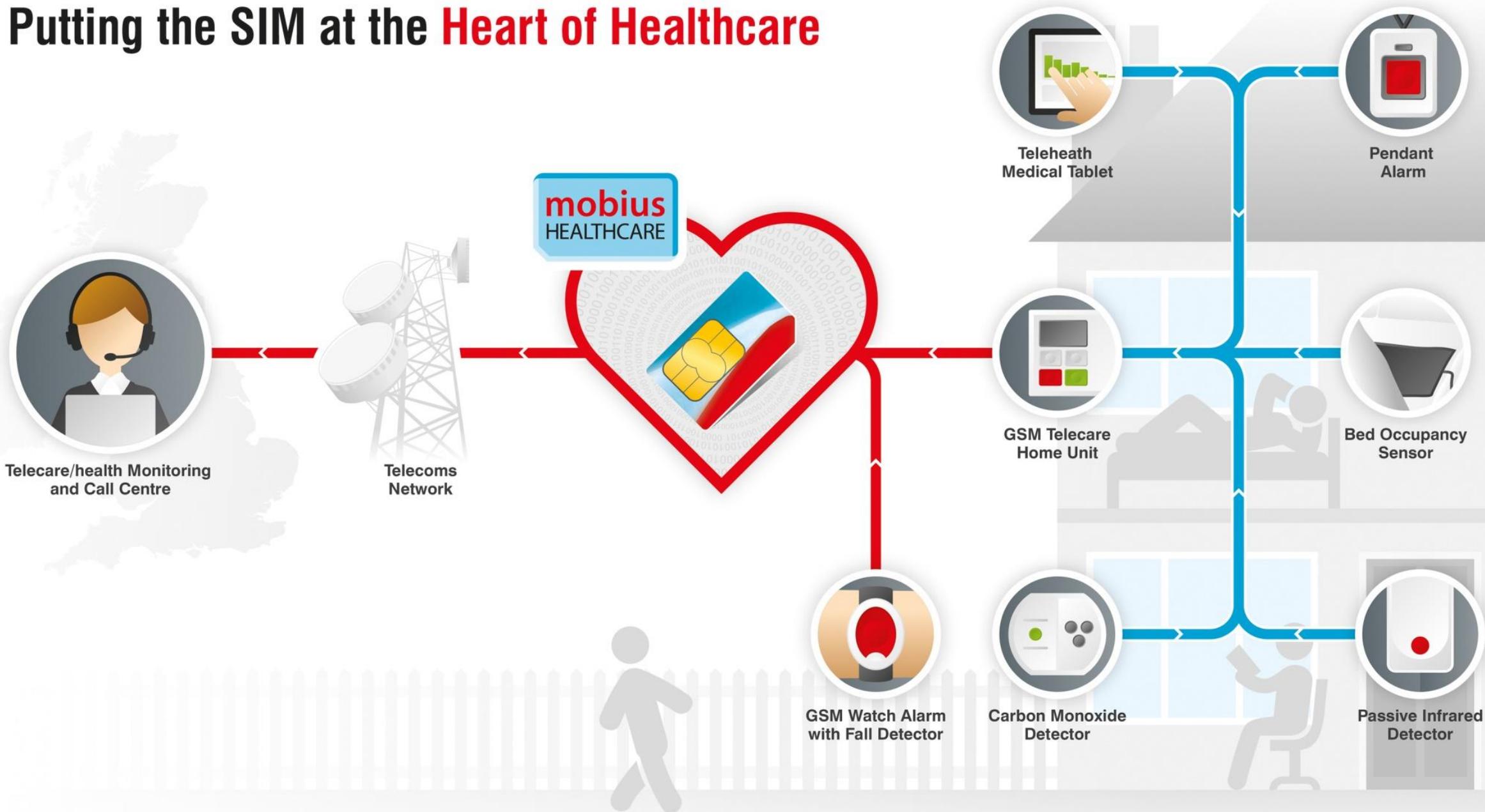
**Security**

**Who we work with**

**Case Study**



# Putting the SIM at the Heart of Healthcare



# What can be achieved

Proven uptime – 99.996% - 3 Year Average

Dual location network – Multi-path – Auto-failover (4s)

