



AGING SERVICE TECHNOLOGY

PROMISE AND PERIL OF IN HOME AGING SUPPORT

ALLEN HAGER
EXECUTIVE CHAIRMAN
RIGHT AT HOME INTERNATIONAL

6th Annual International Carers Conference
September 5, 2015



WHAT CARERS THINKS ABOUT TECHNOLOGY



WHAT CARE RECIPIENT THINKS ABOUT TECHNOLOGY



CARER STRESS IS ABOUT TO GET WORSE

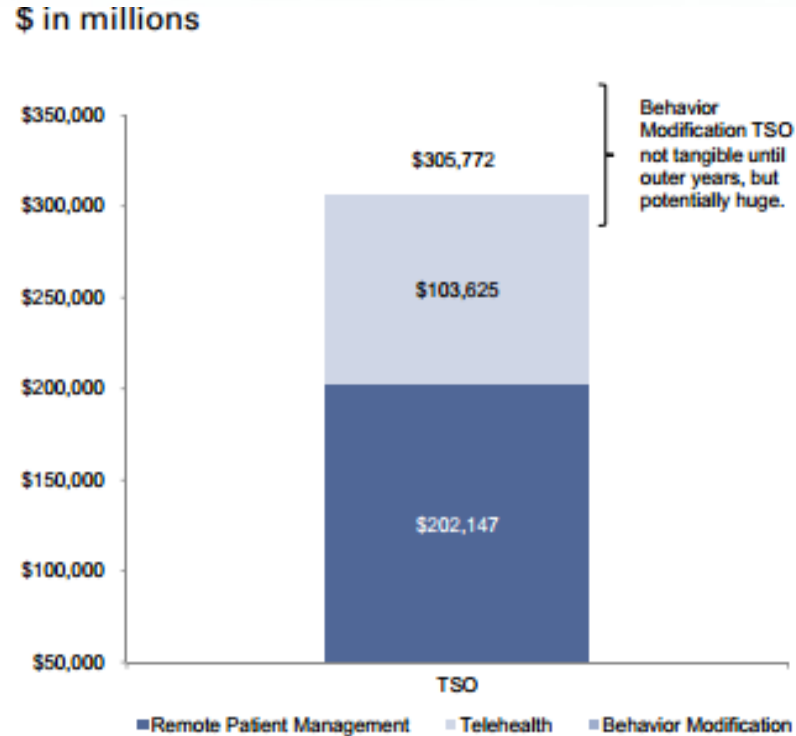
