

# A digital core that's bearing fruit

June 2021

Stuart Carroll – National Sales Manager



**ASSISTED LIVING & HEALTHCARE**

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# Assisted Living & Healthcare Business Unit



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# A Trusted Technology Partner

- We offer continuous innovation and bring a significant track record in best value and long-term ownership
- We are a solutions provider who will work with the customer to meet their exact requirements
- Company ethos – Choice, interoperability, Trusted Technology-Caring for people
- Our products & services meet/exceed all European standards for safety critical, social alarm systems
- Our products are designed to be fully open protocol creating choice and facilitating best value
- Our products & services are available direct or through multiple frameworks and procurement portals

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# A2D, What has Legrand been doing?

- Embarked upon a substantial R&D programme designed to transition all platforms from analogue to digital
- Leading on the development of new European wide standards
- Heavily involved in the Scottish digital Pathfinder & Test of Change projects
  - Products added to Scottish Digital Office 'Digital Telecare Security Assessed Suppliers Scheme'
- Developed and launched a white paper with GGI
- Working in partnership with our customers to ensure they become digitally ready
- IOT Connected devices programme:
  - Developing secure, standards compliant ecosystems
- Helping to realise the benefits of digital whether they be efficiencies, improved performances and/or delivery of new transformative services

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# Turnkey Solutions for all Care Environments



Key: ● Tynetec ● Jontek ● Aid Call

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# Creating a digital ecosystem

- Important that both ends of the solution are natively digital
- And that digital extends to the furthest tip
- Digital starts with the ARC
- Using open, ratified IP protocols
- Conformance and compatibility
- Interoperability
- Faster connection
- Faster call delivery times
- Reduced call costs
- Data flow
- Always online



**TAO**  
TECHNOLOGY ALWAYS ON

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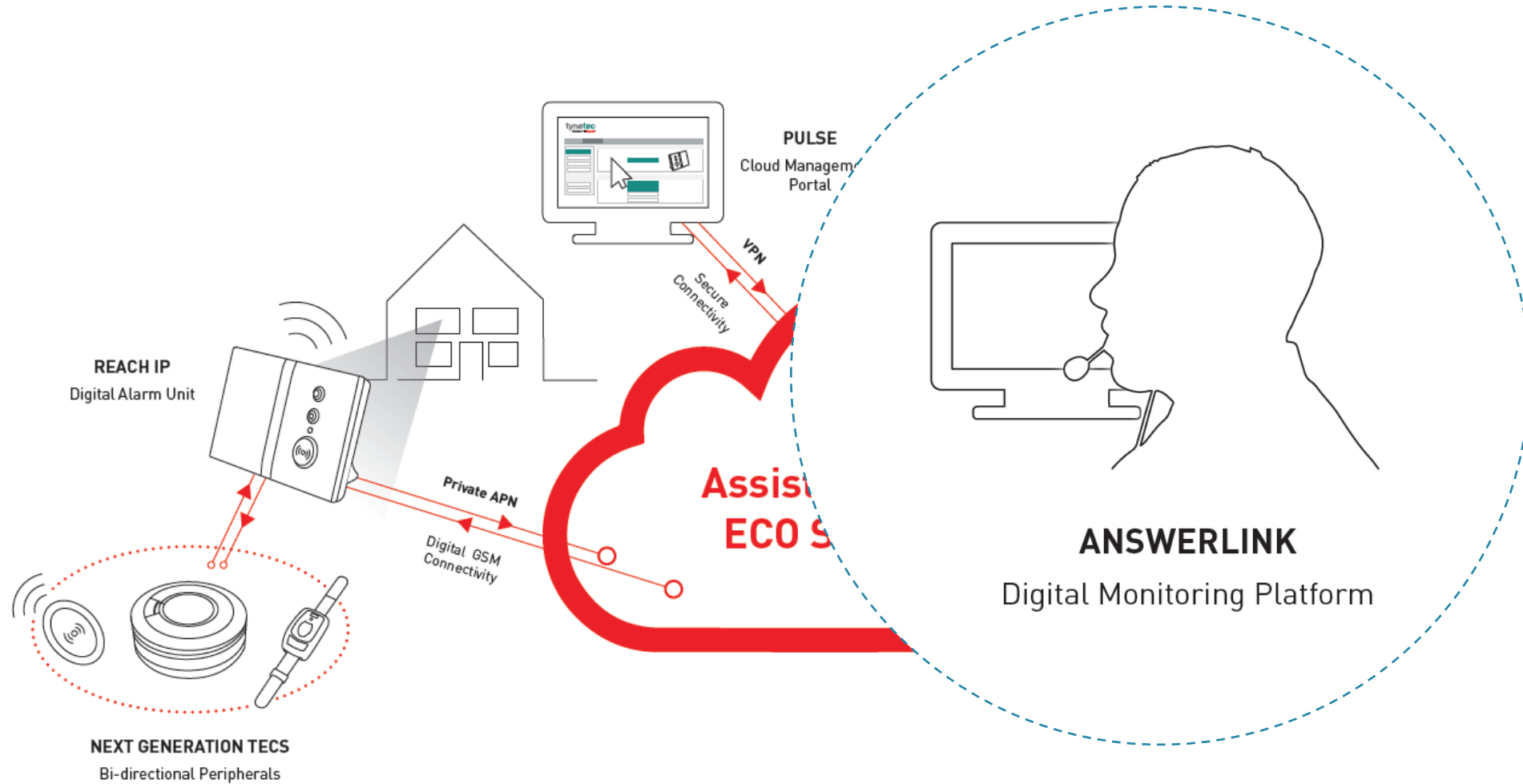


