
Alarm to Service

Assisted Living & Home Care

Demographic Change

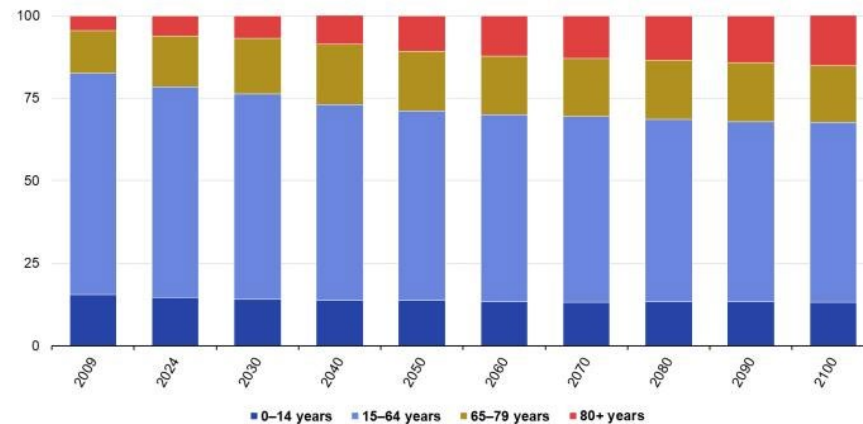
Share aged 80+

2004: 3.8%

2024: 6.1%

2050 >12%: ~ 40 to 50 million people

Population structure by major age groups, EU, 2009-2100
(% of total population)



Note: 2024: provisional/estimated. 2030-2100: projections (EUROPOP2023).
Source: Eurostat (online data codes: demo_pjanind and proj_23np)

eurostat

Care Setting	Typical Annual Cost per Person	Main Cost Drivers
Home Care (low support)	€5,000–15,000	Visits by caregivers, home adaptations
Home Care (high support)	€15,000–40,000	Daily care, nursing visits, monitoring
Assisted Living	€20,000–50,000	Housing plus support services
Nursing Home	€40,000–100,000+	24/7 staffing, facilities, medical care

aged 80+

- 50% live independently
- 30% receive some form of home care
- 10% live in assisted living
- 10% live in nursing homes

Optimistic Trend: Europe (OECD Countries) – LTC Recipients
2011 to 2026 increase of Home care from 67% to 70-73%

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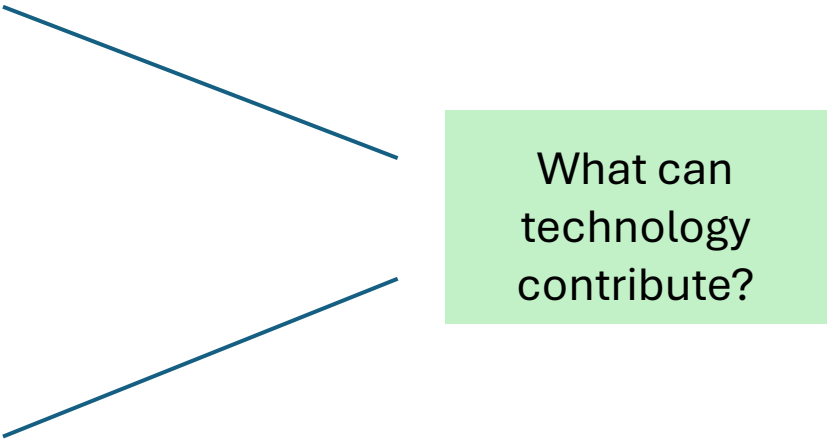
We will not be able to organize the required care within existing systems

- Not enough care givers, professional or relatives
- It will simply be too expensive

Opportunity

- Increase share of Home Care
- Increase share of Assisted Living
- Avoid Nursing Homes or delay the need

- **Proactive care instead of reactive care**



What can
technology
contribute?

Needs of different stakeholders: Technologies



Client:

- **Life Safety**
- **Quality of life**
- Independence
- Interaction with family and community
- Avoid loneliness
-



Relatives:

- Want to take care
- Want to stay connected
- Often need to decide what's best



Professional Care & Emergency Staff:

- Optimization
- Cost and Time Pressure

Life Safety => Social Alarming:

- Fall detection, Emergency call buttons, wearables
- Home Alarm Systems: Access Control, Burglar Alarm, smoke and gas detectors,
- Alarm Server Applications and ARC Receiving centers

Quality of life

- Home Automation Systems, Voice recognition, Video Call..

