



A Person-Centred Approach to a Digital Future

Lee Balfour – Sales Director

Who we are



- Founded in 2004 in Finland.
- Providers of digital living solutions since 2007.
- European market leader in digital grouped living solutions.
- Offices in Finland, Sweden and the UK.
- 10% of our revenue is invested back into R&D.
- Service 100,000+ clients per annum.
- We offer a person centred digital 'plug and play' wireless solution.

Industry Partners



TSATM

Member
Organisation



Certified Organisation



Alphatrack
systems



eSeye
INTELLIGENTLY CONNECTED



EXCITING
NEWS!
COMING
SOON
(2024)

A Few of Our Clients



CLARION
HOUSING GROUP

COMMUNITY
HOUSING



City of
Westminster



Our Solution



**DIGITAL
TS/BS
PROTOCOLS**

**MULTI
LAYERED
RESILIENCE**

**WIRELESS
PLUG & PLAY**

SCALEABLE

**COST
EFFECTIVE**

**PORTAL &
APP
(DATA)**


**NO SINGLE
POINT OF
FAILURE**

SUSTAINABLE



The Power of Data





Dashboard

Device management

Staff members

Receiver groups

Alarm routes

Reports

Statistics

Activity monitoring

OnOn

Lee
MyEveron5
Everon UK demo
C0250A01

Change password

Statistics

Alerts Care recipients

Time: Last 90 days

Filters: Location Device Device type Alert route Staff Search Reset

Alerts

177

Location: Everon Sales Team Demo Units
Alerts: 177 alerts

Showing 1 OF 1

Alerts per alert type

Alert type	Alerts
Doorswitch (PL-120)	7 alerts
Door is still open	3 alerts
Door opened	3 alerts
Door closed	1 alerts
Alarm button (PL-100)	7 alerts
Alarm	7 alerts
Controlswitch (PL-105F)	16 alerts
Alarm	14 alerts
No connection	1 alerts
Button jammed	1 alerts

Show more Showing 8 of 18

Alerts per day

Day	Motion detector (PL-125)	Controlswitch (PL-105F)	Alarm button (PL-100)	Base station (TP-202G)	Doorswitch (PL-120)
Monday	15	2	1	1	1
Tuesday	110	10	2	1	1
Wednesday	0	0	0	0	0
Thursday	5	0	0	0	0
Friday	10	5	1	1	1
Saturday	0	0	0	0	0
Sunday	0	0	0	0	0

Alerts per hour

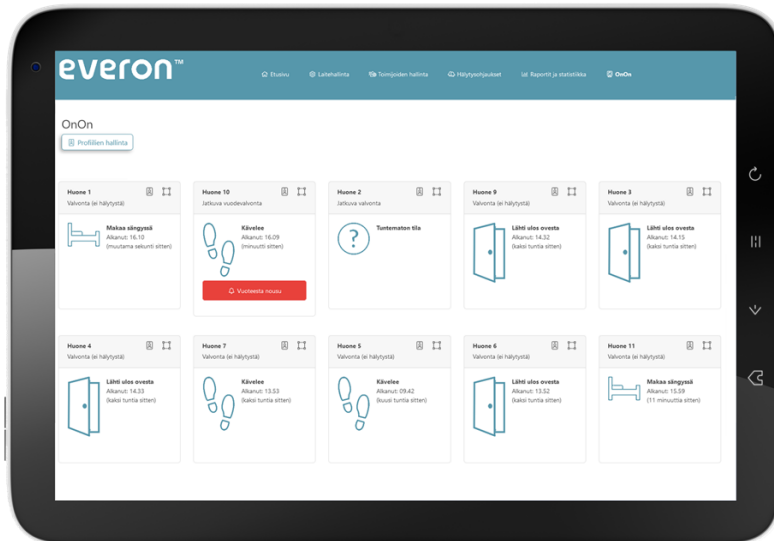
Hour	Motion detector (PL-125)	Controlswitch (PL-105F)	Alarm button (PL-100)	Base station (TP-202G)	Doorswitch (PL-120)
00:00	0	0	0	1	0
01:00	0	0	0	0	0
02:00	0	0	0	0	0
03:00	0	0	0	0	0
04:00	0	0	0	0	0
05:00	110	10	2	1	1
06:00	0	0	0	0	0
07:00	2	0	0	0	0
08:00	5	2	1	1	0
09:00	35	10	5	1	1
10:00	25	10	1	1	0
11:00	30	10	1	1	0
12:00	25	5	1	0	0
13:00	5	1	0	0	0
14:00	2	0	0	0	0
15:00	0	0	0	0	3
16:00	2	0	0	0	0
17:00	0	0	0	0	0
18:00	0	0	0	0	0
19:00	0	0	0	0	0
20:00	0	0	0	1	0
21:00	0	0	0	0	0
22:00	0	0	0	0	0
23:00	0	0	0	1	0

Improving Outcomes



OnOn Smart Sensor

5in1 Sensor



Person Centred Roadmap



1. Customer Contact

- Direct Contact
- Referral
- Social Media
- Internet

3. (Objectives & Outcomes)

- Challenges
- Size of organisation
- Requirements
- Location
- Purchase pathway

5. On-Site

- Current Solution (**Interoperability**)
- Resident needs
- Team needs / Efficiencies
- Site analysis
- Signal survey

7. Agreement

- Financial discussion
- Objections discussed
- Agreement reached
- Order sent & signed (**Cost-effective**)

9. Commissioning

- Engineers onsite
- Org team onsite
- Electricians onsite
- Install commences (**Quality focussed**)

Acquisition

Initial Contact

Needs Analysis

Demonstration

Site Survey

Quotation

Negotiation /
Agreement

Agreed Install
Plan

Installation
Commences

2. Communication.

- Telephone
- E-Mail

4. Our Solution

- Teams or Face-Face
- End to end demo
- Q&A
- Objection discussion

6. Financials

- Quotation sent to the team for discussion based on site survey

8. Timescales

- When?
- Start date & time
- Who is involved
- Agree a date

Why Everon?



**SERVICE
AVAILABILITY**

RELIABILITY & QUALITY

**DATA
DRIVEN**



Quality • Safety • Innovation



Key Takeaways



TIME = CRITICAL



TRUST = PARTNERSHIP



QUALITY = CONFIDENCE



GSM SOLUTIONS = SAFETY & RESILIENCE



Thank you

Lee Balfour
Sales Director
07931 990352