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# Legrand digital ecosystem



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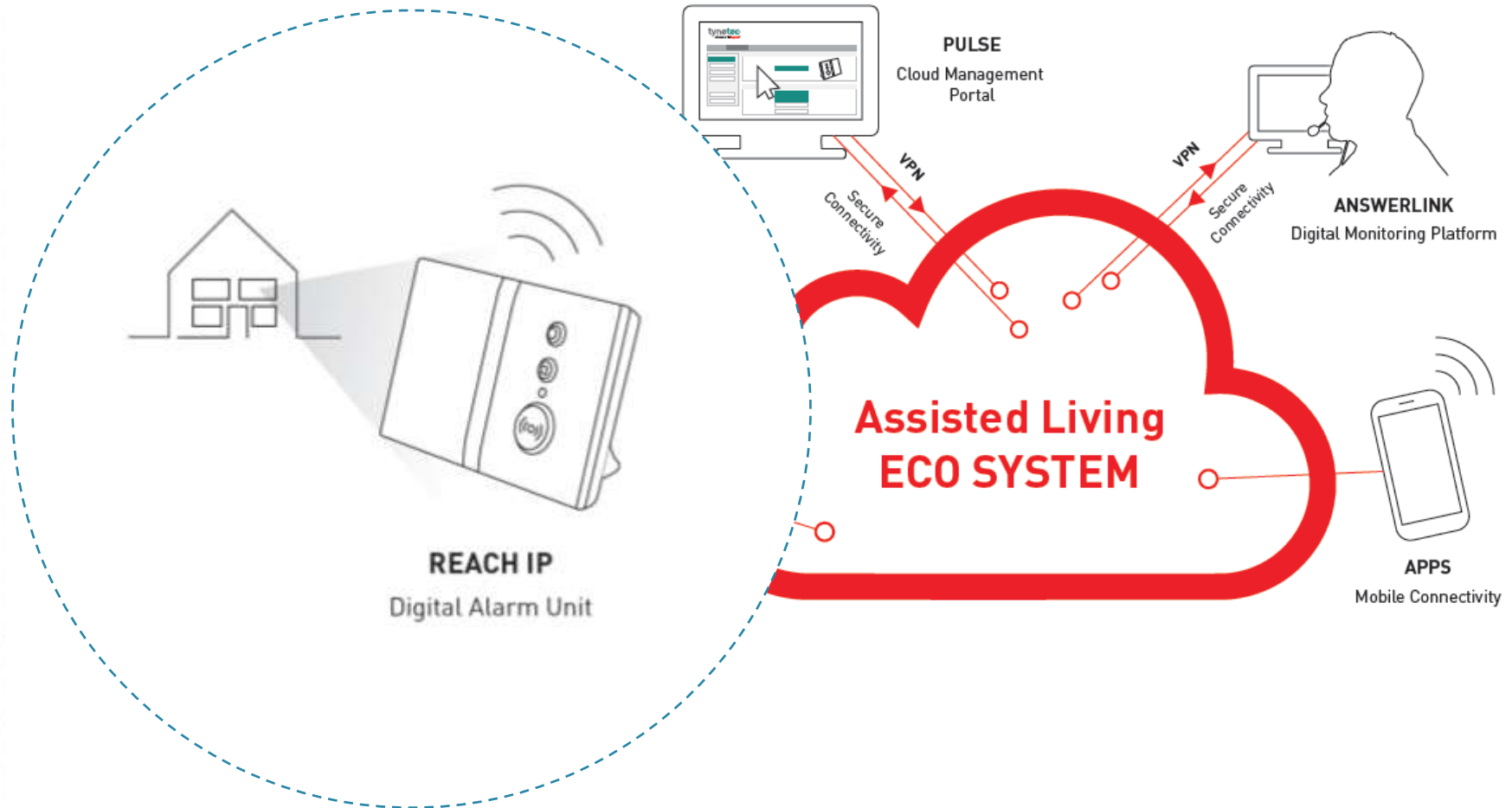