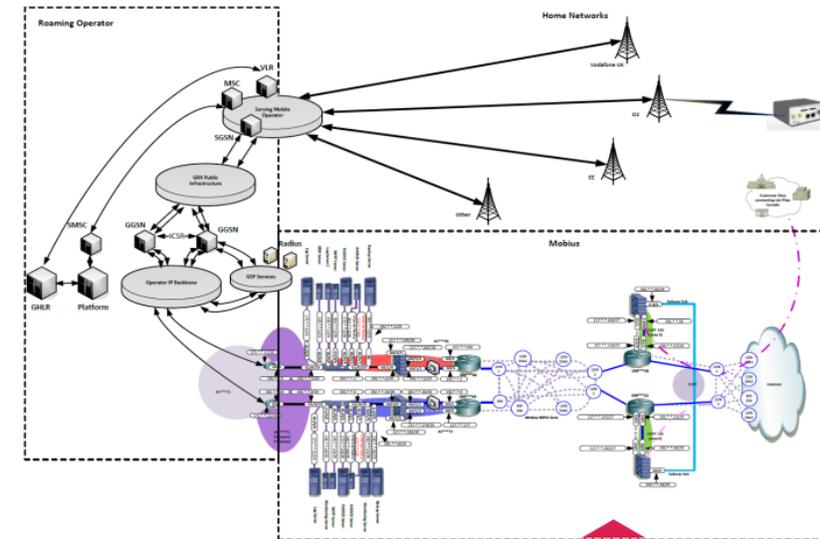
TSA QSF Accredited – Since 2017

Strong Support – ISO9001:2015

Security – PCI DSS Accredited since 2013



Quality · Safety · Innovation



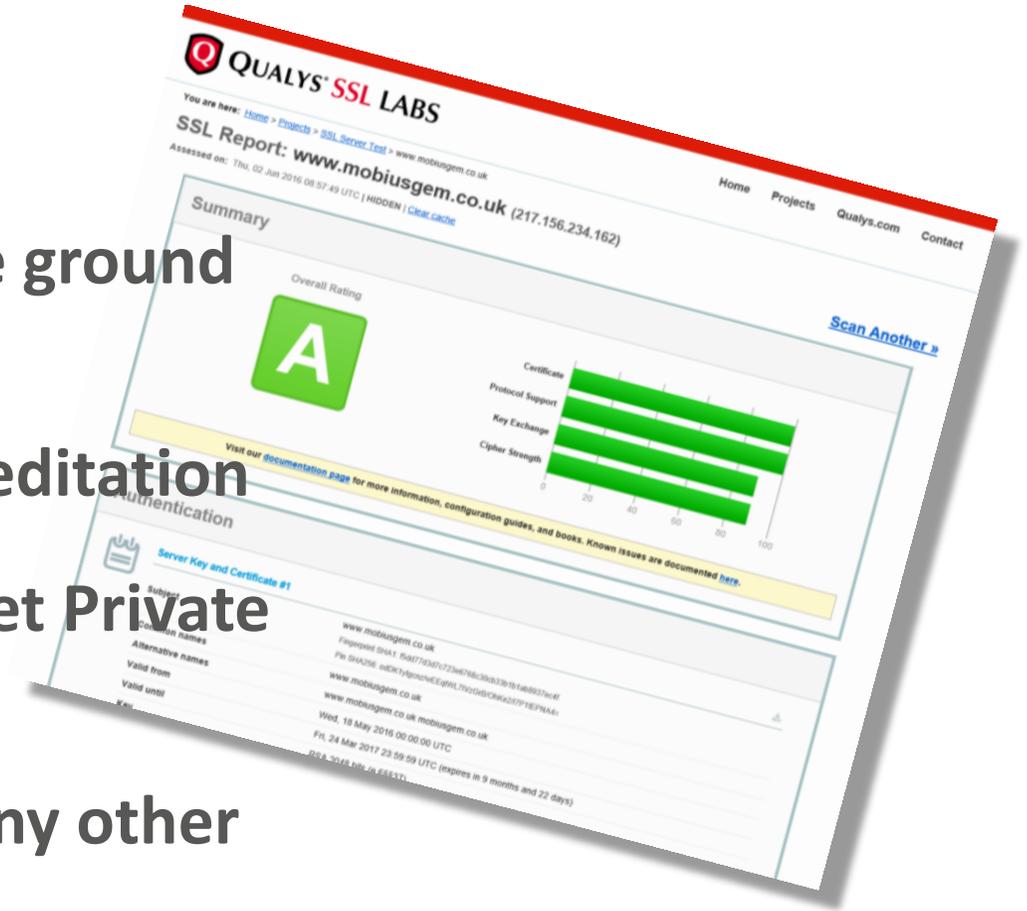
# IoT Security

Built for the credit card industry from the ground up

Only IoT MVNO to have full PCI DSS Accreditation

Only IoT MVNO able to provide full off-net Private Mobile Network (PMN)

More experience of building PMN than any other IoT MVNO



# Who we work with



All images remain the property of their respective owners



# Case Study – Worcestershire Telecare

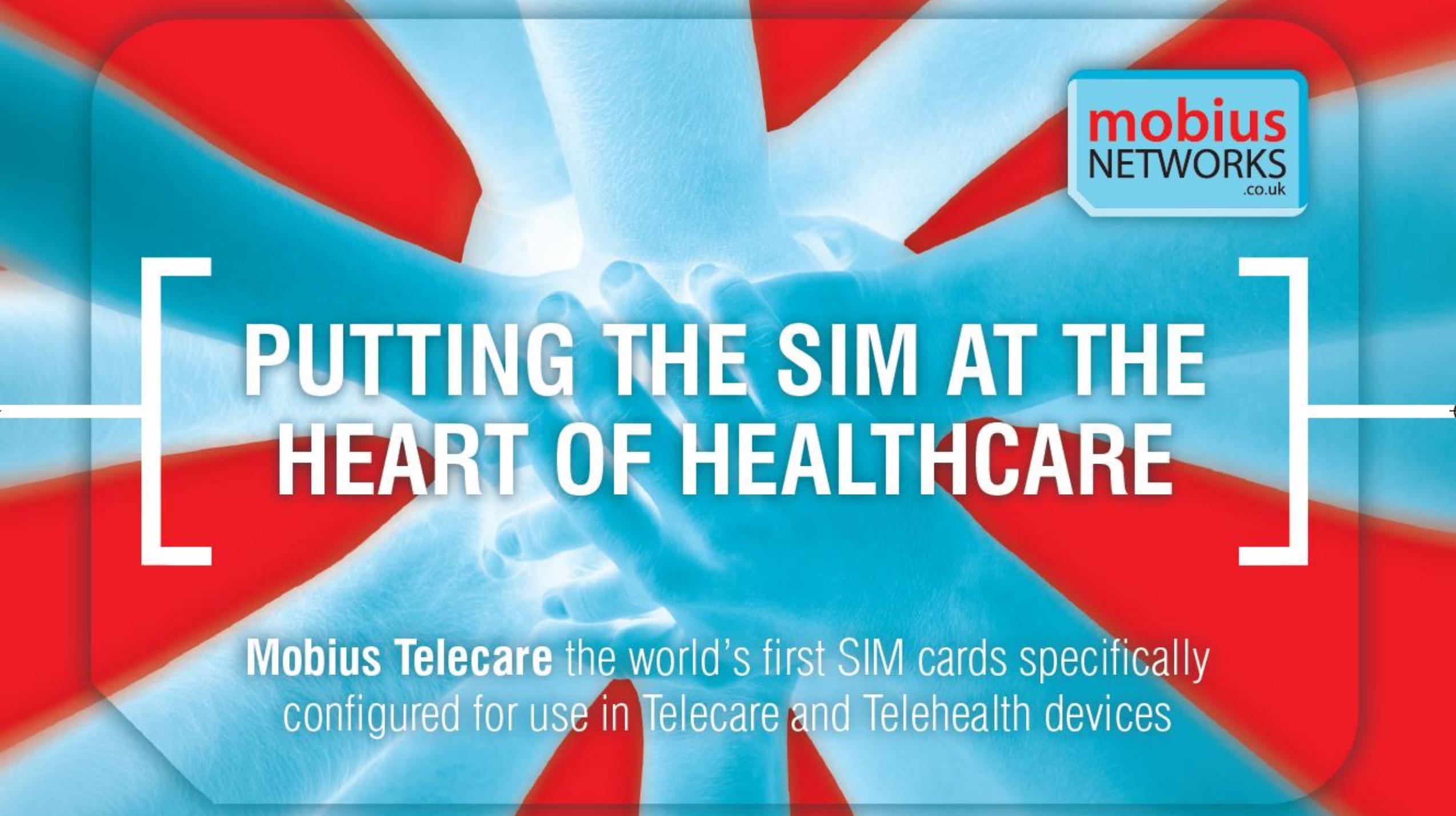
## The Status Quo

- SIMs perform ok, but not reliable enough for Telecare
- Worcestershire diagnosed their own issue.
- Frequent engineer visits
- Low confidence