Old-age dependency ratios

Number of people aged 65 and over
As % of labour force (aged 15-64), forecasts



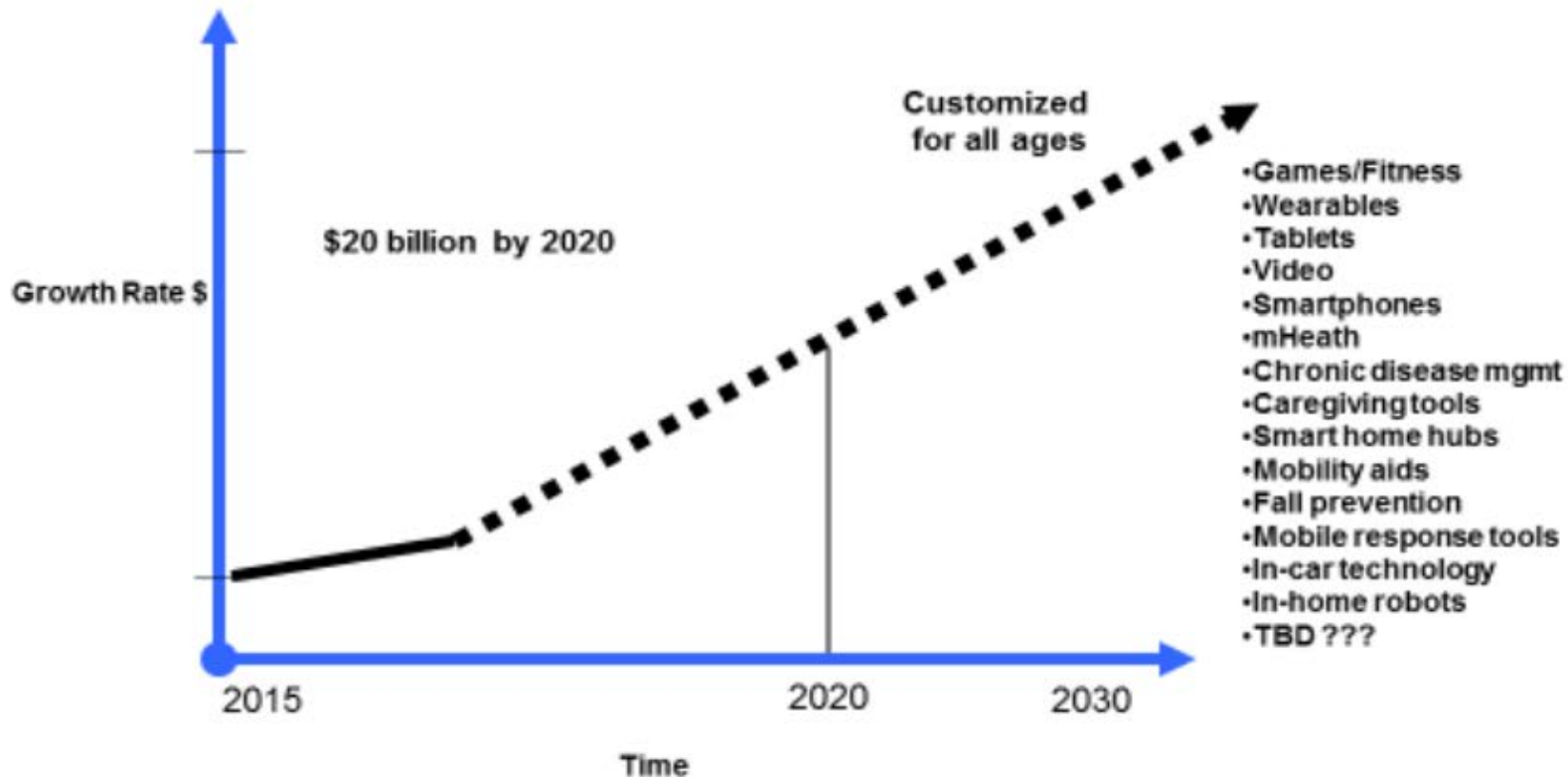
Source: European Commission

WHAT SAVINGS TECHNOLOGY IS PROMISING

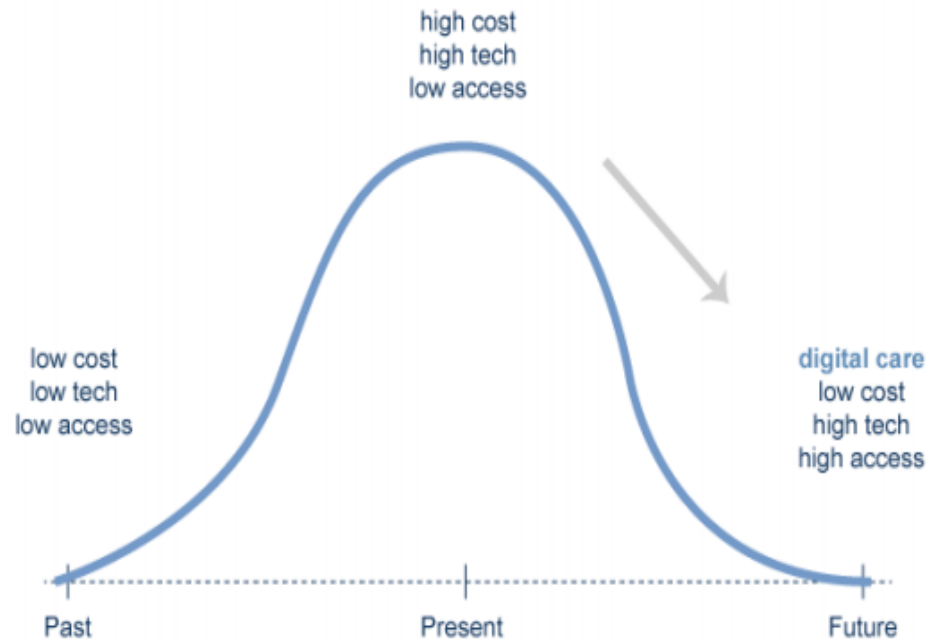


Source: Goldman Sachs Global Investment Research, 2012 MEPS Survey, CMS

WHERE IS THE HEALTH TECHNOLOGY MARKET HEADED?



