2020 ANNUAL CONFERENCE +EXPO

Preparing for the Next Generation of Intelligent Senior Living Communities

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President,
The Asbury Group
Integrated Technologies

Paul Steinichen
Chief Technology Officer,
The Asbury Group
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Michael Sanzotti
Director of Technology
Solutions at
Reese Hackman

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TODAY'S PRESENTERS

Nick Patel

President,
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Paul Steinichen

Chief Technology Officer,
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Michael Sanzotti

Principal/Director of Technology Solutions,
Reese Hackman

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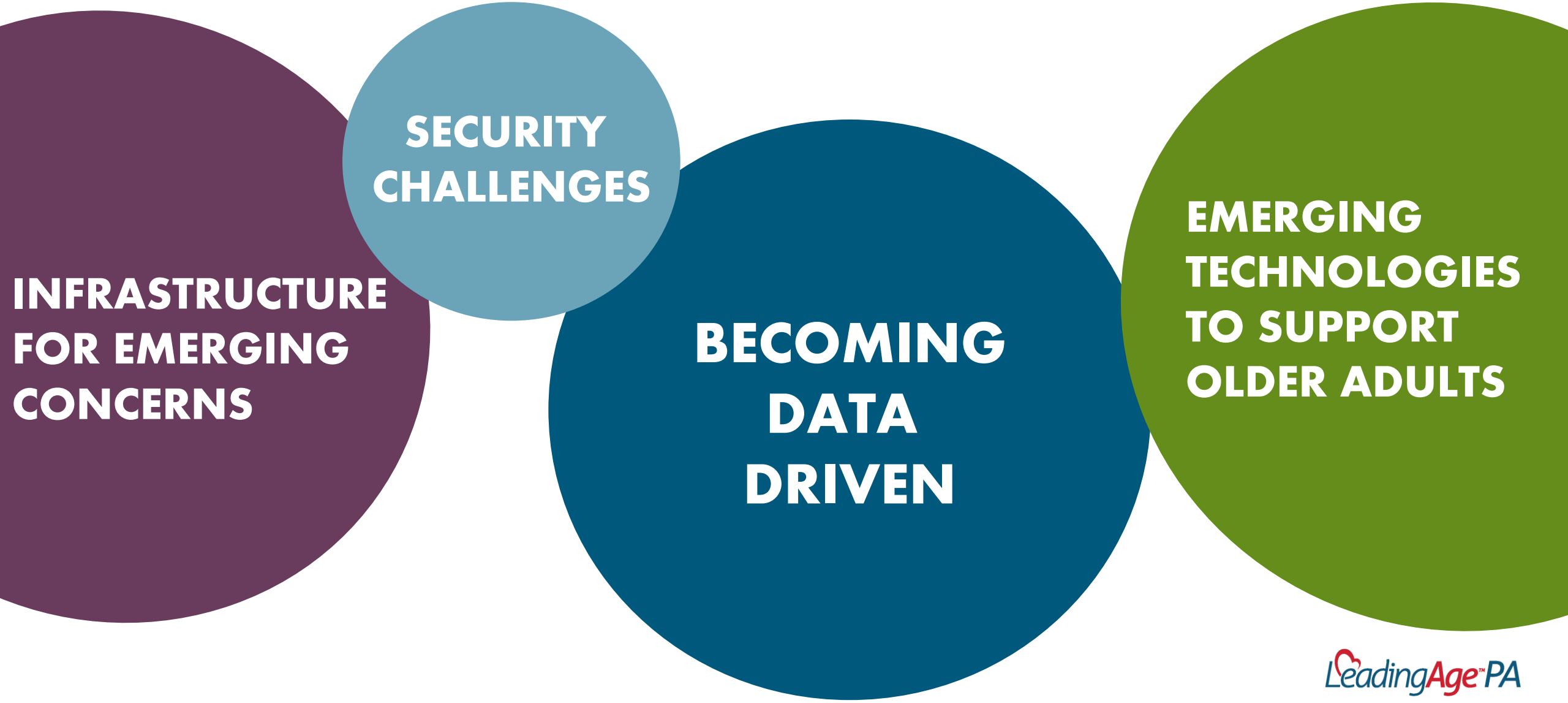
SESSION OVERVIEW