## The Outcome/Benefits

- 100% reduction in service calls
- All prior “coverage issue” sites now online
- Long Term Partnership
- Visibility – Quality of Reporting
  - Accurate
  - Reducing Admin Time & Cost





**mobius**  
NETWORKS  
.co.uk

# PUTTING THE SIM AT THE HEART OF HEALTHCARE

**Mobius Telecare** the world's first SIM cards specifically configured for use in Telecare and Telehealth devices

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## Who are we?

- Aim – to introduce the UK’s first fully digital, designed for Cloud, proactive Telehealthcare services platform
- Innovation experts with over 20 year’s experience in **IT Solutions for the coordination of Health and Social Care.**
- Victrix and partners are a team of 12 highly qualified and experienced IT, Social and Health Care professionals (with the support from over 30 software developers in our **€1.3 billion** turnover partner **Getronics**).
- **Getronics** investment programme for 45% of Victrix in April 2018
- Joint market and technical development plan

# USER FOCUSED. GLOBAL. END-TO-END.

- Focused on business reinvention for over 130 years
- Direct presence in 23 countries
- 1.3 billion USD revenues
- 2,800 customers
- 9,000 employees
- 20 Data Centres with Pan-European footprint
- Global Workspace Alliance founding member
- 10m Workspace assets supported
- Service operations in 185 countries, one single point of contact
- 13 Service Desk Locations with 24/7 Support in 22 Languages



## Digital Inputs

VOIP  
Telecare  
Telehealth sensors  
IOT  
Health data  
Social Care data  
Survey data  
ENSOM protocol

## Data Processing

Risk stratification  
Prioritisation criteria  
Rule structuring  
Predictive analysis  
AI  
BI

## Digital Outputs

Automated workflows  
Outbound calls  
Digital media  
Health intervention  
Social intervention  
Actuators (domotics)  
Data output



# Aurora Platform

FEATURE	BENEFIT
<b>Designed for pure Cloud, local install/hybrid optional</b>	Easy to configure, install and maintain, reducing costs. Customer can also use local back-up while gaining confidence in Cloud security and reliability.
<b>No software installation required, only internet connection.</b>	Low maintenance and support costs, fast set up, very flexible. Remote workstations for part-time workers from home optional. Improves access to low-cost, high-skilled workforce, improving profitability.
<b><u>Customer Choice</u> - Administrator configured screen content (selects relevant data for standard presentation) and format (colours, position, size)</b>	Flexibility to configure screens with the appropriate amount of data depending on operator profile, increases efficiencies and service quality