Disruptive Innovation in Healthcare

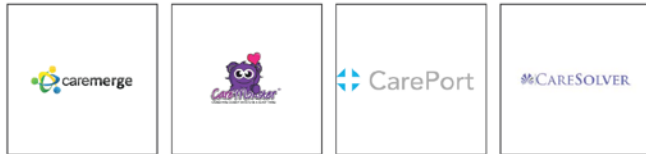


Source: Goldman Sachs Global Investment Research

RARELY USED TECHNOLOGY IN 1993



LOTS OF MONEY AND ENERGY NOW IN HEALTH TECHNOLOGY



ASSISTIVE SERVICE TECHNOLOGIES - FALLS



Falls

- Major Public Health Issue
- Combination of Physical, Behavioral and environmental
- 1/3 65 and over fall each year > 10-20% have injuries which reduce mobility

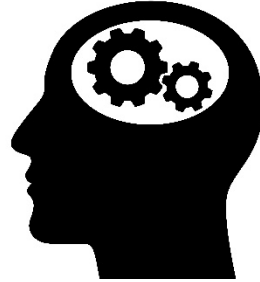
Example Technologies:

activeprotective

WalkJoy™
Restoring Neuropathic Mobility

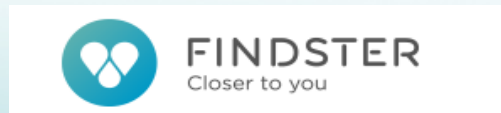
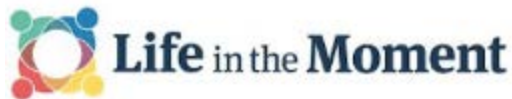
UnaliWear™

ASSISTIVE SERVICES TECHNOLOGIES – COGNITIVE DECLINE



14% of people over 70 are diagnosed with Dementia (37% age 90 and older)

Example Technologies:



ASSISTIVE SERVICES TECHNOLOGIES – SENSORY DEFICITS



Sensory Impairments

- Visual Impairments cost \$35 billion annually
- Hearing Impairments cost \$154 billion annually

Example Technologies:



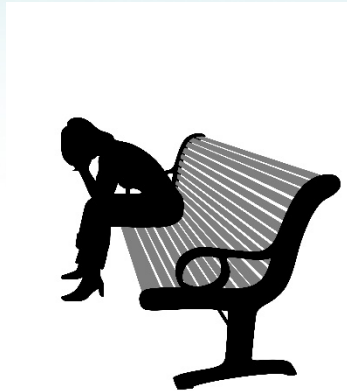
EASY TO CONNECT

ONKÖL

RAY



ASSISTIVE SERVICES TECHNOLOGIES - DEPRESSION



Depression

- 25% of 60+ population will experience in some form
- Most cases not diagnosed
- Leading Cause of Disability
- New Technologies in Telemental Health and Social Networking

Example Technologies:

Breezie

My **GROVE**

ASSISTIVE SERVICE TECHNOLOGIES – MEDICATION COMPLIANCE



Medication Management

- Prescribing, order communication, and administration
- Medication non-adherence related to 15% of all U.S. hospital visits
- 75% of American consumers don't take medicines as prescribed

Example Technologies:



ASSISTIVE SERVICES TECHNOLOGIES – CHRONIC ILLNESS



Remote patient monitoring and telehealth systems for:

- Heart Failure
- Diabetes
- Asthma
- COPD
- Hypertension

Example Technologies:

Gerijoy

Gociety®

roobrik™

VYNCA
Advance Care Planning

WoundRounds.

ASSISTIVE SERVICES TECHNOLOGIES: MOBILITY /ACCESSIBILITY



17% of People over age 65 have some ADL Impairment

Example Technologies:

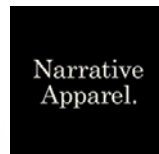


ASSISTIVE SERVICE TECHNOLOGIES FUNCTIONAL DECLINE



- Broad term to describe decrease in both physical/cognitive abilities
- Emotional and monetary carer burdens are immense (Estimate \$375 billion in U.S.A. alone)