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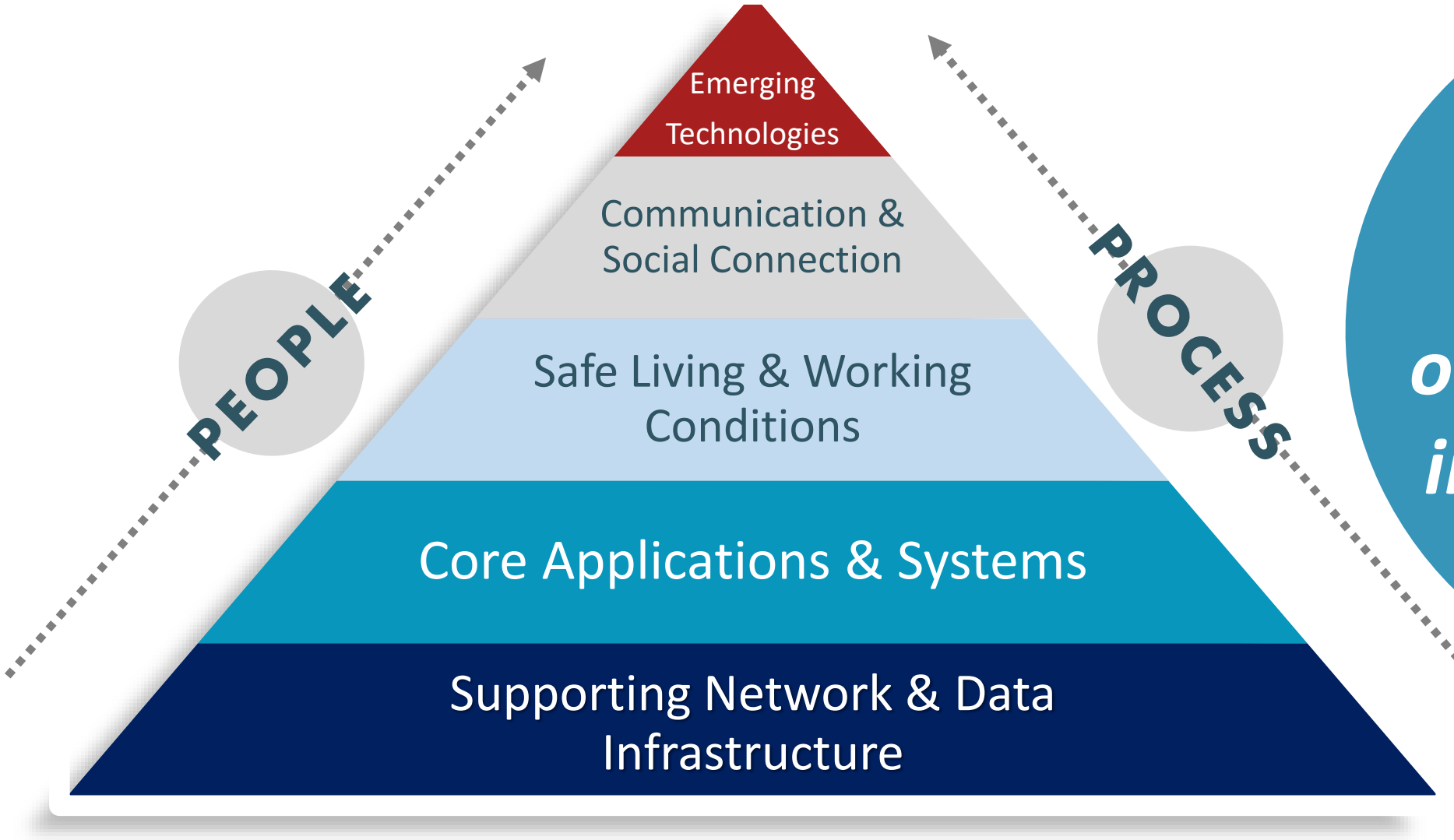
THE EVOLUTION OF TECHNOLOGY APOPTION: A MATURITY MODEL



Where is your organization in its climb?

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INFRASTRUCTURE FOR EMERGING CONCERNS

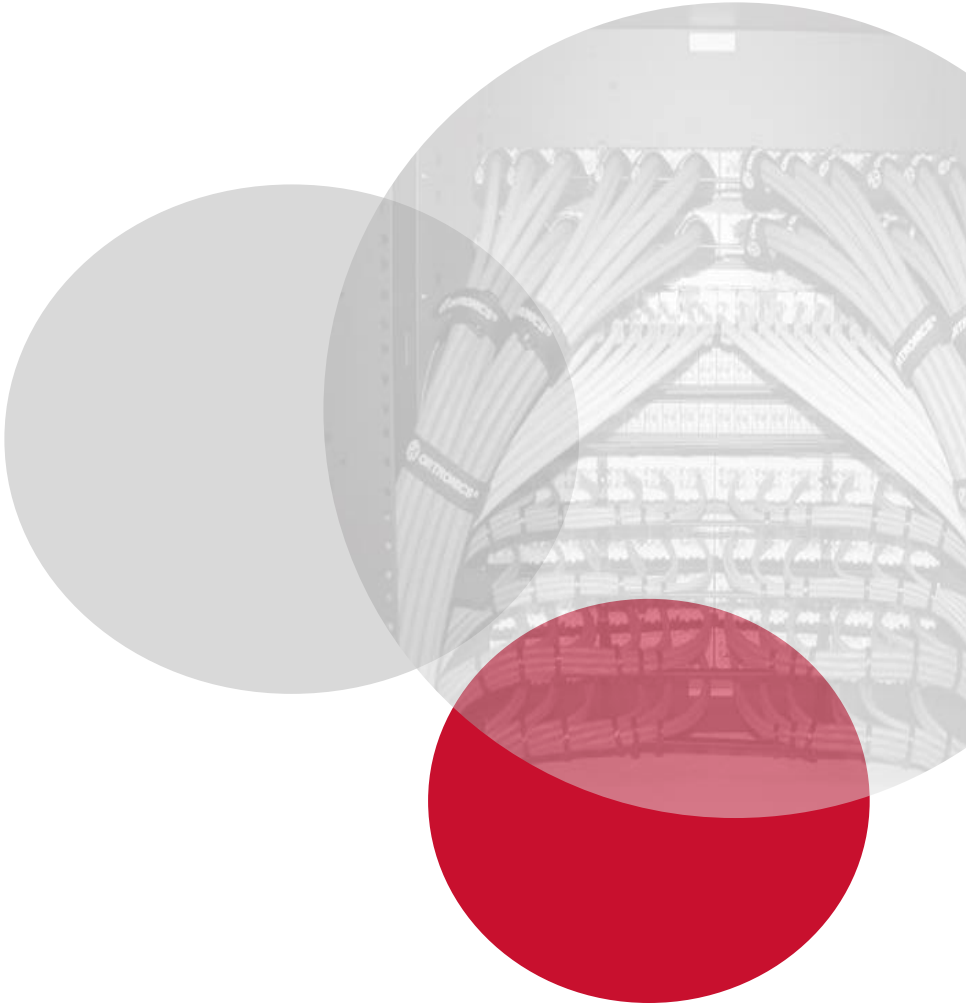
‘Build a Strong Foundation’

