

# Housing LIN

Bristol

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**CORPORATE COMMUNICATIONS**

THE GLOBAL SPECIALIST IN ELECTRICAL  
AND DIGITAL BUILDING INFRASTRUCTURES



# Legrand's key areas of expertise



Over  
**230,000**  
catalogue  
items



More than  
**90**  
product  
families



Organised into  
**7**  
strategic fields  
of activity (SBUs)



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# An international Group with strong growth potential



**5.9 billion**  
euros of sales in  
2018, yeilding  
a net profit of  
**771 million**  
euros



Sales  
increased by  
**8.6%**  
compared  
to 2017



Established in  
more than  
**90 countries**  
with products  
sold in nearly  
**180**  
countries



Over  
**37,000**  
employees



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**A truly worldwide company**

# Targeted approach to external growth...

**ELECTRAK**  
NUVO  
**Raritan** Server Technology  
CP electronics  
tynetec  
Jontek  
PINNACLE ARCHITECTURAL LIGHTING  
milestone AV Technologies  
BORRI  
NETATMO



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Around **166** companies acquired since **1954**

# Investment in innovation



Circa  
**5%**  
of sales in devoted  
to research and  
development



Over **3700**  
active patents  
in 2017  
in almost  
**80 countries**



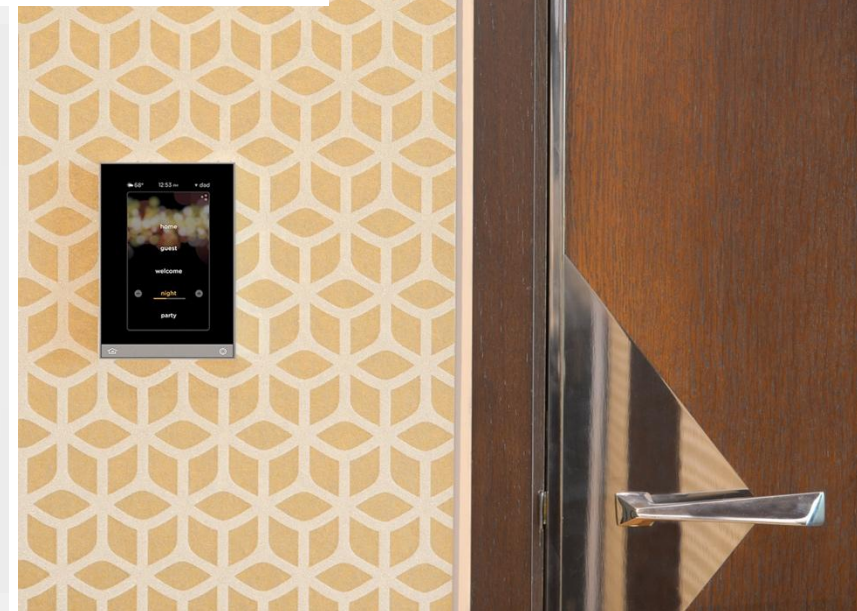
Close to **2300**  
personnel dedicated to  
R&D in more than **20**  
countries, including  
**45%** working on the  
electronics and digital  
offerings



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Innovation and product design  
driving the growth of the group



# Innovation driving the growth of the group

Recent new products launched in the UK include:



SWIFTCLIP



TOUCH SAFE PRO WIRELESS  
NURSE CALL SYSTEM



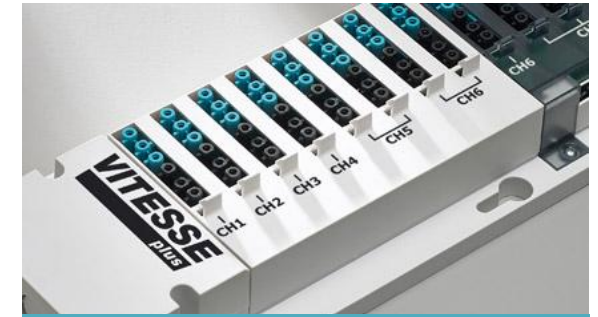
INTERSOC-R WORKSTATION  
SOLUTIONS



RARITAN PDUs



MyHOME AUTOMATION  
& WIRING DEVICES



CP ELECTRONICS VITESSE PLUS



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# Six specialist business units

- Each business unit has separate commercial teams, powered by specialists
- Brands retain their own identity, key messages, taglines and brand equity
- Dedicated export teams that specialise in providing our products and services outside the UK
- Building success together



Aidcall  
Jontek  
tynetec



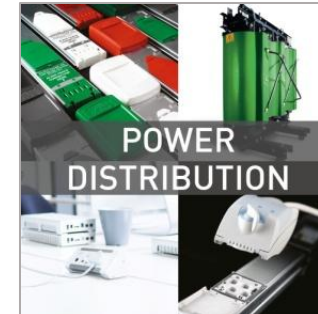
Cablofil  
Swifts  
Salamandre



MINKELS  
Raritan.  
Server Technology.