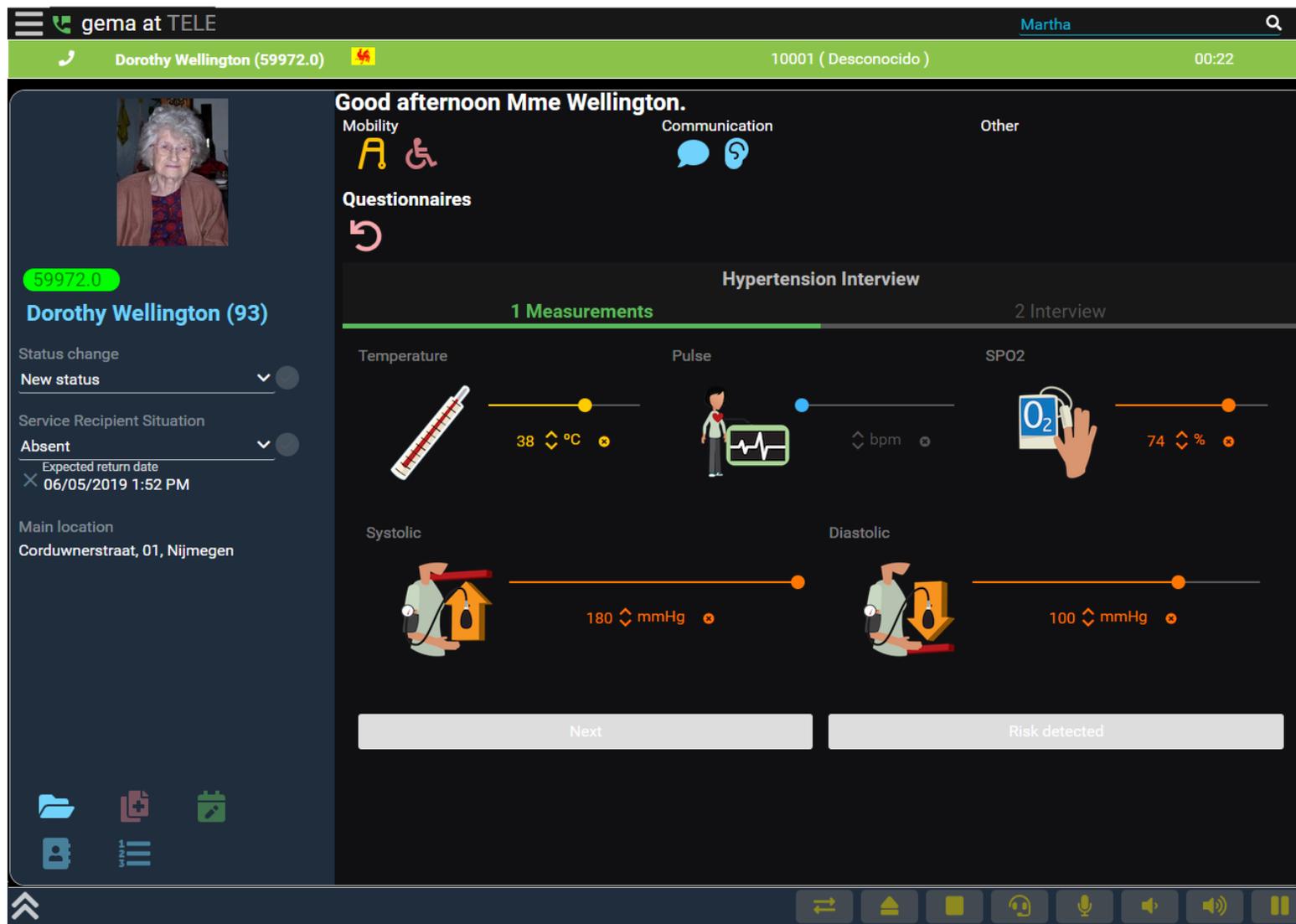
# Aurora Platform

FEATURE	BENEFIT
<b>Digital voice-recording via software</b>	Reduced cost (no need for third-party recording software), and highly efficient voice recording retrieval. Increases service quality and reduces costs by saving operator time.
<b>No telephony hardware, all telecare comms handled by state of the art Asterisk software <a href="https://en.wikipedia.org/wiki/Asterisk_(PBX)">https://en.wikipedia.org/wiki/Asterisk_(PBX)</a></b>	No servers required to receive traffic from the telecoms network, cheaper, more flexible, lower maintenance, saves time and cost.
<b>Person-centred domain model</b>	Allows service provider to offer telecare, advanced telecare, proactive telehealth, IOT, Activities of Daily Living monitoring, or simply proactive outbound calling, without the need to have a telecare unit.



# Aurora Platform

FEATURE	BENEFIT
<b>Psychometric questionnaires option - gather data to detect anxiety, depression, loneliness – key factors in deterioration of ability to optimally manage chronic disease conditions.</b>	Predictive and preventive approach to healthcare, improves quality of life, reduces cost of health and social care provision.
<b>Single data entry point on single database, valid across all users in the system</b>	No need for replication or synchronisation
<b>“Elastic Search” engine, built-in extremely powerful reporting tool <a href="https://en.wikipedia.org/wiki/Elasticsearch">https://en.wikipedia.org/wiki/Elasticsearch</a></b>	Fast and flexible management reporting, increases value to subcontracted service provision, and improves operational efficiency, reduces costs and increasing margins.



**gema at TELE** Martha

Dorothy Wellington (59972.0) 10001 (Desconocido) 00:22

**Good afternoon Mme Wellington.**

Mobility:   Communication:   Other

Questionnaires: 

**Hypertension Interview**

1 Measurements | 2 Interview

Temperature:  38  $\uparrow$  °C

Pulse:  bpm

SPO2:  74  $\uparrow$  %

Systolic:  180  $\uparrow$  mmHg

Diastolic:  100  $\uparrow$  mmHg

Next | Risk detected



# Price Model

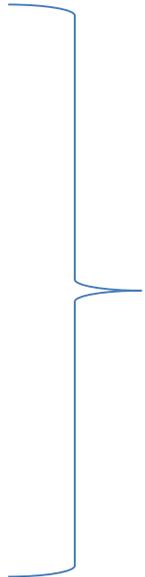
**VICTRIX CLOUD**

**Coordinated Health/Care**

**Telehealthcare**

**Proactive Telecare**

**Digital Cloud Telecare**



Only pay per use

**Traditional platform supplier**

£ ≈

**Standard Telecare**

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## Innovation Showcase Session

The logo for Appello, featuring the word "appello" in a lowercase, grey, sans-serif font. The letter "o" at the end is stylized with a small orange semi-circle above it, resembling a smile or a drop.

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# appello

TSA Innovation Showcase: Stirling

TONY BRENNAN, BUSINESS DEVELOPMENT MANAGER

TUESDAY 11th JUNE

# INTRODUCING APPELLO



- UK's largest telecare monitoring centre with over 190,000 connections.
- Developed the first end-to-end digital telecare solution in 2015-2016.
- Over 180 developments and over 6,500 residents benefitting from our digital telecare service, Smart Living Solutions (SLS).

Housing (21)



L&Q



C&C  
where inspiration lives



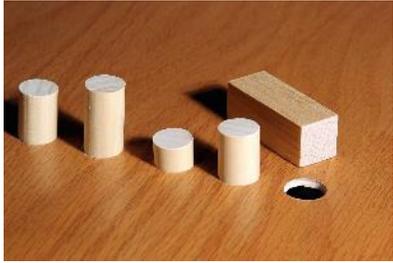
Plus Dane  
Housing

## Our digital journey started by creating the UK's first digital telecare monitoring centre

- At Careline, we monitor both analogue and digital connections.
- We have been monitoring thousands of digital connections across the UK for over 3 years.
- Received our **1 millionth digital call** in early 2019.
- Our large call volumes has enabled us to see the market impact of telecoms changes. Approximately 11% of analogue calls fail first time.

# Benefits of Appello Smart Living Solutions

## Future-proofed and Secure



Digital telecare removes the risks associated with upgrades to the UK telecoms network

## Aesthetics and Usability



The appearance of the technology is modern, discreet and removes stigmas associated with supported living devices

## Speed



Connection speed has been reduced from 1m40s to just 3s

## Data, Analysis and Insight



Rich data is readily available, supporting organisations to make better informed decisions about care and resources.

## Social Engagement



Integrated video supports a community environment and helps tackle loneliness and social isolation

## Opportunities



Digital enables other solutions to be integrated such as smart home and healthcare technology, creating a single package of support and care.

## The LivingHub: a gateway to digital telecare



The Appello LivingHub provides residents access to their suite of Smart Living Solutions. It is built with usability in mind – even for those who are unfamiliar with technology.

The digital touch screen display uses simple graphics and large fonts so residents can easily gain access to all the services Appello deliver to their home.

