

A multi disciplined approach to digital technology, design & delivery

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National Sales Manager

- Legrand are Global specialists in digital infrastructures
- Creating smart buildings in smart cities connected to the smart grid and IOT
- Building in smart from the ground up
- Breaking the direct link between switches and things
- Leveraging IOT through our ELIOT program
- Making the environment flexible, adaptable and personalised
- Smart buildings adapt to meet the needs of the occupant
- Shared goal for Business, Leisure, Residential
- Smart homes for life



Identify the needs & offer flexibility

YOUNG

New technologies
Audio/Video

FAMILY

Comfort
Money / energy savings

ELDERLY

Security
Comfort
Communication



Smart sound system



Display smart
thermostat



Automatic skirting lights

Demographics

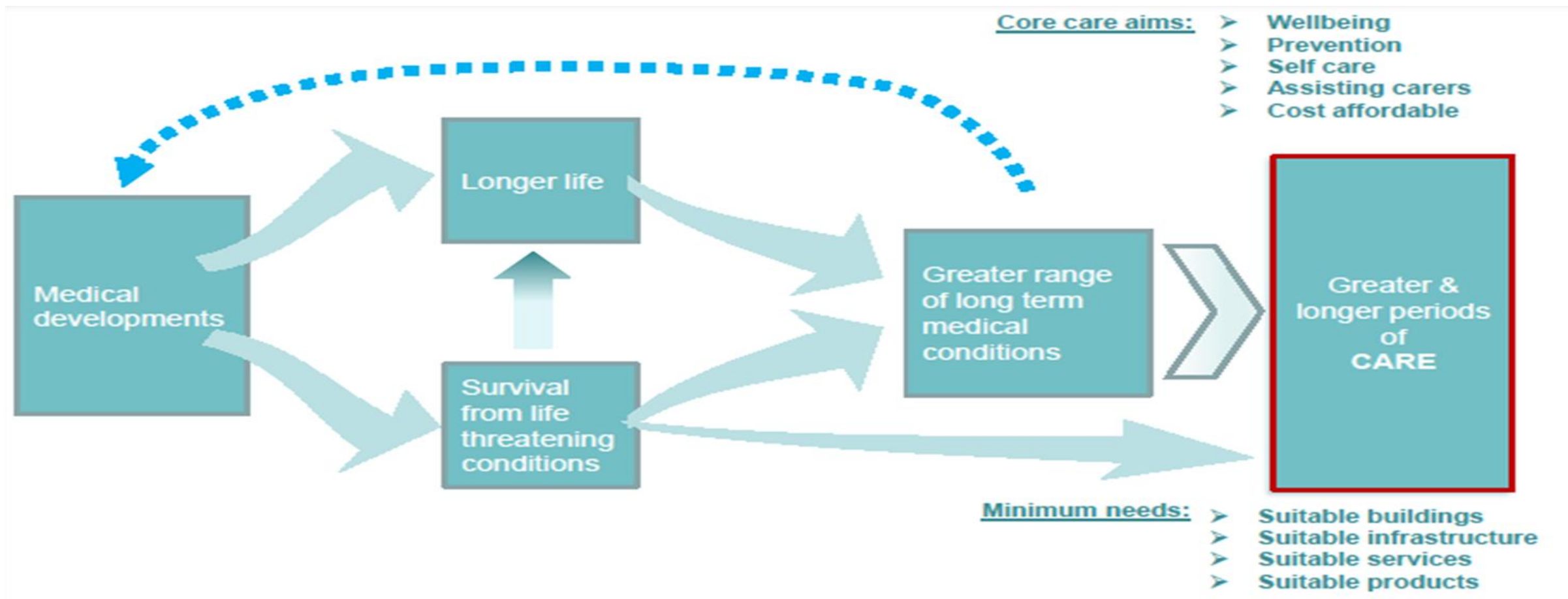
Aging Population

- There are 11.5m people aged over 65 in the UK
- This is expected to double in the next 20 years
- 5.2m people in the UK are currently aged 75 and over
- Over 15 Million people live with a LTC (58% of over 60's)
- 570K people have dementia in the UK and this is predicted to increase to 1.4 Million over next 30 yrs
- One in three people aged over 65, and half of those aged over 80, fall at least once a year.
- Falls cost the NHS more than £2 billion per year.

