


Introduction





Introduction - Steve Smith

- **History** – Operating at the forefront of the TEC sector for almost 45 years.
- **Technical** – designing alarm devices, running Hardware/software design teams, leading EU funded research projects (FASDE), acting as technical advisor to OFTEL/OFCOM and running an IP Networking company/design team.
- **Commercial** – MD/CEO roles in some of the most recognised companies in the sector including, Modern Vitalcall, Tunstall Group, Cirrus (Now Appello), AlwaysOn and Welbeing
- Following the sale of the Welbeing business to Doro AB of Sweden Steve was appointed as Global Vice President creating a new care technology and services division. Having left to set up an advisory business Steve was subsequently appointed to the board of Skyresponse AB.
- **Advisory** – Past board member of TSA, UK Government Advisor and mentor to a number of young entrepreneurs in the sector



Introduction - Company

- TECS Advisory supports commissioners, providers of health and social care and commercial businesses to implement and or commercialise technologies and technology enabled services, supporting carers, promoting wellbeing and choice and empowering people to pursue as independent, healthy and active a life as possible whatever their age and circumstances.
- We help international health/care technology business better understand the TECS markets and help across a range of areas including M&A, market entry and support of business plans, strategy development and operational management development.
- We have worked extensively with businesses, local authorities, care providers and NHS partners to implement technology enabled care services at scale, promoting cultural change and providing substantial returns on investment in terms of economic benefits and better care outcomes.



TECS Advisory - Use case example

Business disposal and integration – West Lancashire Borough Council

Challenge – The Council was becoming concerned at the risks associated with managing a below standard, loss making, operation which was becoming increasingly difficult to support.

Solution – TECS Advisory undertook a full business review to verify understood position. Following decision to close, TECS Advisory was able to find a buyer for the business, support negotiation on price and the transfer of staff. We also managed the whole transfer process through to completion.





Digital - The challenge and opportunity?

Timing? – 31months left until the last analogue connection will be terminated. Time is running out...

Will the switch off of the analogue network be delayed? Very unlikely. This due to the obsolescence of the System X platform which was launched in 1979. Components are no longer available/made and trained staff are now retiring. No option but to replace.

Individual alarm units (Dispersed alarms) – Analogue units should be phased out and certainly no more analogue devices should be installed. 3G devices should be avoided as that network is being switch off by a number of UK providers. Have you bought 3G device in the past that use DTMF tone signalling thinking they are digital? Worth checking.

Opportunity? – New models of care provision, system/service integrity, use of data for preventative health & care

UK Assisted Living and Digitalization?

There are c.24,500 sheltered housing schemes in the UK.

- Most were built in the 1960's - 1980's
- Average number of apartments is c.30 with c.5 additional call points in common areas and lift (c.35 in total)
- This gives a total of over 800,000 call points
- Total number of call points in UK telecare sector = 1.8million
- Each apartment is fitted with a alarm intercom which is typically linked via an 8 core bus cable to a central control unit which has a single PSTN DTMF communicator installed
- Less than 7% are digital with perhaps another 10% which are digitally ready (but need additional equipment)

Options? – Complete replacement, A2D Interface, SaaS Routed individual alarms with door entry integration



END