BUILD A STRONG FOUNDATION

5

The Network

1. Codes and Standards
2. Utility Services
3. Space in the Building
4. Telecom Infrastructure
5. Engineered Wi-Fi System



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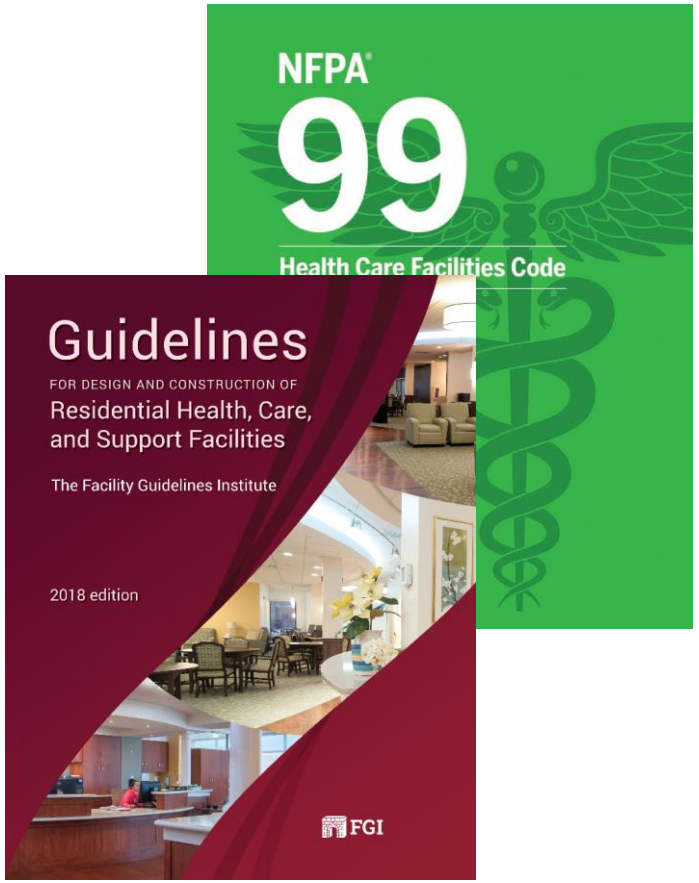
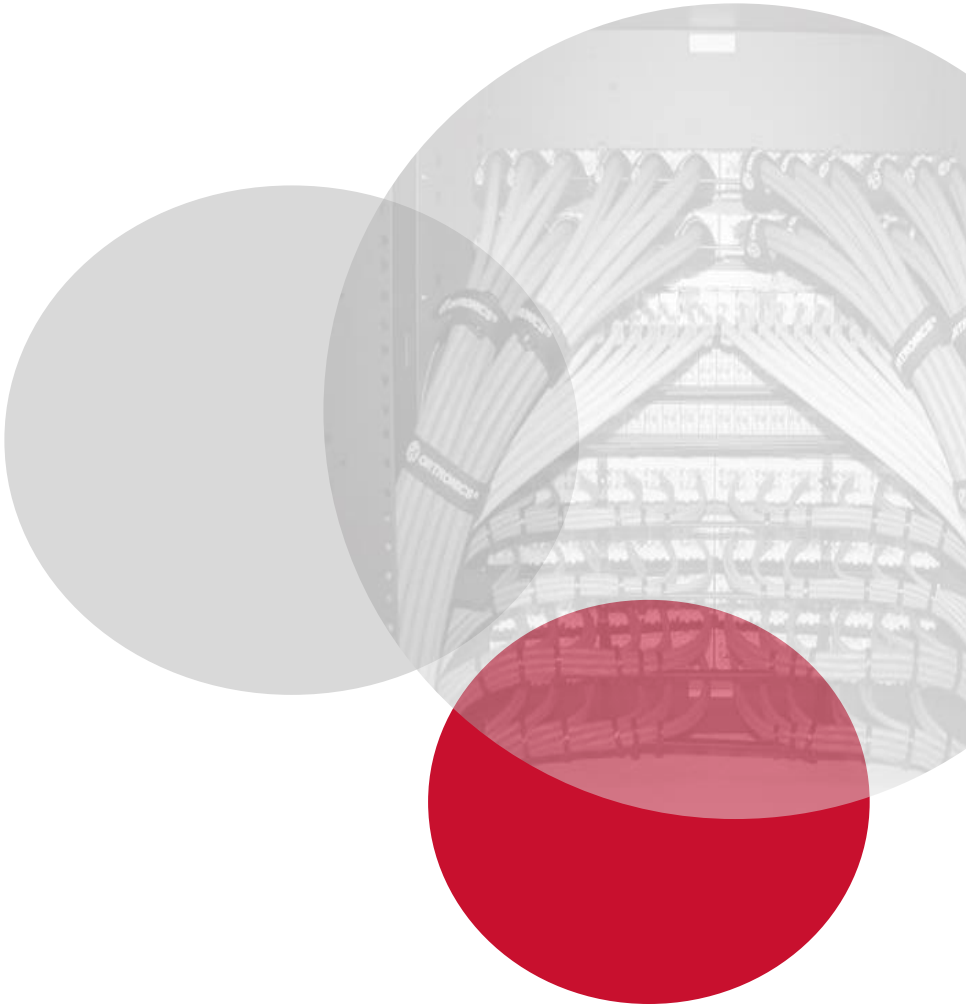
BUILD A STRONG FOUNDATION