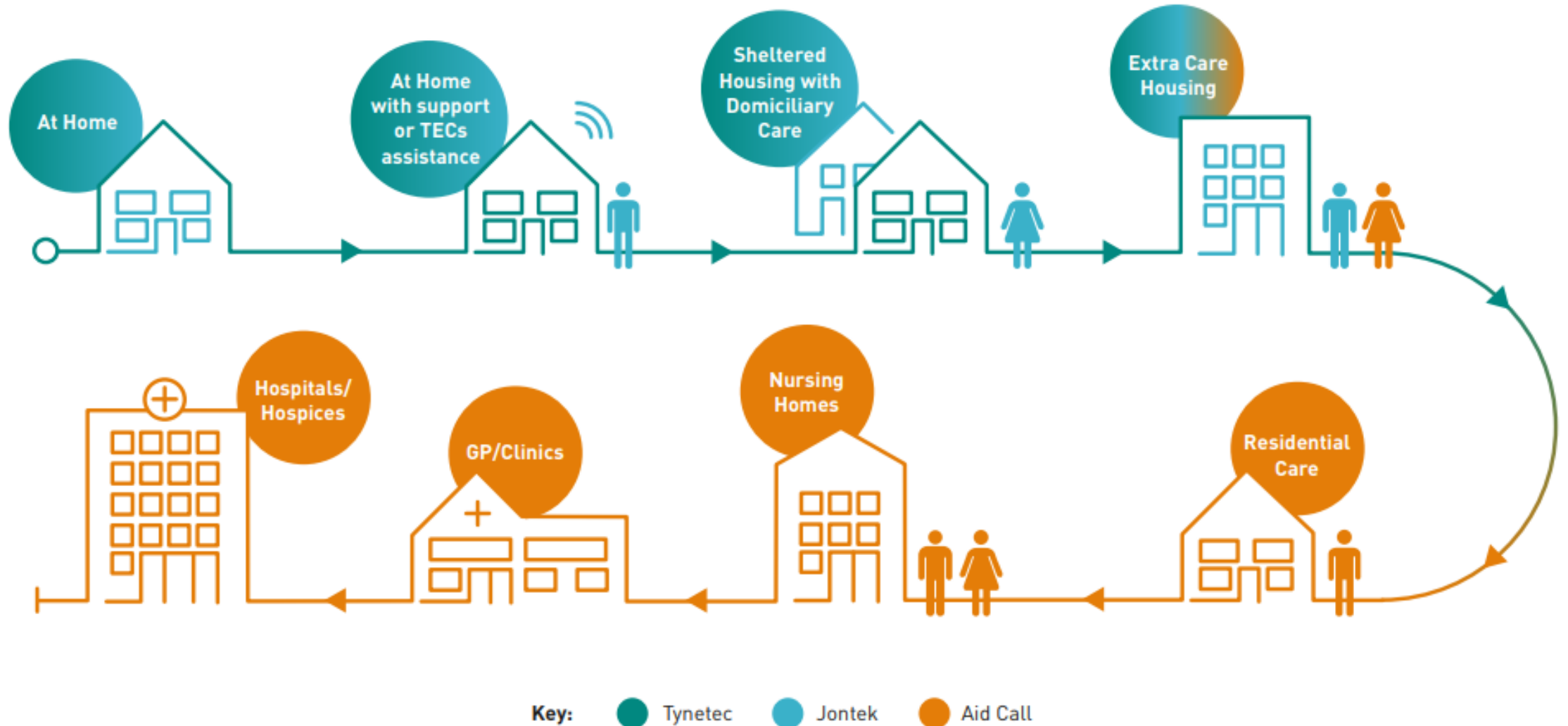


UK Population	2015	2016	2017	2018	2019	2020	2021
Total	64,643,370	65,057,861	65,468,058	65,880,511	66,287,027	66,693,272	67,091,696
65+	11,455,532	11,657,640	11,840,805	12,022,404	12,209,517	12,392,060	12,578,691
75+	5,209,410	5,272,151	5,339,272	5,446,186	5,587,329	5,735,722	5,881,688
85+	1,499,963	1,535,771	1,570,739	1,600,897	1,627,832	1,659,165	1,696,105

AAL (Active Assistive Living)