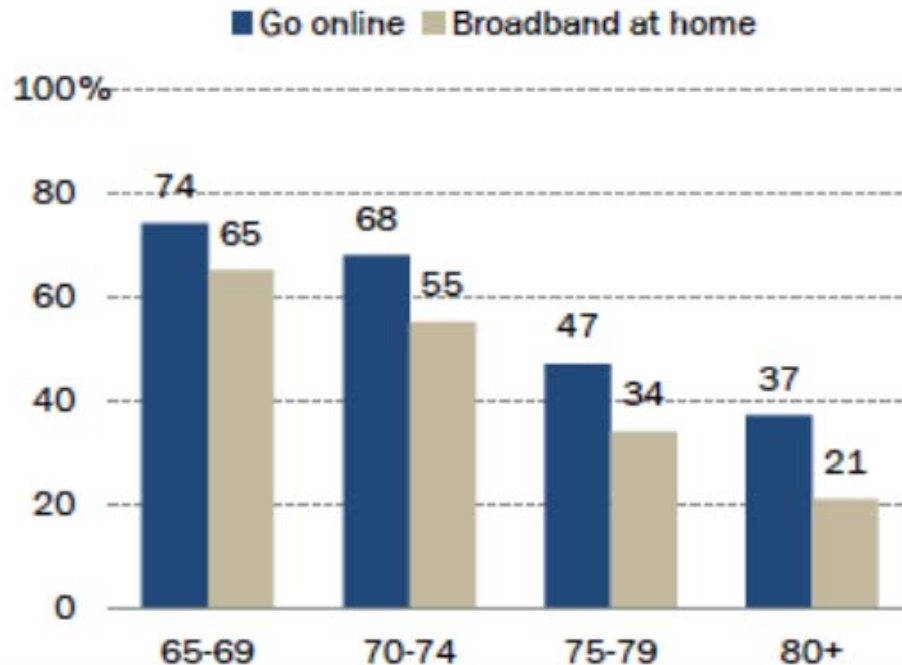
Example Technologies:



WILL “BOOMERS” ACCEPT NEW TECHNOLOGIES?

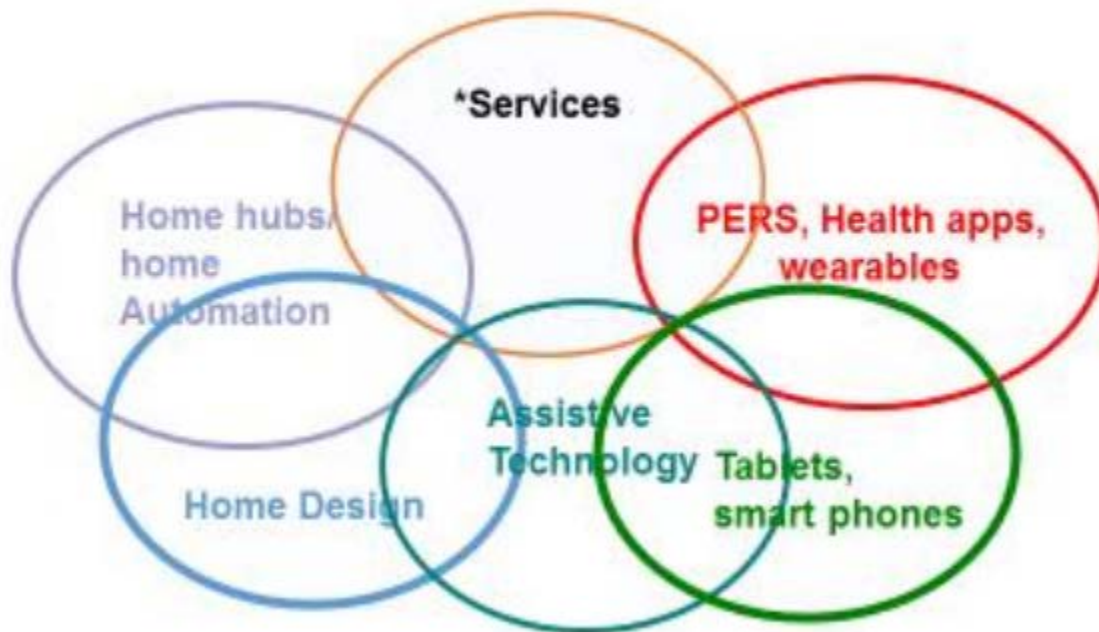
Among seniors, internet and broadband use drop off around age 75

% within each age group who ...



WILL TECHNOLOGY COMPANIES FORM BETTER PARTNERSHIPS?

Market silos will recognize connection opportunities



BETTER MARKET SEGMENTATION USING FUNCTIONAL STATUS?