Codes and Standards





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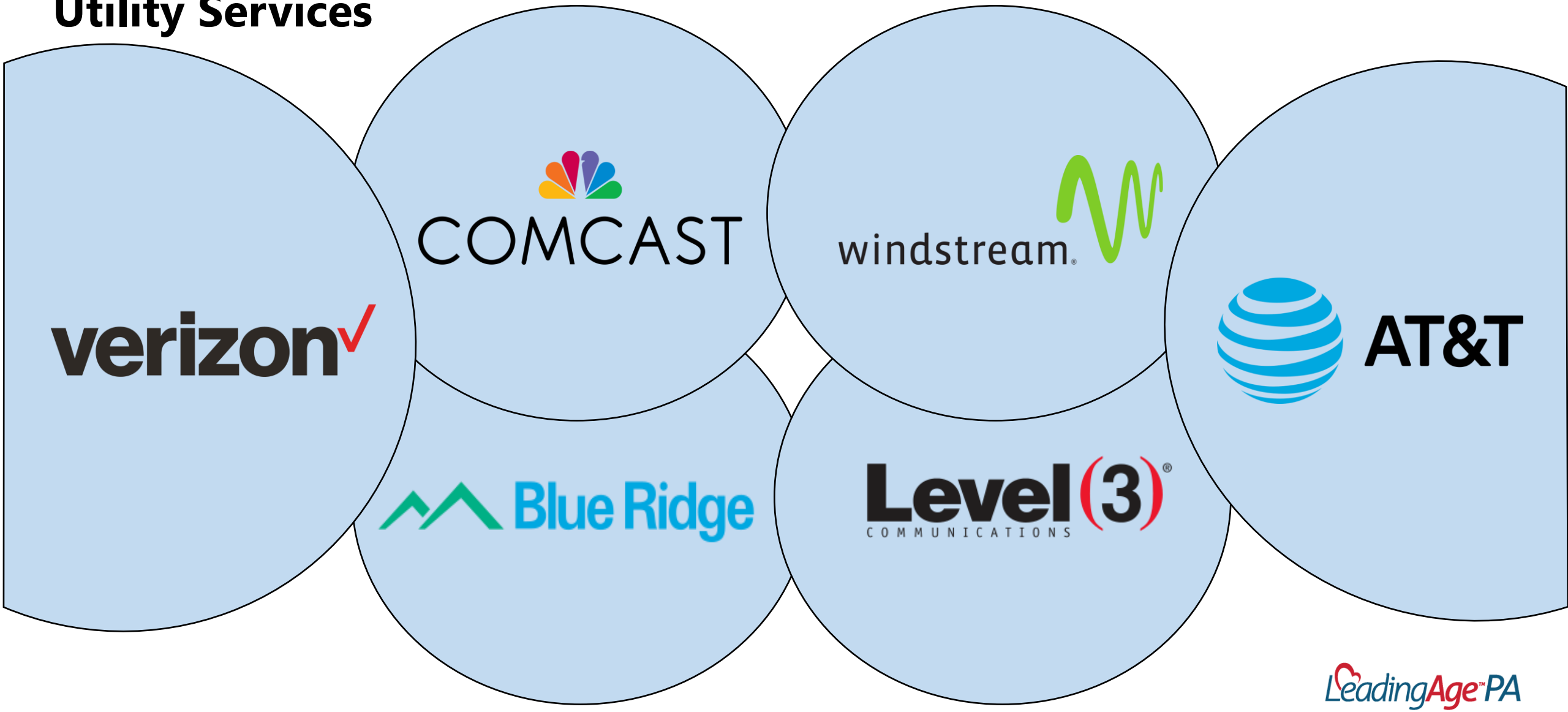
BUILD A STRONG FOUNDATION

Utility Services



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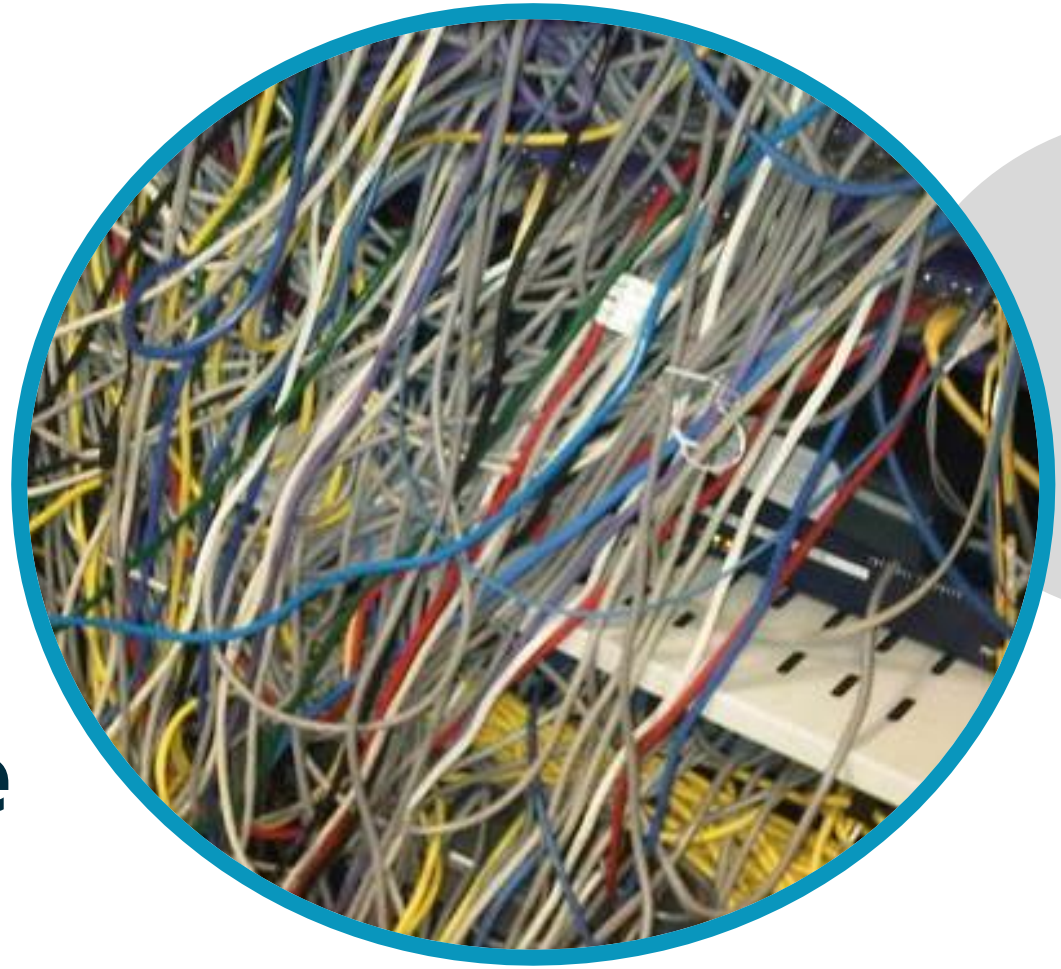
BUILD A STRONG FOUNDATION



“So you said it was the orange wire, right?”