### Features include:

- Digital Emergency Alarm
- Non-emergency calls
- Room2Room video calling between residents.
- Video door entry
- I'm OK – notifications
- Direct links to your website for fault reporting etc...
- Home automation, where required.
- Wifi Enabled Hot Spots
- Blu-Tooth Connectivity



## Benefits of SLS are really valued by customers

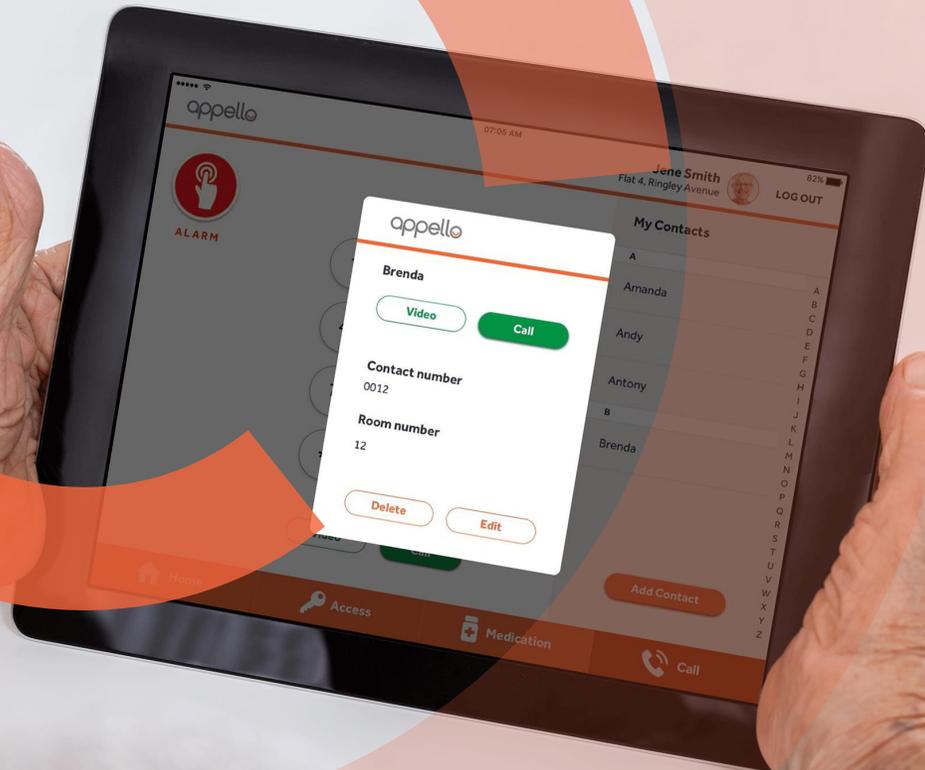


**82%** of residents feel that the connection speed of the new system gives them **greater reassurance**

**89%** of residents feel **safer** being able to see who is entering their property

**81%** of residents strongly agree or agree that communicating with the house manager via video is **less obtrusive**

**Over half** of residents feel that their **wellbeing** has been improved now they can communicate via video with residents



# DIGITAL NETWORK

- Upgrades to the network are progressing and will be complete over the next few years.
- The impact is already apparent, with analogue first time failure rates steadily increasing (currently 11%.)

“The best system for a digital network is a fully digital system”