CP electronics  
green-i



ELECTRAK  
ZUCCHINI



bticino  
Nuvo  
Vantage  
Arteor



# Assisted Living & Healthcare

Our Assisted Living & Healthcare business unit consists of Aid Call's wireless nurse call systems, Tynetec's assisted living solutions and Jontek's state of the art monitoring centre platform. This enables us to provide market leading, innovative, technology enabled care solutions for all care environments.

Aid Call Touchsafe Pro wireless nurse call system

Elegant Tynetec Reach at home alarm unit

Jontek Answerlink monitoring centre platform

HTM compliant systems for hospital installations

Assisted living solutions for grouped accommodation

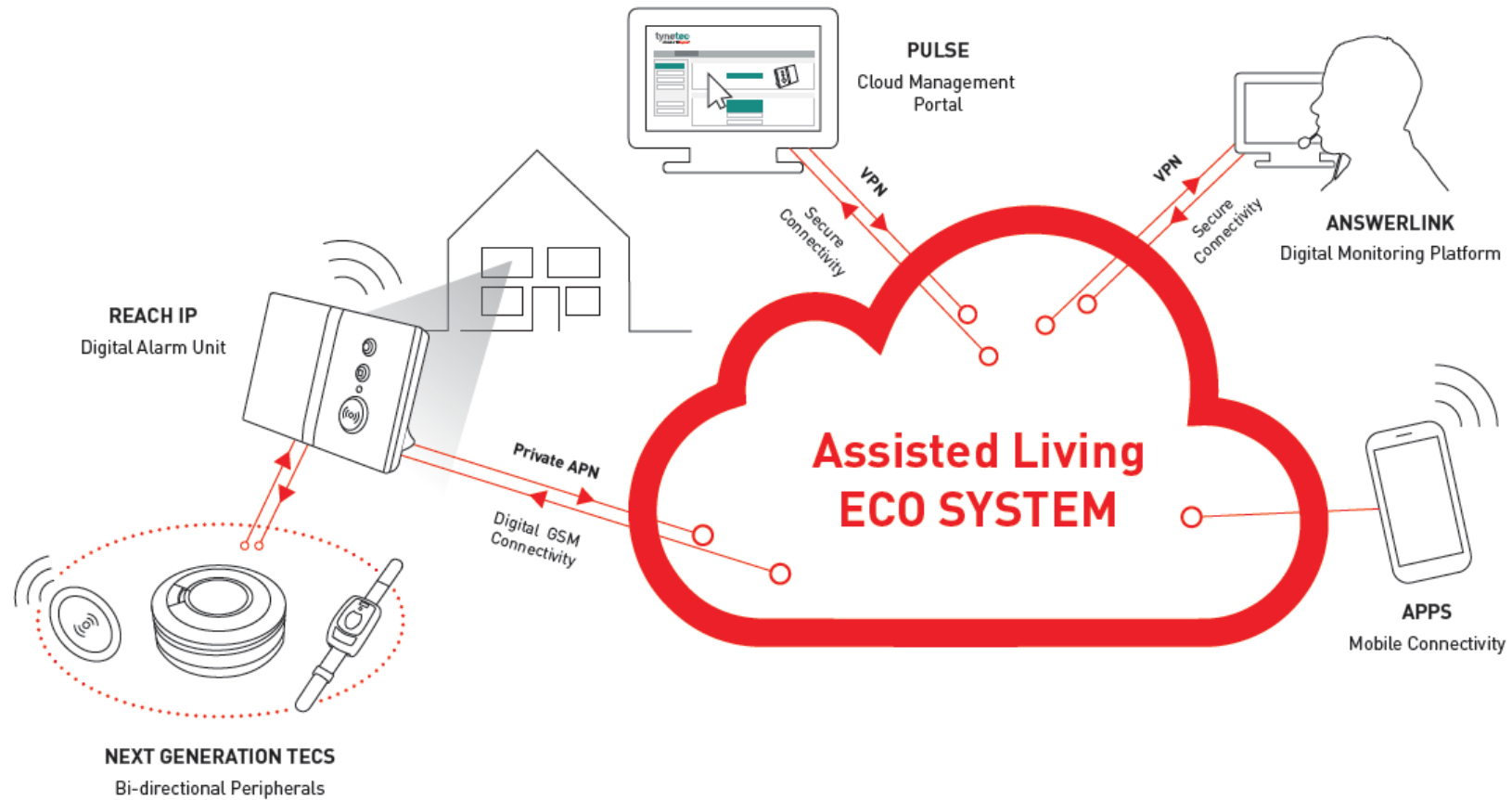
Technology enabled care for independent living