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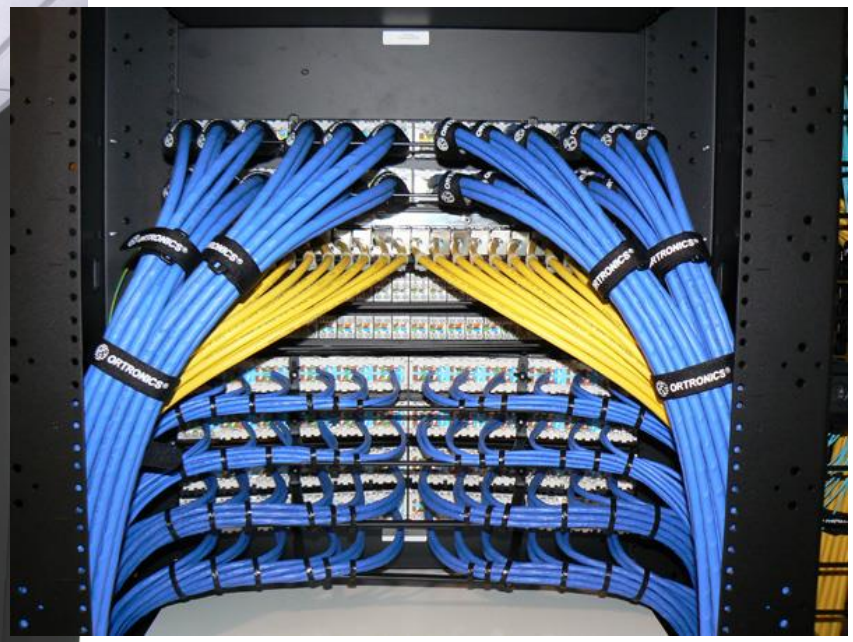
BUILD A STRONG FOUNDATION

Space in the Building



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BUILD A STRONG FOUNDATION

Telecom Infrastructure

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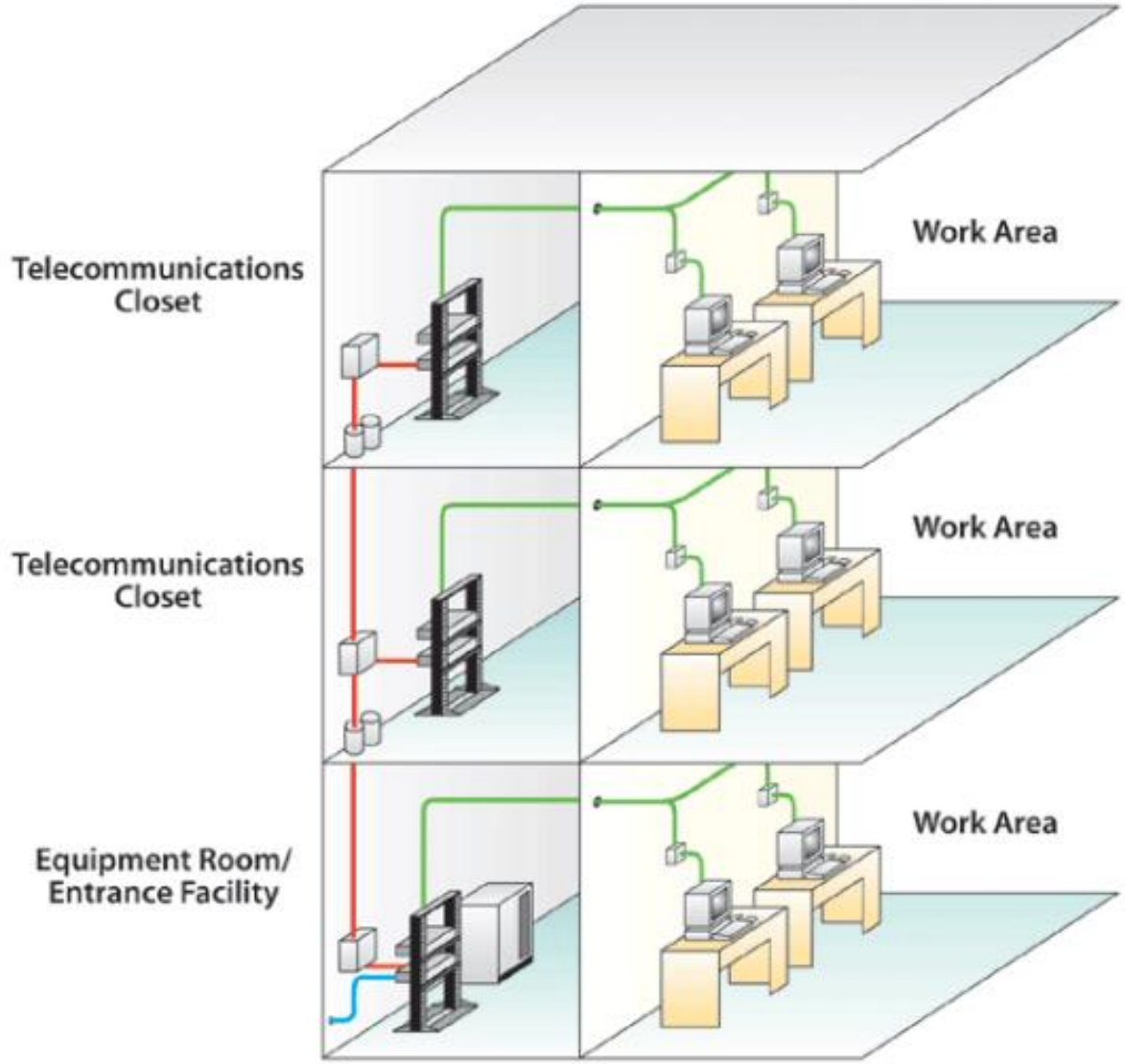
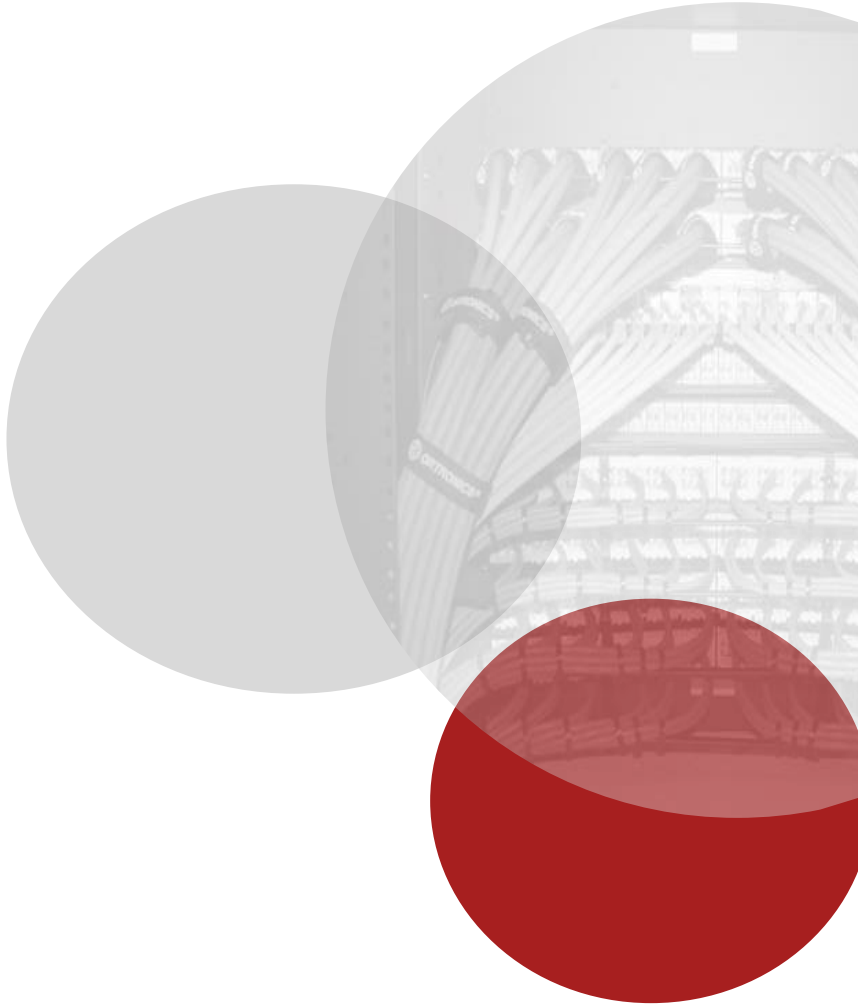
BUILD A STRONG FOUNDATION