BT, 2019

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# Introduction to TeleAlarm

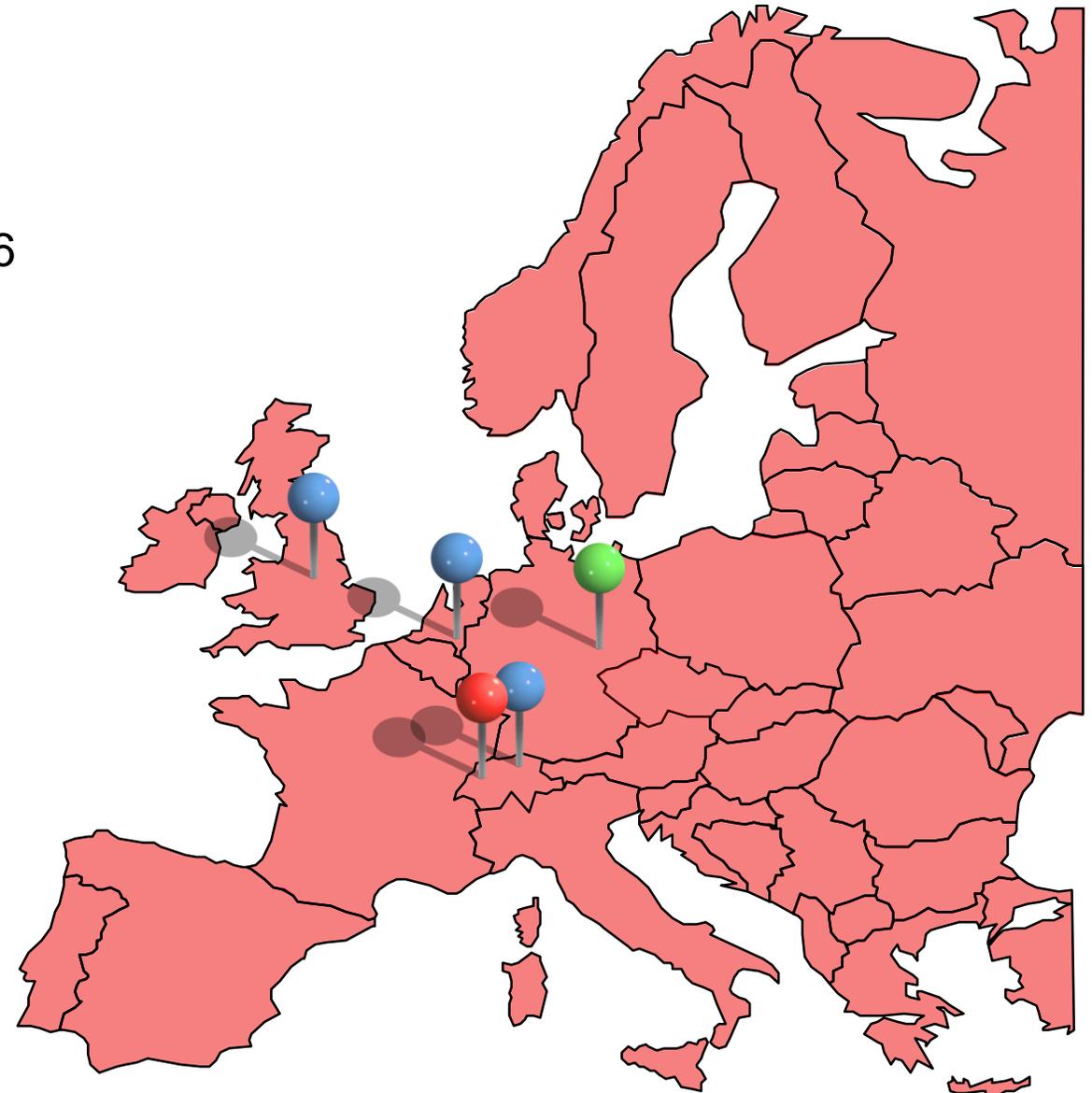
11/06/2019

Richard Bailey – Country Manager  
UK and Ireland



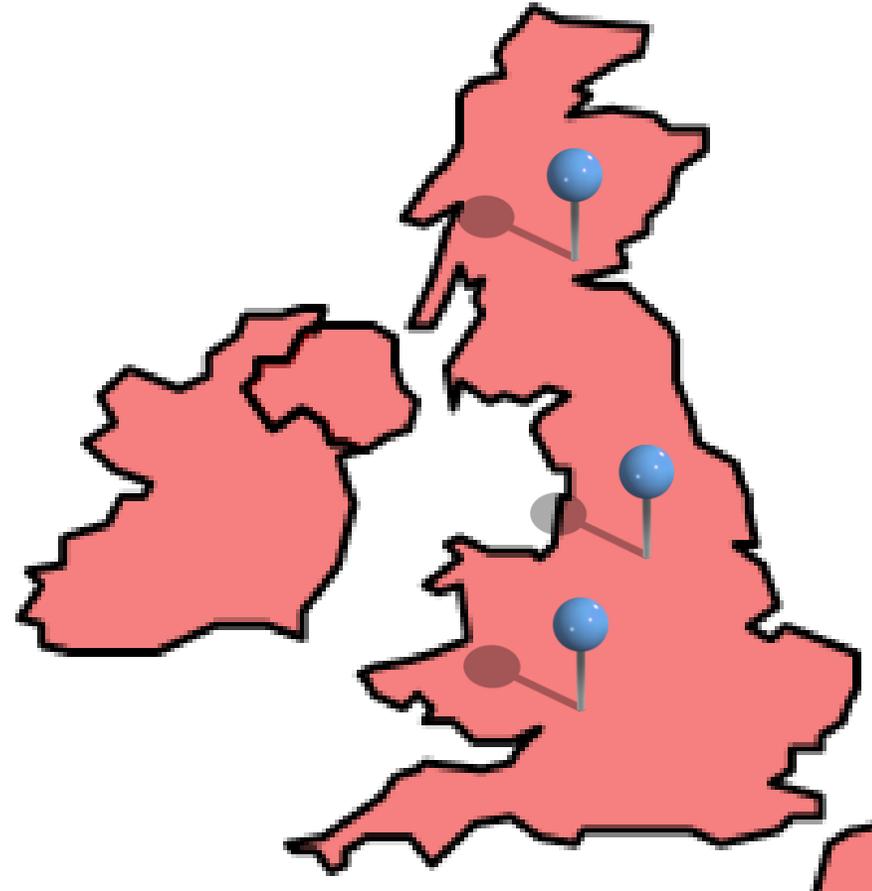
## Introduction to TeleAlarm

- Company founded in Switzerland in 1956
- Head office in Leipzig, Germany
- Manufacturing by our parent company, Leesys in Leipzig.
- R+D still based in Switzerland
- Sales teams in Germany, Switzerland, the Netherlands, Belgium and UK
- Export to France, Spain, Austria, US, South Africa
- TeleAlarm employs 50 staff
- Turnover approx. 12M Euros



## Experience in the UK and Ireland

- 10,000 Telecare units sold in UK and Ireland per year
- Our customers are local authorities, housing associations and private companies
- UK sales team – 3 members, each with over 20 years experience in TEC
- In June 2019 we have employed a Sales Manager for Scotland
- Scotland Excel framework award in 2018



## Experience in IP Technology

- In 2010 we developed our first Digital dispersed alarm unit
- In 2017 we launched our new range of digital dispersed alarm units
  - TA74 - Combined Analogue and fixed line IP
  - TA74 GSM - Combined Analogue, fixed line IP and GSM
  - Analogue protocols – including BS8521
  - IP protocols – including SCAIP
  - Compliant to EN 50134 standards for social alarms
  - Committed to the implementation of CENELEC EN50134-9 protocol
  - Device firmware can be upgraded remotely - futureproofing
  - Independently IP penetration tested (devices and cloud services platform)



