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Introduction

A cloud platform for efficient and scalable alarm management

skyresponse.com

Marcus Ullholm

My passion is to connect and enhance international digital solutions

- Business Area Manager ARC Solutions
- More than 15 years of Business Development experience within IT-technology, security and cloud services
- Located in Stockholm, Sweden
- 42 years old
- Partly due to Corona and all the time working from home lately, crazy about the outdoors nowadays!



Market trend and challenges

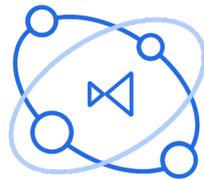


Shift from Analog to digital, Increased demand from users regarding new technology. “Next generation telecare expected to be bigger than traditional Care market by 2022”

Source: Bergh Insights Connected report



Increased cost and workload for operators. As example, >70% of the ARCS in Sweden gone due to lack of CAPEX capabilities.



Increased demand on data dependencies and exchange between various system/platforms.



Increased demand of resilience, business continuity and data protection.

Options for ARC's moving forward

- Do nothing...
- Just convert Analog to Digital so solve the problem here and now.
- Invest in new Licenses and hardware upfront (traditional).
- Start a tender for future proof Cloud solution with great interoperability and resilience.

Some recommendations based on experience if you are moving to the cloud

- To purchase an ARC solution “as a service” requires different skills, mindset and strategies than traditional IT procurements. Ask for advice!
- Focus your requirements on desired outcome and needs, not hardware or features.
- Avoid dictating specific methods, equipment or part numbers needed etc. in the tender.
- Encourage vendors to recommend alternatives to deliver or improve the desired outcome you seek.

Our solution



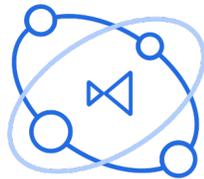
The Skyresponse way



Our open and well documented **alarm** API's makes our platform hardware agnostic and enable our customers and partners to easily and fast integrate new transmitters.



Using the Skyresponse cloud platform enables intelligent alarm distribution between different operators and resources – seamless and with a full audit trail.



Open and well documented **admin** API's enables easy exchange of data and interoperability between different systems and platforms.



Our cloud platform includes Disaster Recovery, certifications, proven integrity and high-end SLAs by design.

Proven results with Skyresponse Cloud Services

“With Skyresponse and compared to other alarm handling platforms we get 50 % shorter lead-time to integrate new products and alarm transmitters into the solution”

Martin Petersson, Technical Manager, Doro Norway AS



“With Skyresponse, you reduce administration regarding customers and alarm routines by about 30% compared to other alarm management platforms”

“With it's flexible pricing, we can test 50% more new services than before we started using Skyresponse - Our "time to market" has decreased by about 6-8 months since before.”

Phil Turner, CEO on 24hr Solutions



Skyresponse at a glance

- A Swedish tech company raised from within the alarm management sector.
- HQ Stockholm
- 2014 first telecare customer (Swedish municipality)
- 2016 first ARC and Solution Provider in the UK (safety)

Now:

Offers a true cloud-based alarm management solution for:



- 4,5 million events and alarms handled monthly
- 450 customers in 9 countries

By default: high security, integrity and compliance



Partners and customers



Thank you!

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