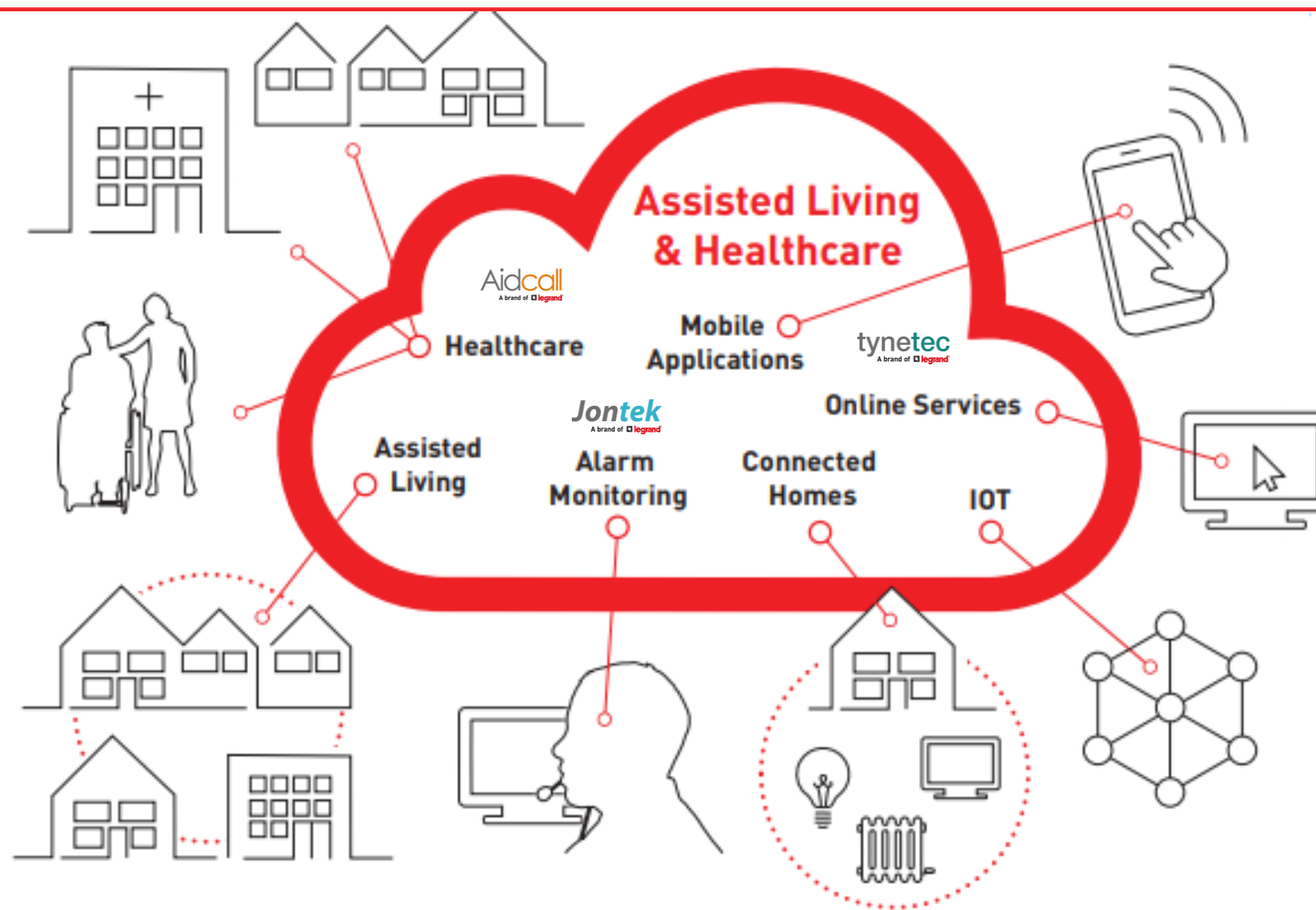
Turnkey solutions for all care environments



Assisted Living & Healthcare digital ecosystem



THE HOME OF ASSISTED LIVING & HEALTHCARE



UK TEC's space



3.4m people over the age of 75 live independently or in a grouped living environment