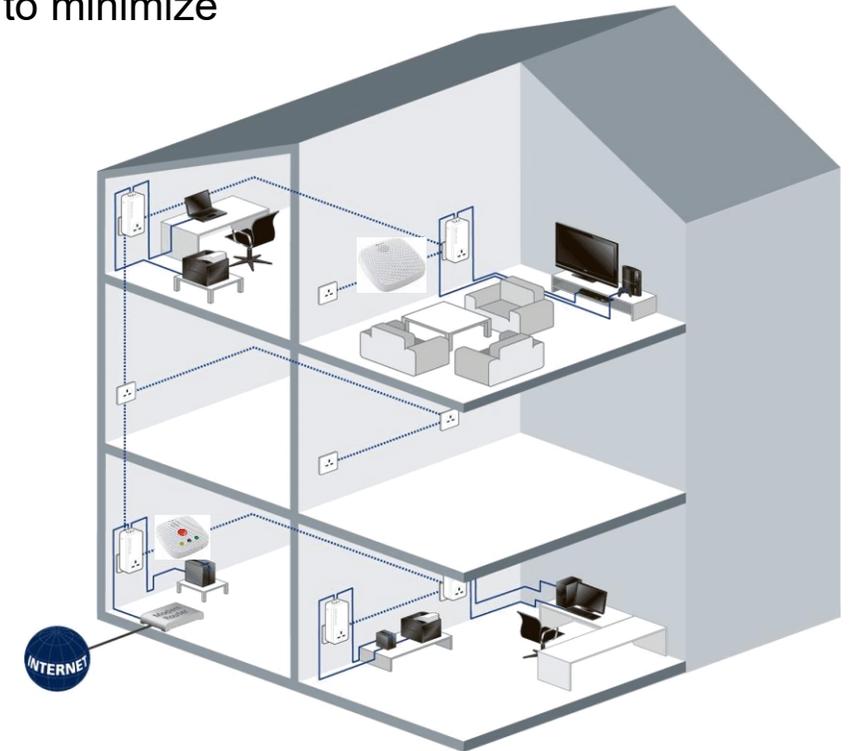
## Experience in IP Technology

- We have 2 live monitoring centres receiving both fixed line IP and Mobile IP dispersed alarm units
  - Dublin, Ireland
  - Dumfries, Scotland
- Installed base in UK and IE of around 12,000 digital dispersed units
  - 70% still using analogue protocols
  - 5% fixed line IP
  - 25% GSM/GPRS
  - 5000+ Analogue devices to be upgraded nationally starting July 2019
- Launched Cloud Services platform
  - Allows service providers to configure and monitor devices remotely
  - Evolving service with new features implemented regularly



## Experience in IP Technology

- New products launched – TA70 Audio Extender
  - Allows the service user to hear and speak to the operator from a different location in the property (internet not required)
  - Power line adaptors utilize the mains power in the user's home to minimize cabling and make installation simple



**Thank you!**

- Website: [www.telealarm.com](http://www.telealarm.com)
- Twitter: @TeleAlarmuk



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BUSINESS INTRODUCTION  
JUNE 2019



# CHIPTECH - COMPANY PROFILE

- ▶ Established in 2000, Chiptech is a specialist electronics design and manufacturing company, who create quality products to help people remain independent, safe and well in their homes.
- ▶ Chiptech is the largest equipment supplier of monitored personal alarms in Australasia
- ▶ Chiptech's products are manufactured to the highest standards in Christchurch, New Zealand. Safety is the most important factor in all we do.
- ▶ The main supplier to support the analogue to digital NBN migration in Australia. A proven set of products to support the roll out.
- ▶ Chiptech have supplied and are supporting in excess of 200,000 ERICA/EVE products
- ▶ Now launched in the UK, Chiptech are established to support UK and European customer's



# GOING DIGITAL

## RISK AND MITIGATION



**ANALOG**

- Traditional TELECARE has been an extremely reliable life safety service on 50v PSTN LINES for many years
- Moving to Digital presents risks – Resource / Comms / Process of switching / Cost
- CHIPTECH have huge experience in this field reducing Risk through years of innovation



**DIGITAL**

  
**chiptech**  
RISK MITIGATION

Risk	Mitigation
Comms availability	Multiple paths available in one unit (+ remote updates)
Bad Install – No Signal	Governed voice guided install + Comms monitoring/alarm
Power Consumption	Increased battery life (more than traditional PSTN)
Cellular network changes	Remote cellular updates
Cost	Low Cost Units No recurring fee for management portals SIM overage risk reduced – calls come from ARC
I need 2 pendant devices for in the home and out the home	Not now

# GOING DIGITAL

## IP DAU's AT A GLANCE

YEARS OF EXPERIENCE IN ASSISTING SERVICE PROVIDERS THROUGH THE ANALOGUE TO DIGITAL SHIFT.



### EVE (IP + ANALOUGE)

EVE enables quick communication to the monitoring centre when help is needed with multiple communication path backup.

2 Sim Slots + PSTN pathways.  
(5 Comms paths)

300m Peripheral range

80hr battery

Advanced Safety Functions

Remote Config/Updates

SIM A  
1 DIGITAL / IP  
2 ANALOGUE

SIM B  
1 DIGITAL / IP  
2 ANALOGUE

PSTN  
5. ANALOGUE

### EVA (IP) SELF INSTALL + APP

Voice guided installation to assist and govern adequate cellular coverage, and setup

Professionally monitored, App monitored or a combination of both.

300m Peripheral Range

70hr battery

Advance Safety Functions

Remote Config/Updates

SIM A  
DIGITAL / IP

CARER APP w/  
FALL BACK  
MONITORING

VOICE  
GOVERNED

## GO

Chiptech is proud to offer a new wearable mPERS solution, specifically designed for summoning help beyond the boundaries of the home.

The device works in the home connecting to base units and outside the home.

Chiptech's experience in developing personal emergency devices, combined with cellular and GPS location technology has culminated in the creation of this sleek wearable device. Following a button press, a report is sent to monitoring and users can be located via SmartCare® Locate, which plots GPS data.

Superb sound quality allows 2 way communication wherever you are.



# GOING DIGITAL

## GO – ONE PENDANT FOR INSIDE AND OUTSIDE



### GO

Chiptech's mPERS solution brings the inside, outside in one device. Working over mobile outside the home and communicating to EVE, EVA & ERICA inside the home.



LOCATION



SUPERB  
SPEAKERPHONE



AUDIBLE  
NOTIFICATIONS



MOBILE IP



869Mhz RADIO  
CONNECT TO HUB



REMOTE  
UPDATES

- 1-2 Month Battery
- Wireless Charger
- Lost Mode
- Waterproof
- Hypoallergenic Chain / Spilt Ring
- NO RECURRING FEES FOR THE PORTAL
- IP up and down on alert / Call back into unit from ARC (SIM Costs are governed)
- 4hr Rapid Charge
- Fall Sensor (Optional)
- Impact resistant
- LED Visual Feedback



THANKYOU

# TSA Connect

Learn, shape, network and collaborate.

## Innovation Showcase Session

**Mangar**  
HEALTH

PART OF THE  
**WINCARE**  
GROUP



@TSAvoice | #TECSvoice



Post Fall

Management  
Tool Kit

#UpLiftingCare

**Mangar**  
HEALTH

PART OF THE  
**WINCARE**  
GROUP

## Who are we?

- Established in 1981, Mangar Health design, manufacture and supply inflatable moving and handling and bathing equipment.
- Mangar's products protect healthcare professionals from musculoskeletal injury, a worldwide problem that costs employers billions, and enable independent living for people with limited mobility, promoting health and wellbeing.
- Mangar supplies telecare response teams, care homes, emergency services (every NHS Ambulance Trust), government funded organisations and hospitals
- We have global distribution across the UK, North America, Europe and Australasia



## THE CHALLENGE

People aged 65 and older have the highest risk of falling, with 30% of people older than 65 and 50% of people older than 80 falling at least once per year. (NICE, 2013).

