

**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

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- ❑ Established in 1974.
- ❑ HQ & R&D based in Sweden
- ❑ 1,200 employees 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 TO 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*



- Voice alarm
- Ping Pong alarm
- Blow alarm
- PikoButton
- *and more*

- Fall sensor
- Motion sensor
- Bed/chair/floor sensor
- Door alarm
- *and more*



- Pill dispenser
- Epilepsy sensor
- Bogus caller
- Pull cord
- *and more*



# DORO ROADMAP

Doro will continue to develop and integrate new products and especially sophisticated services into our TEC portfolio to give service users safety and a greater quality of life





An elderly woman with short, wavy, light brown hair is shown from the chest up. She is wrapped in a thick, textured green blanket and is looking off to the right with a gentle, contemplative expression. The background is a soft-focus view of a beach with sand and a calm sea under a pale, overcast sky. The text 'FUTURE IS DIGITAL' is overlaid in the upper right quadrant in a bold, green, sans-serif font.

FUTURE IS  
DIGITAL





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