



THE CUSTOMER:

Founded in late 2016 and headquartered in Sweden, Emma Care focuses on modern elderly care technology for senior care facilities. Having witnessed the legacy methods being used to monitor elderly patients, the company realized that a more efficient approach was needed. They set out to change the way senior care facilities monitor their patients, reduce overall cost and improve efficiency. After years of research and prototyping, Emma Care developed a complete health platform equipped with artificial intelligence, voice interaction, real-time notifications and trend analysis to revolutionize the way senior care facilities take care of their patients.

OVERVIEW:

Many senior care facilities use legacy methods of patient monitoring such as physical routine checks and pen and paper methods to record patient data. Not only are these methods costly, inefficient and increase the risk of medical errors, but they also reduce revenue streams for senior care facilities. For many of these facilities, the need to minimize labor costs associated with around the clock patient monitoring is an ongoing challenge. The burden of high labor costs results in reducing the number of caregivers which consequently means elderly care is neglected.

For years, many senior care facilities avoided adopting newer technology based on a fear of modern technology being too complicated, too costly and/or not well suited to the practical needs of elderly patients and their caregivers. However, today's smart technology tailored for senior care aims at providing cost-effective solutions

while reducing the stress on caregivers. Take for example the manufacturers of smart bed and diaper sensors. These smart devices can detect essential bodily functions such as temperature, heart rate and blood pressure, and in the case of diaper sensors, wetness and humidity. For example, if a diaper needs changing, caregivers will receive an alert via an application and take action if needed.

Emma Care works closely with these manufacturers to provide a comprehensive and commercial health solution for senior care facilities.

CHALLENGES:

In order for the company to provide its health solution for senior care facilities, they needed a wireless connectivity solution that could scale and provide long-range connectivity. Emma Care was previously using Wi-Fi technology but soon discovered that the high maintenance costs and high power consumption were problematic. In addition, the company realized that many small to medium-sized senior care facilities lacked the technical expertise required to properly set up and configure a wireless network, nor could they afford the cost of hiring technical expertise. Even larger senior care facilities with in-house IT departments were concerned with high costs, complexity and of course security. Moreover, when hundreds of Wi-Fi devices are added, many of these senior care facilities are not equipped with a network that is powerful enough to handle the bandwidth. Consequently, the reliability and connectivity suffer.

For Emma Care, it was imperative to have a wireless technology solution that was capable of providing long-range connectivity, reliability and still remain cost-effective.

SOLUTION

The company needed a partner that would help scale their health platform by delivering a low-power, low-cost wireless technology alternative. They discovered an opportunity with Cassia Networks to provide them with the ideal solution to meet their requirements.

Long Range, Multiple Device Connectivity

Emma Care chose Cassia Networks' S2000 Bluetooth gateway to provide the seamless long-range connectivity needed to help the company bring its health platform to market. Cassia's S2000 allows up to 20 Bluetooth Low Energy (BLE) devices to be connected simultaneously and provide range up to 1000 feet. The ability to deploy multiple Cassia S2000 Bluetooth gateways in senior care facilities and still have reliable connectivity allowed them to scale their platform in ways never before imagined.

Highly Scalable, Flexible and Easy to Use

The powerful capabilities of Cassia's S2000 Bluetooth gateways allow Emma Care to deliver a modern elderly care health solution for senior care facilities. In conjunction with Cassia's IoT Access Controller (AC), a powerful network management solution, staff can easily manage multiple gateways and monitor hundreds of end devices from one centralized dashboard. This tool provides incredible value for caregivers because if a device, such as a bed sensor loses connectivity, staff will receive an immediate notification and take appropriate action.

The health and well-being of elderly patients can change in an instant and some patients require more care than others given their specific medical needs. The combination of Cassia's S2000 Bluetooth gateways and Emma Care's platform allow caregivers to place these patients in close proximity to staff for additional monitoring. With their intuitive platform featuring real-time notifications and trend analysis, nursing staff is better equipped to deal with any medical issues that may arise.

RESULTS

Since partnering with Cassia Networks, the company is able to provide senior care facilities with a modern, senior care health solution that is cost-effective, secure and easy to manage.

Cost-effective

With Cassia Networks, Emma Care can now offer a lower cost wireless technology solution which not only reduces operational costs for senior care facilities but allows them to market their solution more competitively. In conjunction with Cassia's S2000 Bluetooth gateways, IoT AC and Emma Care's health platform, caregivers can remotely and accurately monitor patients which helps healthcare staff remain responsive to patient needs even when resources and staff may be limited. This cost-effective approach to patient care means improved efficiency, reduced workload for caregivers and staff, and provides a more enriched patient experience.

Improving security and ease of management

As mentioned, many senior care facilities lack the technical expertise to properly configure and secure a wireless network. For some, having multiple Wi-Fi access points that are not properly configured increases the probability of security threats and vulnerabilities resulting in data breaches. Since partnering with manufacturers of these BLE end devices and using Cassia's S2000 Bluetooth gateways, Emma Care can provide a more secure wireless solution for senior care facilities. Moreover, by using Cassia's easy to use IoT AC, staff can remotely monitor and check the status of BLE end-devices from one centralized interface.

Together with Cassia Networks, the company is delivering a modern and scalable solution that provides new revenue streams for senior care facilities, all while improving the day-to-day satisfaction and quality care of patients.

"Long-range Bluetooth technology saves our site implementation costs by 60%. Cassia Networks is a core enabler to affordable smart elderly care."

Emma Bard
Director of Operations

ABOUT CASSIA

Cassia Networks is the leading provider for enterprise Bluetooth IoT products and solutions. Our patented technology provides the most reliable and easy to manage long-range, multiple device connectivity, edge-processing and locationing for Bluetooth IoT networks.

Our mission is to solve the IoT connectivity, locationing and management challenges faced by today's enterprises and make IoT easy.