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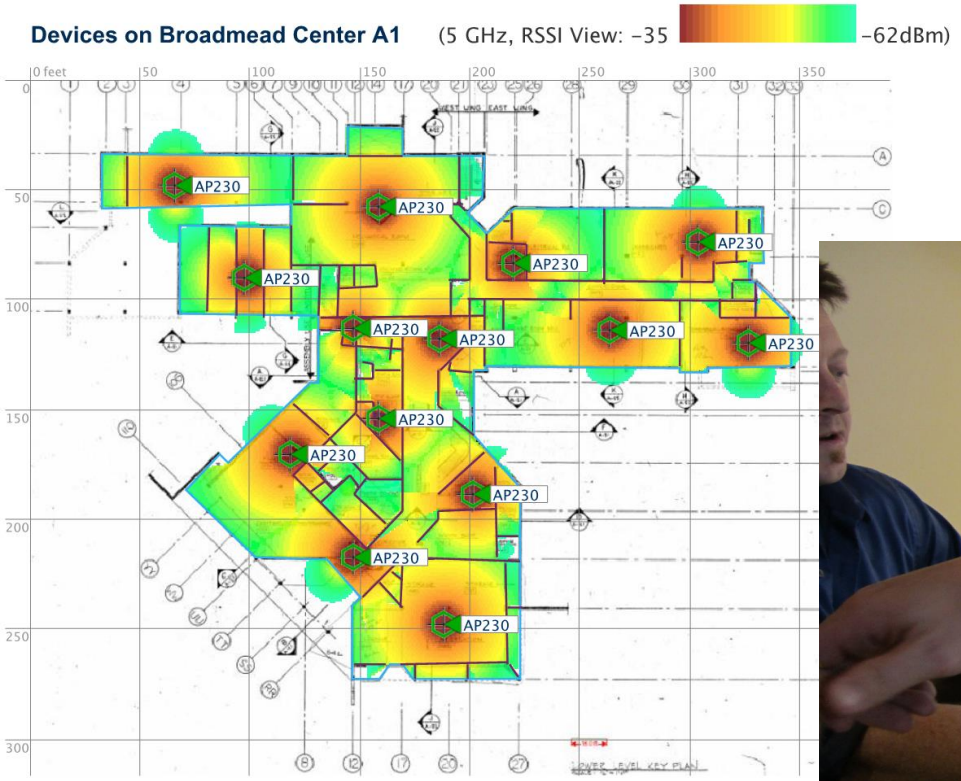
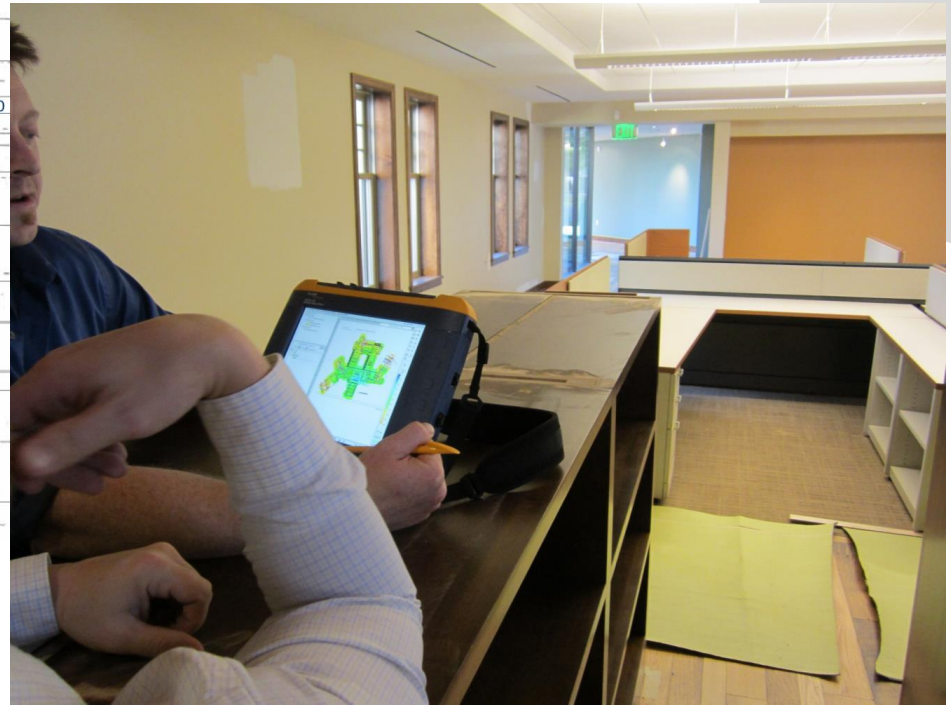
Engineered Wi-Fi