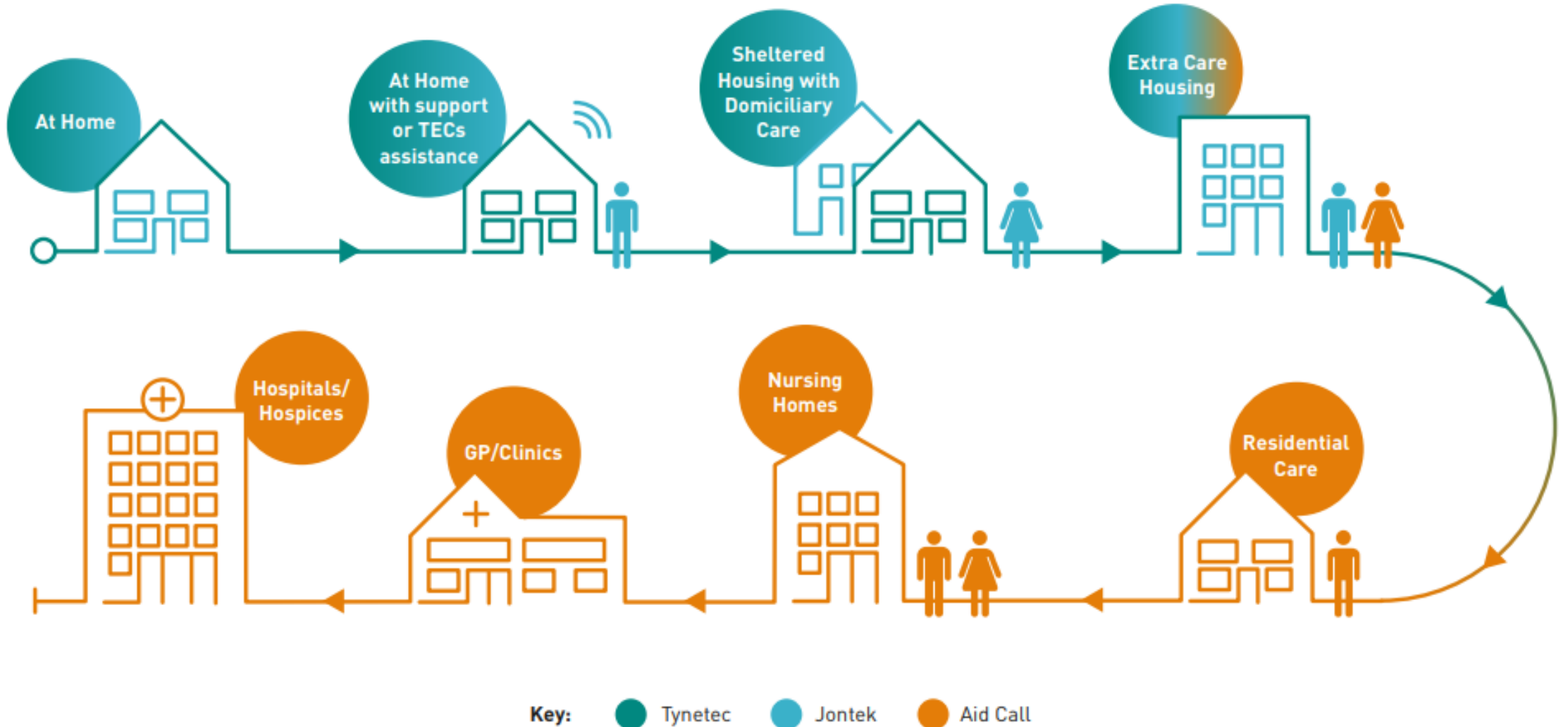
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# THE LEGRAND DIGITAL ECOSYSTEM



