WE ARE VISIONARY





WE ARE TRUSTWORTHY











WE CARE



#WE ARE DORO

'GO DIGITAL WITH DORO'

Warren Gooding Key Account Manager - Scotland

- ☐ COMPANY OVERVIEW
- ☐ DORO EXPERIENCE IN DIGITAL TECHNOLOGY
- ☐ UK ANALOGUE TO DIGITAL MIGRATION
- **□** DORO DIGITAL SOCIAL ALARMS
- **☐** TELECARE PERIPHERALS



OUR MISSION

To develop and offer smart technology to help seniors live better lives. Ensure our products and services create improved safety and quality of life, and the possibility for seniors to live with the dignity and independence they deserve.



DORO IN BRIEF

- ☐ Established in 1974.
- ☐ HQ & R&D based in Sweden
- ☐ 1,200 employess worldwide
- ☐ The world's first digital alarm in 2008
- ☐ 250,000+ digital units installed across Europe
- ☐ 2.7M mobile phones sold to seniors per year
- ☐ Listed company with annual revenue of £175M
- ☐ Substantial growth through successful acquisition
- ☐ Leading UK service provider over 240,000 connections
- **□** 8 ARCs supporting 8M alarm calls per year
- ☐ Doro Victrix digital ARC platform



COMPLETE RANGE OF PRODUCTS & SERVICES OFFERING TAILORED INDIVIDUAL SOLUTIONS











SOCIAL ALARMS

MOBILE SOCIAL ALARMS

PERIPHERALS

ALARM RECEIVING
CENTRES



SWEDEN MAKING THE **TRANSITION FROM ANALOGUE** DIGITAL





- ❖ In 2007 Swedish telecom upgraded their core network to an NGN & 20% of analogue social alarm connections failed.
- One failure tragically resulted in a fatality.
- **❖** The government set a target for all social alarms to be digital by the end of 2018.
- Hybrid analogue solutions (ATA's) were avoided and switching to end-to-end digital solutions was crucial to ensure a reliable service.
- Sweden is now leading the way in the move to digital social alarms
 Doro has played a significant part in this transition.
- **❖ 290** municipalities in Sweden. Doro Care works with 158 municipalities with over 240,000 Doro social alarms .
- **❖** 98% of the digital social alarms run over GSM with roaming SIM cards.



UK ANALOGUE TO DIGITAL MIGRATION

- BT, Sky, Virgin & TalkTalk all upgrading from A2D with all analogue lines due to be closed by 2025.
- Service providers have two options try and update analogue units to keep them working or switch to a fully digital unit.
- □ TSA stated monitoring centers experiencing 14% handshake failures.
- □ ATA adapters can work as a temporary measure, but will not fix the handshake failures and will not work if power cut.
- 900,000 dispersed alarms need to be upgraded to digital in the next 4 years.



DIGITAL DEVICES INSIDE THE HOME



CareIP Mobile (Recommended)

- > SIM and Ethernet
- > 2G (2G switch off 2028)
- ➤ Analogue and Digital
- ➤ 48hrs battery backup



Care Mobile

- > SIM Only
- > 2G (2G switch off 2028)
- Digital Only
- > 48hrs battery backup









Eliza

- > SIM / Ethernet & Wi-Fi
- > 4G with 2G/3G backup
- Digital Only
- > 72hrs battery backup
- Added connections for interoperability inc BLE Bluetooth and Zigbee

CareIP

- > Ethernet Only
- Digital Only
- ➤ 48hrs battery backup





COMMUNICATION

Secure social alarms need resilient, reliable communication solutions

- High quality M2M SIM card (CSL)
- Fixed monthly cost covering call time and data
- Roaming 'always-on-line' solution
- Secure end to end connectivity via VPN
- Doro unique subscription model with monthly payment only for 'active' SIM's





I-CARE® ONLINE

The functions of our carephones can be controlled by Doro's Cloud based DMP i-care® online.

- Accessible 24/7 on PC, smart phone or tablet to check automatically the status in real time.
- ☐ Digital telecare systems are always online, so any errors can be quickly identified and fixed
- Monitor individual devices power, battery levels, mobile signal strength.
- Sends Email or SMS notifications when the broadband/GSM has been disabled.
- Remote programming of telecare accessories and firmware updates.
- Template creation for quick programming.
- Batch Programming.
- ☐ System operation is clear, user friendly saving time, effort and money.









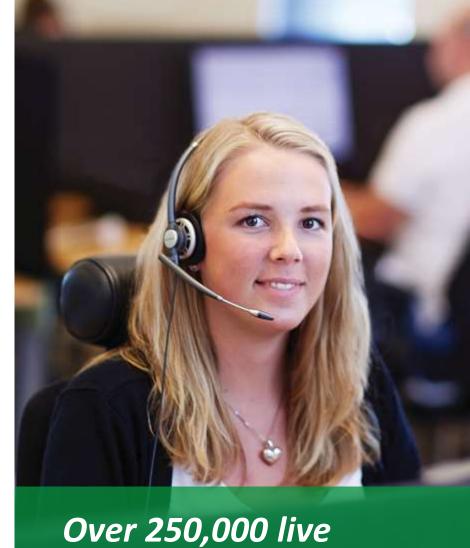
DORO DIGITAL SCAIP UK COMPATIBILITY



Currently in the UK 30+ UK clients with over 10,000 units connected digitally to their ARCs.

Successfully tested and compatible with:

- ☐ Jontek/Answerlink
- ☐ Enovation/UMO
- ☐ Tunstall/PNC
- ☐ Appello/CareNet
- ☐ Chubb/Saturn
- ☐ Doro/Victrix



Over 250,000 live Doro digital units across Europe.

COMPLETE RANGE OF ACCESSORIES

Operates on the European Social Alarm frequency 869MHz

- Flood detector
- Heat detector
- Smoke detector
- Gas/CO detector
- and more
- Fall sensor
- Motion sensor
- Bed/chair/floor sensor
- Door alarm
- and more













- Voice alarm
- Ping Pong alarm
- Blow alarm
- PikoButton
- and more
- Pill dispenser
- Epilepsy sensor
- Bogus caller
- Pull cord
- and more