Health Services

- Telemedicine, Health monitoring systems, Care Assistant Systems

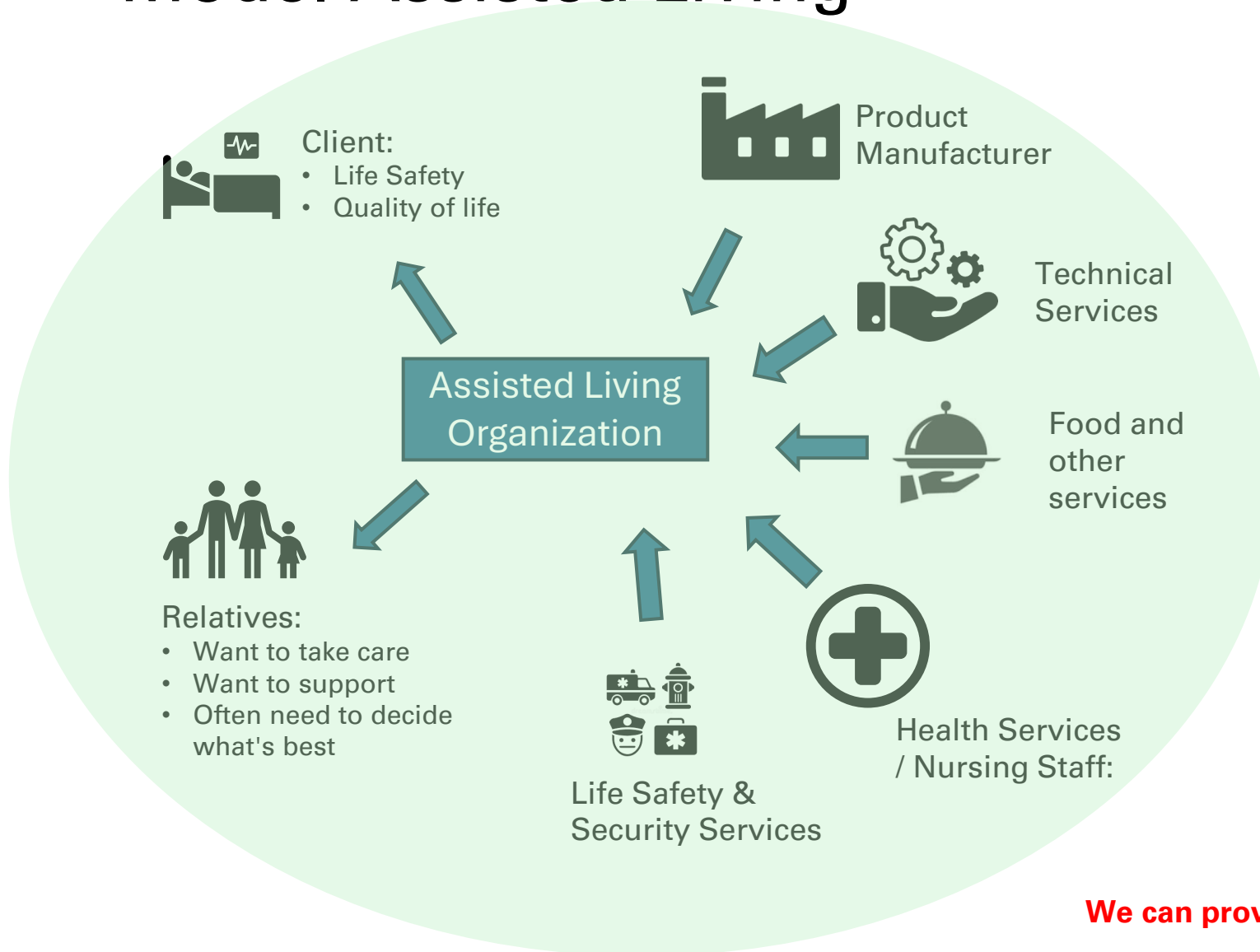
Outlook: Artificial Intelligence is expected to transform elderly care:

- Predictive health monitoring ,Fall-risk prediction ,Personalized care recommendations
- AI-based anomaly detection => intelligent escalation
- Reminder: Medicine, water, activities
- Emotional Support: Social companion, chatbots, family connection, loneliness detection, cognitive stimulation..

Technologies, big opportunity

- **Flexible and interoperable systems** which can be adopted to the changing needs of the client
- Technologies that **balance life safety** and **quality of life**
- Optimized for the special needs of elderly people: **super simple, usable, battery life, no install..**
- **Multi layer, intelligent escalation:** Systems need to alert the best support at the right time
- Systems which take care of the **privacy and data security** concerns of clients