# Turnkey solutions for all care environments





# It all starts with the ARC

- **Digital starts with the ARC**
- **Hybrid solution** - You will need to be able to support both Analogue and Digital in parallel from a single platform
- Infrastructure changes from PSTN to ISDN30 to SIP
- **Open, ratified IP protocols** for the UK are SCAIP variant TS50134-9 & NowIP (BS8521-2)
- Open API to allow **interoperability** with 3<sup>rd</sup> party applications
- Data well with ability to interrogate
- Modules to facilitate much more than call handling
- On Premise, Hosted and SaaS environments

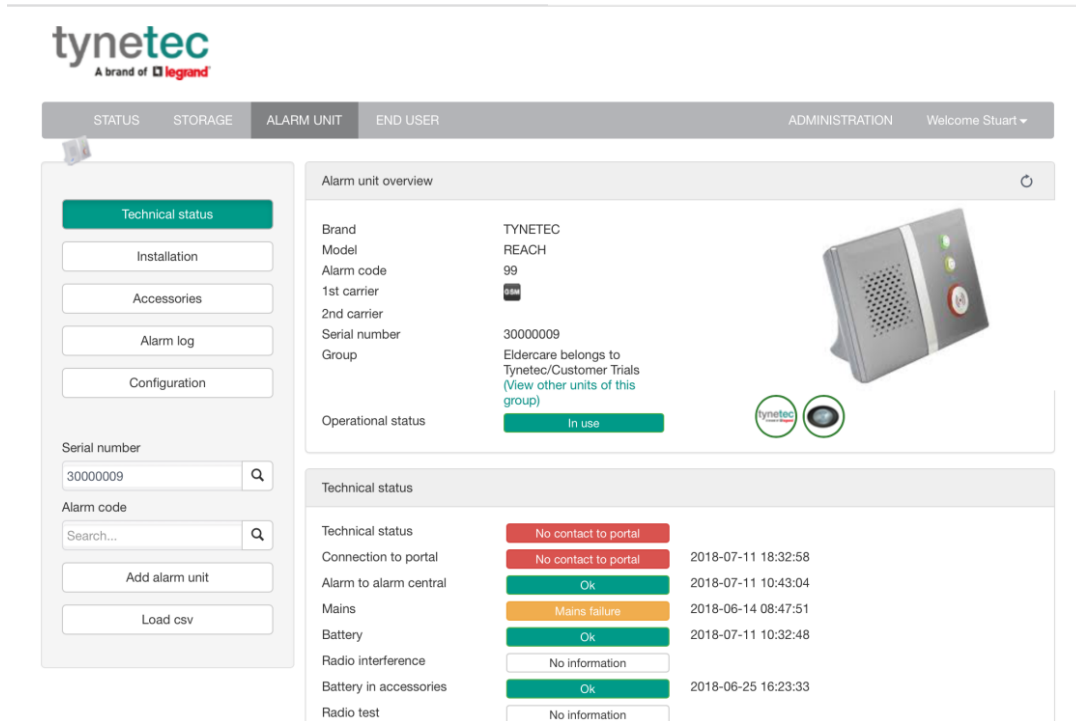


- **Critical connectivity**
- **Speed of connection**
- **Always on**
- >24hr battery backup
- Plug & Play
- Flexible configuration
- Cloud connectivity
- Transformational
- Platform's to build upon



A cloud based management portal where all programming & software changes can be made remotely. A service transformation game changer:

- **Alarm unit configuration**
- Peripheral programming
- Flexible call sequencing
- Protocol management (A2D)
- **Asset management & tracking**
- Activity event logging
- Push notification emails
- **Integral audit trail**
- Integration with Answerlink
- Remote firmware updates
- **Provided as part of your critical connectivity subscription**



The screenshot shows the Tynetec Pulse CMP web interface. The top navigation bar includes 'STATUS', 'STORAGE', 'ALARM UNIT', 'END USER', 'ADMINISTRATION', and 'Welcome Stuart'. The main content area is titled 'Alarm unit overview' and displays the following information:

- Brand: TYNETEC
- Model: REACH
- Alarm code: 99
- 1st carrier: [icon]
- 2nd carrier: [icon]
- Serial number: 30000009
- Group: Eldercare belongs to Tynetec/Customer Trials (View other units of this group)
- Operational status: In use

Below this is a 'Technical status' table:

Technical status	Status	Timestamp
Connection to portal	No contact to portal	2018-07-11 18:32:58
Alarm to alarm central	Ok	2018-07-11 10:43:04
Mains	Mains failure	2018-06-14 08:47:51
Battery	Ok	2018-07-11 10:32:48
Battery in accessories	Ok	2018-06-25 16:23:33
Radio test	No information	