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# Legrand digital ecosystem



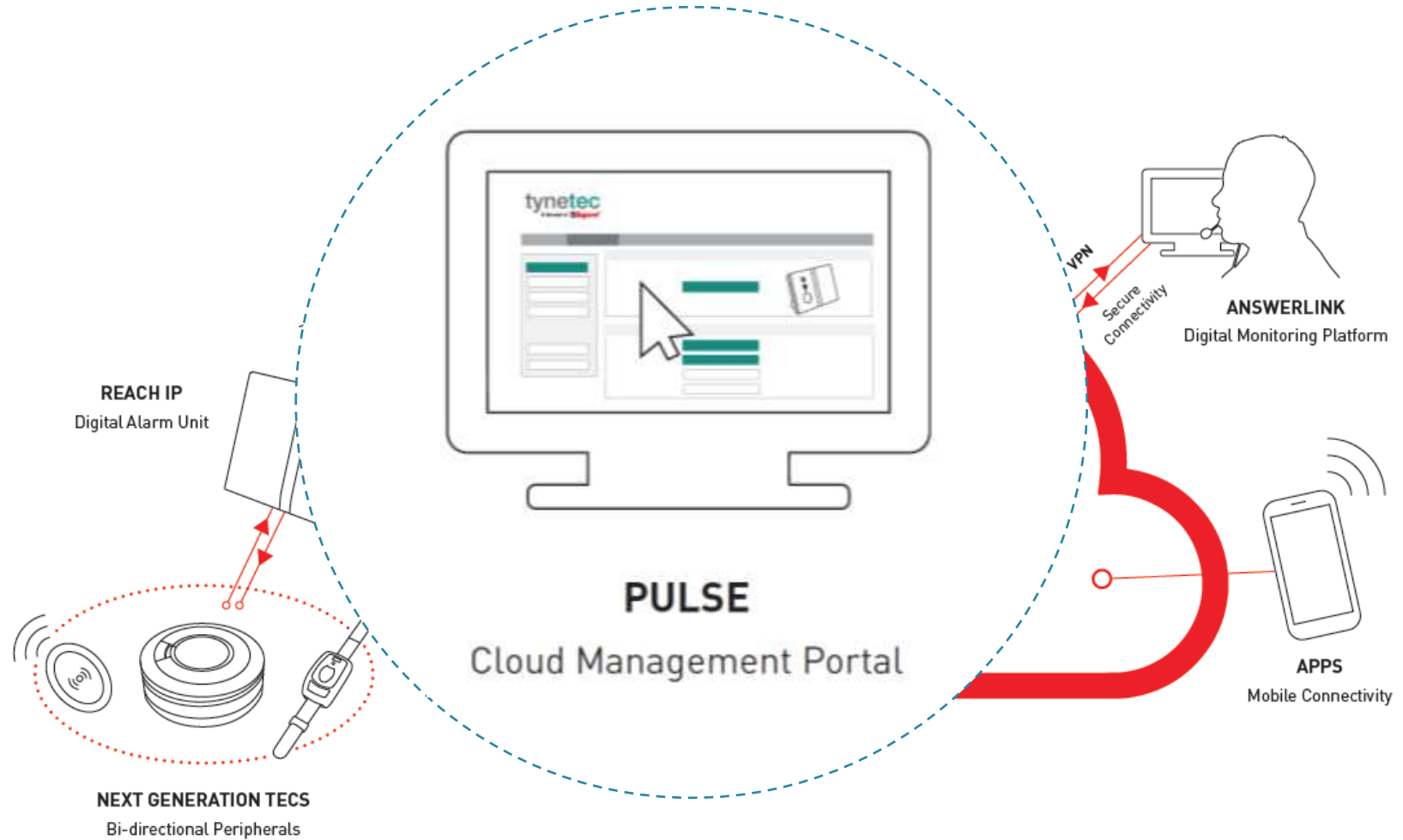
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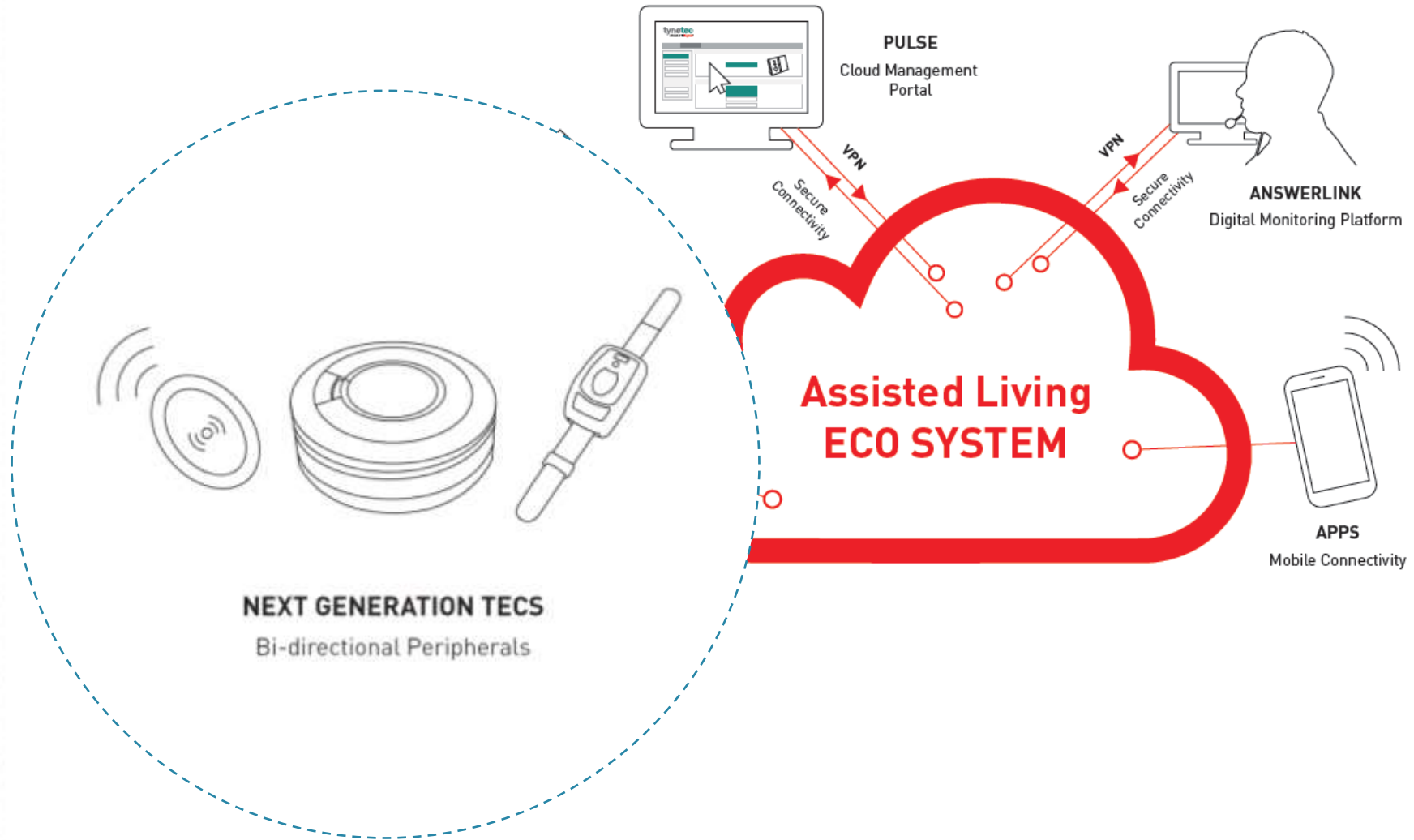
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# The Digital Revolution

- Traditional TECs have focused on Reaction
- Services must transform to deliver more for less
- Prediction & Prevention agenda is key
- An integration of Housing, social care & Health
- A blended approach, mixing the essential & the desirable without compromising standards or performance
- Ability to create person centred solutions
- Making the home environment flexible, adaptable and personalised
- Ability to age in place
- To enjoy Independence for longer by creating a better life network



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# Your Trusted Technology Partner

- Legrand are Global specialists in digital infrastructures
- Assisted living business unit trusted advisor to the TEC space
- Tynetec/Jontek >70yrs experience
- Extensive support, tailored to you
- Supply, Installation & Maintenance services
- National network of approved installers
- Digital Planning & drawing services
- Marketing resource
- Business development resource
- Bespoke financial packages (direct & through frameworks)
  
- Digital horizon brings challenges and opportunities
- Person centred, technology roadmap, future proofed end to end
- Your trusted technology partner



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For more  
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[www.tynetec.co.uk](http://www.tynetec.co.uk)

Thank you  
for your time