Model Assisted Living



Assisted Living brings the person into a supportive living environment

Advantage

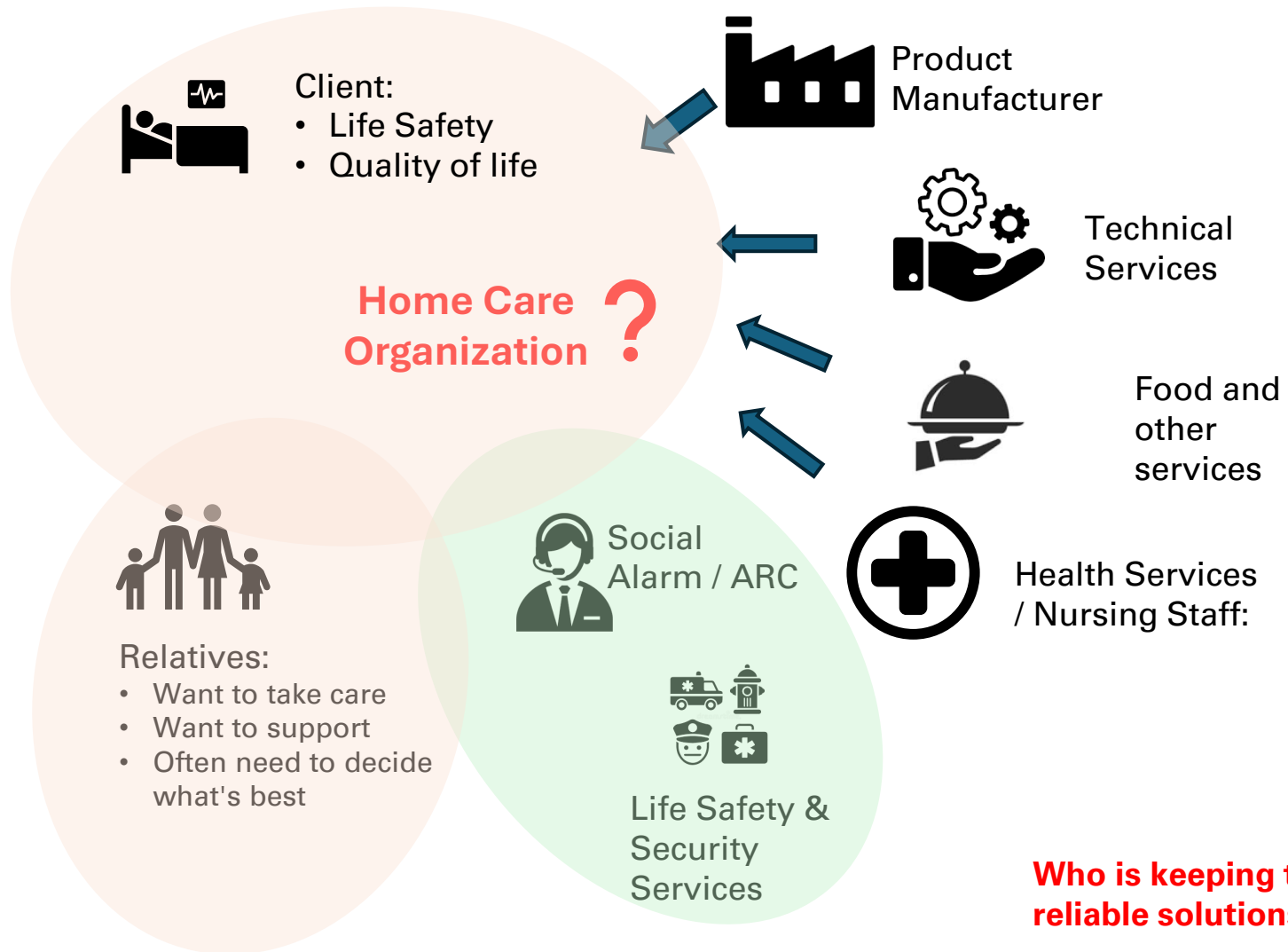
- Alle Health and Safety Services are provided by the “Assisted Living Organization”
- The “Assisted Living Organization” is the customer for technical solutions.
- Usually, clients decide early, on their own control to move into an Assisted Living environment

Disadvantage / Challenge

- Elderly people need to leave their home, neighborhoods and social environment
- Not everybody can afford Assisted Living accommodation

We can provide fit for purpose product and technical services

Home Care



Transformation => Home Care needs to bring services to the person's home

Advantage

- Elderly people can remain in the current social environment, neighborhoods and their known living space
- With Social Alarming and ARCs there are good and well-known solutions for Life Safety in place

Disadvantage / Challenge

- All service must be organized by the patient himself or relatives
- It's impossible for patients to find, install and maintain the best solutions.

Who is keeping this together and provides flexible and best practice, reliable solutions to the clients

ECO System

ECO System Requirements

- Integrated Solution:
Health, Safety and Quality of Life Services
- Services, Products and Technology Platform
- Integration, installation and support
- Consulting support for patients and relatives

Financial Model

- Software & Hardware as a service
- Support and funding from insurance companies and government funding

Clients & Relatives

need to stay in the focus



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Fire & Security Industry / EURALARM

What role can / should / do we want to play?

Technology & manufacturing

- Share experience in life safety product developments and manufacturing
- Ensuring interoperable, reliable technology platforms
- Technology partnership with Assistant Living and Home Care Service providers

Standardization

- Provide standardization experience to support the ECO system from technical perspective

Risk

Cyber Security, Data Privacy, failing systems, liability concern

Unsafe, unhappy and lonely human beings who cannot afford the care they need.

The focus on financial constraints results in systems that do not align with client needs