2.3m of these people are currently connected to a monitoring service

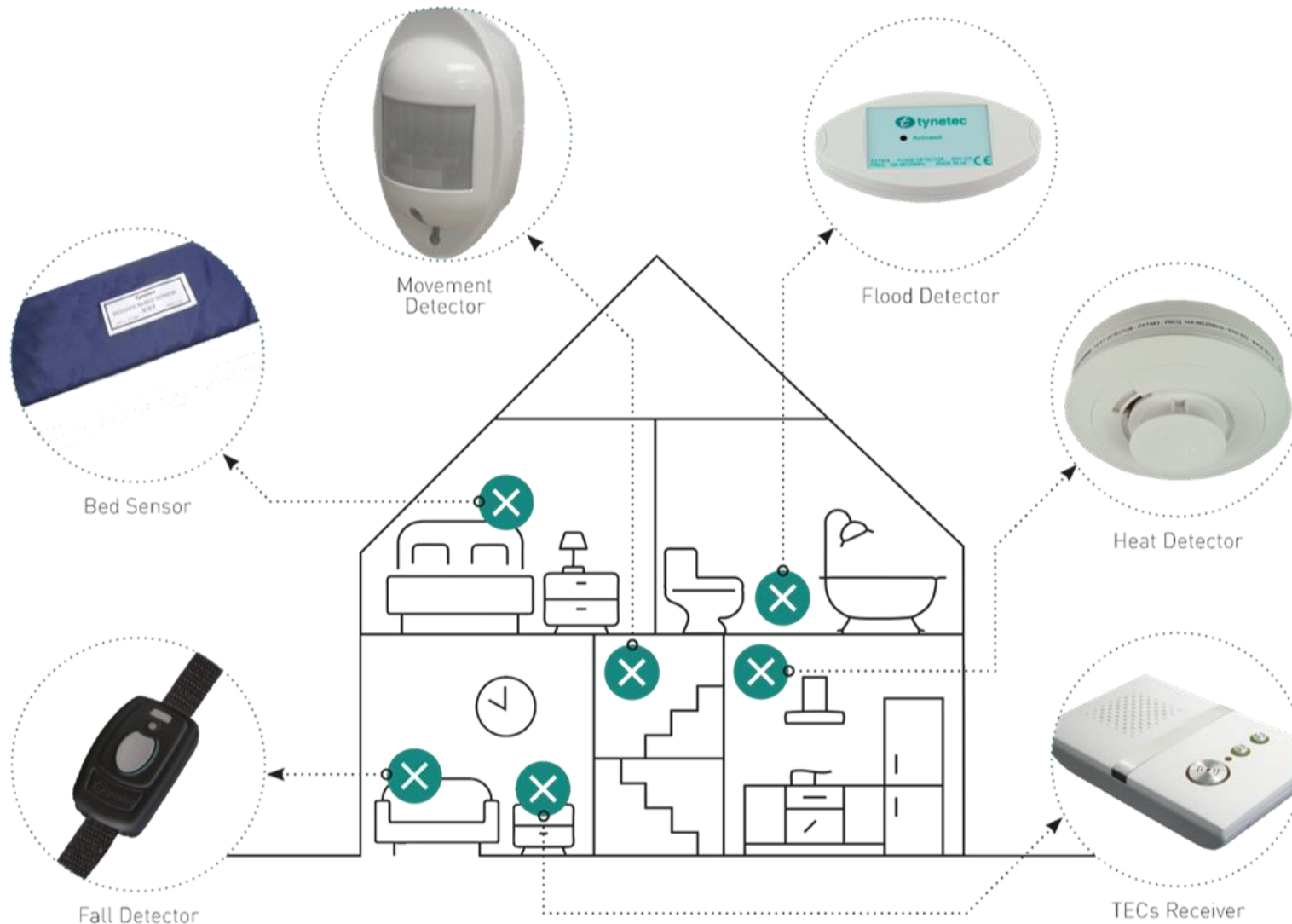


210 alarm receiving centres, operating **24/7**, ranging in size from a 2000 to 160,000 users



25,000 calls per day received and managed by Jontek call handling platforms

At Home with support or TEC's assistance



Typical application inc:

- Falls
- Environmental alerts
- Safety and Security
- Dementia
- Winter pressures
- Medication compliance
- Long term condition management

Digital TEC's evolution

- Traditional TECs have focused on Reaction
- The need continues to increase as do the costs (personal & financial)
- Services must transform to deliver more for less
- An integration of Housing, Social Care & Health
- A preventative digital ecosystem
- A reactive safety net
- A personalised solution
- Creating appropriate environments that are flexible & adaptable
- Creating the ability to age in place



Thank You

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