## Next Generation TEC's

- Bi-Directional peripherals
- Part of the ecosystem
  - TAO
  - Regular status notifications
  - **Not being worn**
  - Remote management
- True reassurance
- Enhanced battery life
- New Carer Response local alarm
- A new and evolving portfolio





# 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
- A preventative digital ecosystem
- A reactive safety net
- A personalised solution
- An integration of Housing, Social Care & Health
- Creating appropriate environments that are flexible & adaptable
- **Creating the ability to age in place**
- **Your Trusted Technology Partner**





# Wiring Devices

From simple switches and sockets, to flexible grid systems and building automation functions Legrand offers a full range of standard and bespoke solutions to cater for any installation.

Door entry

Home automation

Wiring accessories

Domestic circuit protection

**bticino** | Nuvo | Vantage | Arteor

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# Wiring Devices

Arteor offers designers and end users endless options in terms of style and functionality.

- Door entry
- Home automation
- Wiring accessories
- Domestic circuit protection

**bticino** | Nuvo | Vantage | Arteor



The perfect finish  
whatever your style

# Training, technical support & quotation teams

When managing a project, we understand the importance of being in reach of your chosen manufacturer.

So from a fully itemised commercial quotation, through the challenges presented during installation to post build, we are here to offer all the support that you require.



Training



Technical support



Quotation teams



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# CPD seminars



Legrand offers free CPD accredited seminars that can be carried out at one of our offices, or delivered in client premises anywhere in the UK and Ireland.



Fire stopping – breaking the cycle of non-compliance



Solutions for energy efficiency in buildings



Delivering flexible and adaptable office space



The connected home



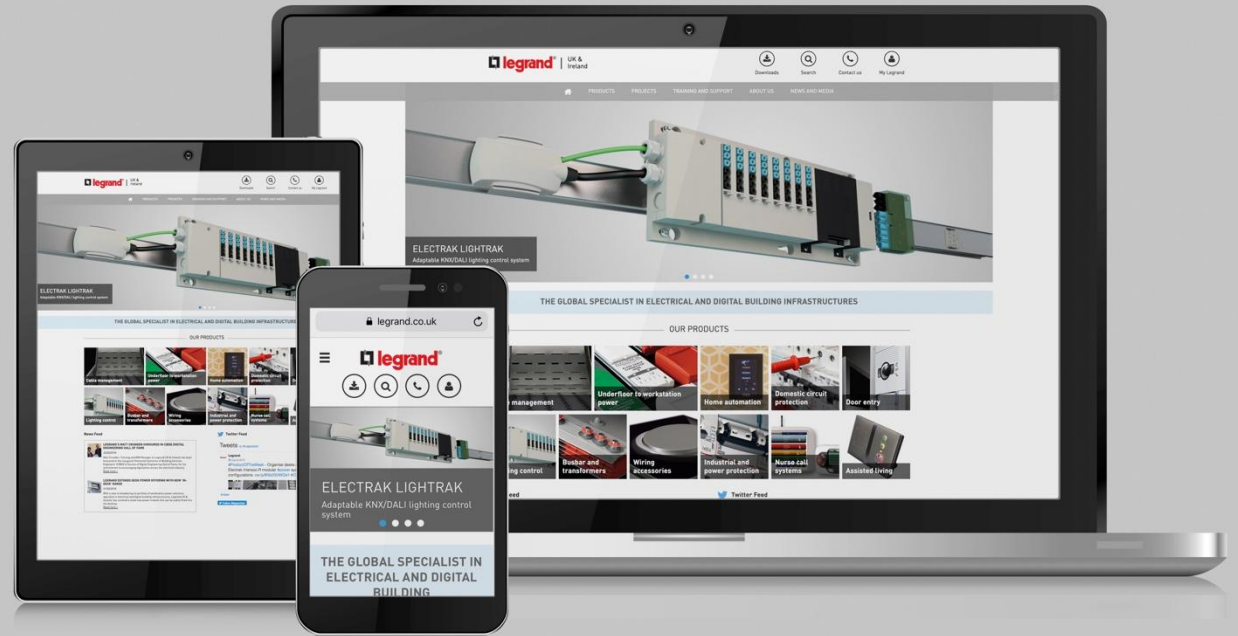
Creating a cable pathway





# Thank you for your time

For more information visit:  
[www.legrand.co.uk](http://www.legrand.co.uk)



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