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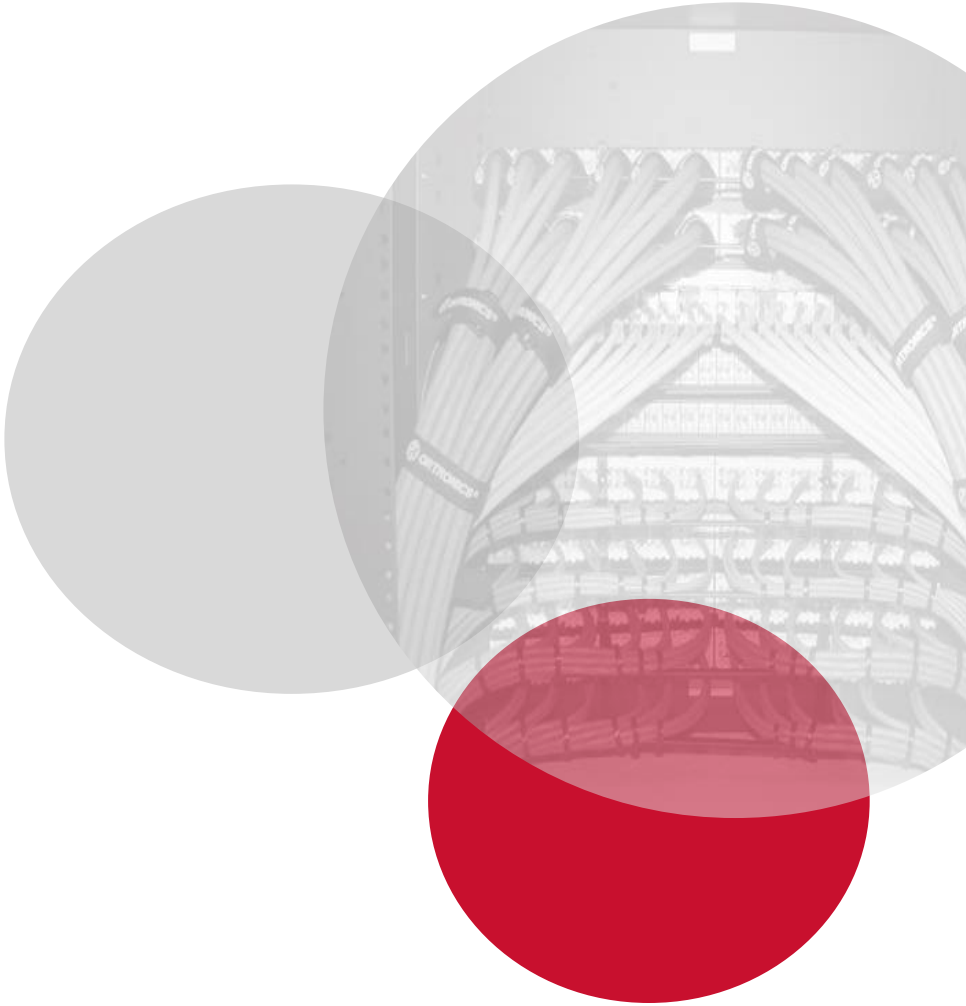

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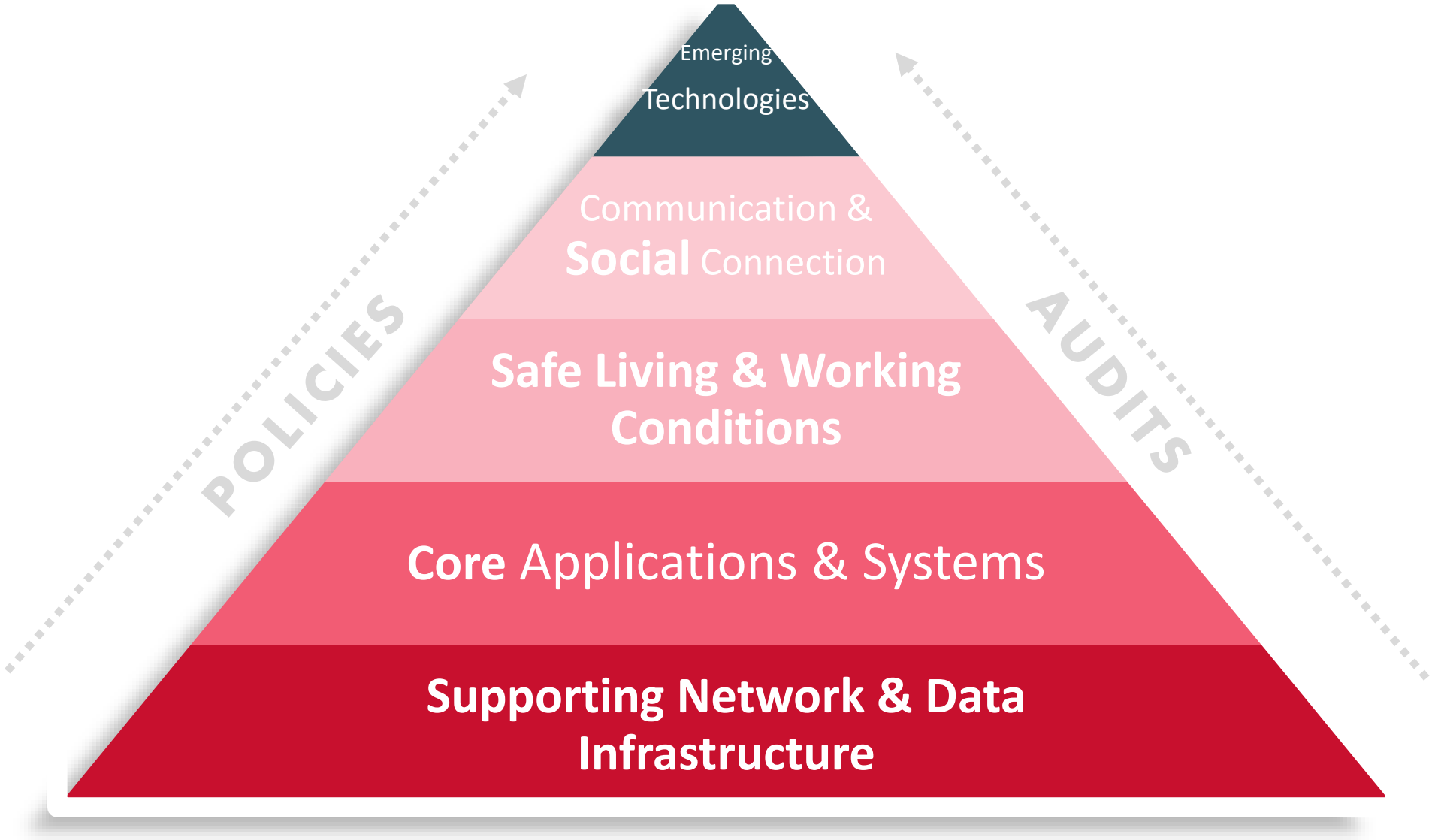
Security Challenges