Guidance predominately focuses on prevention but falls still happen.



## THE SOLUTION

Post Fall Management solutions that safeguard lives and reduce impact on NHS

Appropriate equipment

Training in ISTUMBLE health assessment

Support through an App

## THE FUTURE

Empowering better decision making around lifting

Better outcomes for fallers

Reduced impact on Ambulance Services and Hospitals

**Mangar**  
HEALTH

PART OF THE  
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GROUP

# The Impact

## Of A Long Lie

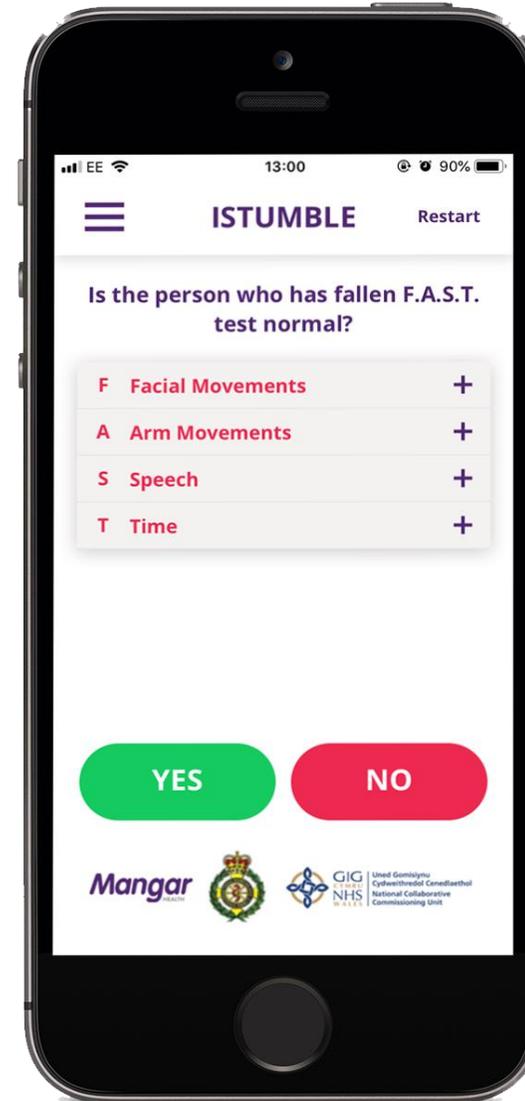
- Lying on the floor for a long time following a fall is one of the most serious consequences of the fall. Even a delayed initial recovery greater than 10 minutes will begin to impact a fallen resident and a 'Long-Lie' of more than an hour is associated with;
  - Skin damage resulting in pressure sores
  - Reduced confidence
  - Increased anxiety
  - Hypothermia
  - Dehydration
  - Pneumonia
  - Kidney failure (through rhabdomyolysis)
  - Death



# The Solution; Creating Better

## Through Education And Support

- Empowering care professionals to implement post fall management protocols and safeguard lives by;
  - Providing appropriate falls equipment
  - Building awareness around the impact of a 'long lie'
  - Identifying when it is important to call an ambulance
  - Training in health assessment techniques, used by the Ambulance Service – ISTUMBLE
  - Access to the ISTUMBLE App



# Benefits Of Good Quality

## Post Fall Management

- The faller can be assessed quickly and decisions about appropriate care made within minutes
- The fallers' families can be reassured their loved on is being lifted safely and not lying for hours on the floor waiting for help
- The portability of the Camel inflatable lifting cushion means it can be used inside or outdoors, so it doesn't matter where the fall happens
- The ISTUMBLE App has been developed as a quick check facility to ensure a health assessment takes place accurately at the time of the fall
- Faster intervention of an uninjured resident after a fall reduces the likelihood of the resident requiring an admission to hospital.
- The faller experiences a dignified lift and remains in their home



PART OF THE  
**WINCARE**  
GROUP

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## Innovation Showcase Session



**ABILIA**



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# Cognitive disabilities and their effect

## Memory

- Difficulties to remember duties and assignments
- Hard to remember tasks and the correct order

## Planning

- Difficulties to structure and schedule in relation to time

## Time perception

- Hard to know when a task is to be performed, how long the activity is going on, as well as limit the scope and end an activity.

## Initiative

- Difficulties starting up activities

## Problem solving, communication

- Hard to take in information, to remember, and to stick to a plan



Stress and anxiety from daily life

# Cognition Support

- Our cognition solutions are supporting people and their loved ones whether they be adults, children or families as a whole to increase their independence, improve self-worth, make their contribution to society and to the workforce.
- There are many case studies across our web-site [www.abilia.uk](http://www.abilia.uk) about how we have supported people and organisations in a variety of ways. ;
  - Dementia
  - Learning Disabilities
  - ADHD
  - ADD
  - Stroke
  - Brain Acquired Injury
  - Mental Health
  - Autism

# MEMOTimer



£89.00

# MemoDayPlanner



£380.00 - £545.00

# HandiCalendar



£120.00 pa

Thursday 16 May 2019 w20

Close Thursday 16 May 2019 w20 Edit

07:30 - 08:00

**Get up**

Checklist

- Get dressed
- Breakfast
- Brush teeth
- Deodorant

10:06 Wed 15 May 79%

Wednesday 15 May 2019 w20

Week 20 May 13 - May 19 2019

13 MON	14 TUE	15 WED	16 THU	17 FRI	18 SAT	19 SUN

10:10 Fri 17 May 43%

Saturday 18 May 2019 w20

Close Saturday 18 May 2019 w20 Edit

ALL-DAY

**Visit nanny**

Note

We will be visiting Nanny today, we will leave at 2pm and take Taylor to his Party, we will wait for an hour and then pick up Taylor and drive straight to nanny's house, we will be staying the night and coming home Sunday after lunch.

# Thank you

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