SECURITY FOR EMERGING TECH ADOPTION BUILD THE FOUNDATION



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EMERGING SECURITY CONCERNS

CREATING A DIGITAL WORKFORCE OVERNIGHT

- Expanded Network = Expanded Security Risk
  - Remote Access
- Cybersecurity in a Remote Working Environment
  - ‘Zero Trust’
- New Work Patterns
  - Increased file sharing and document management
- ‘In the wild’ digital collaboration

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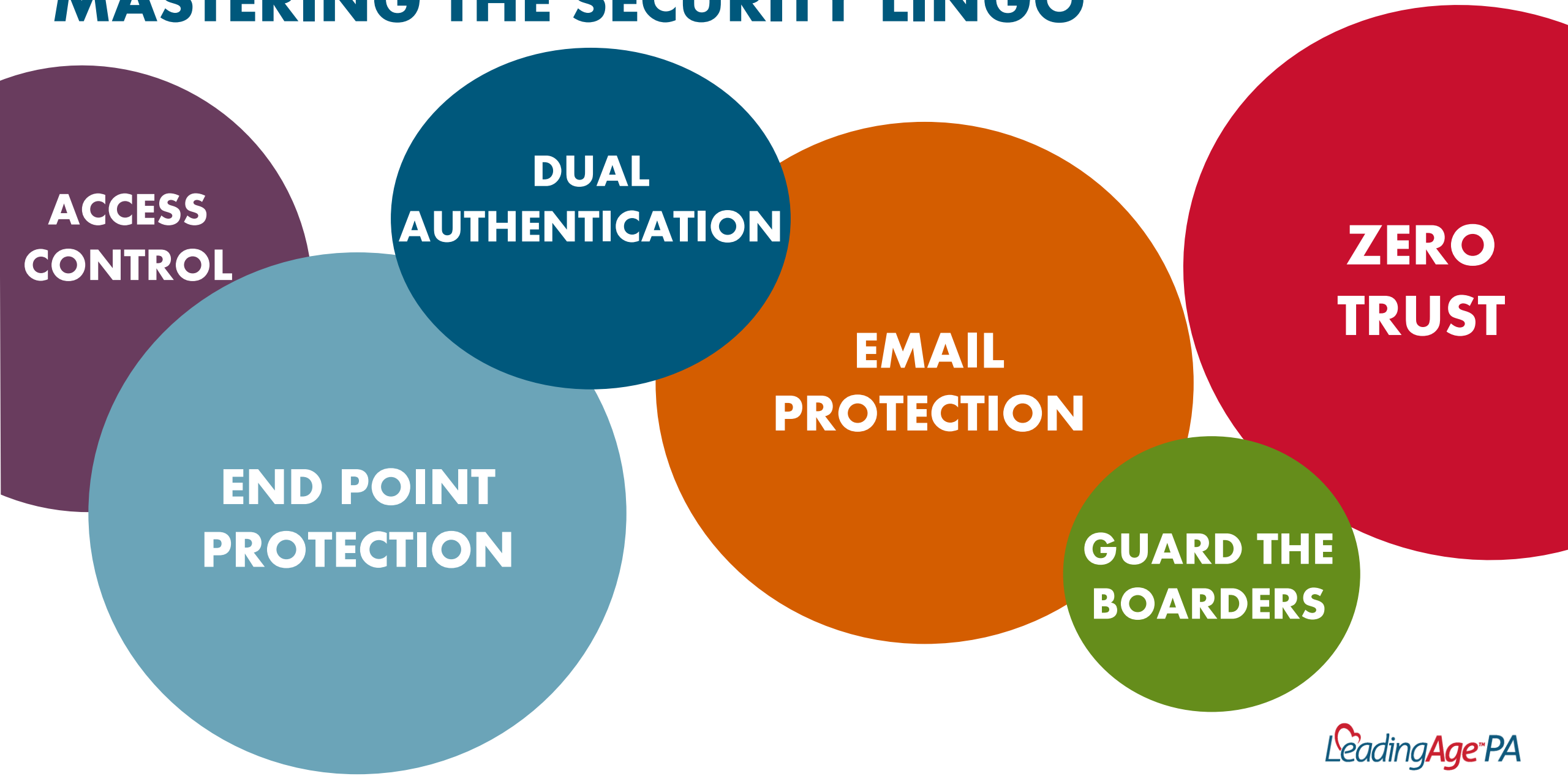
MASTERING THE SECURITY LINGO



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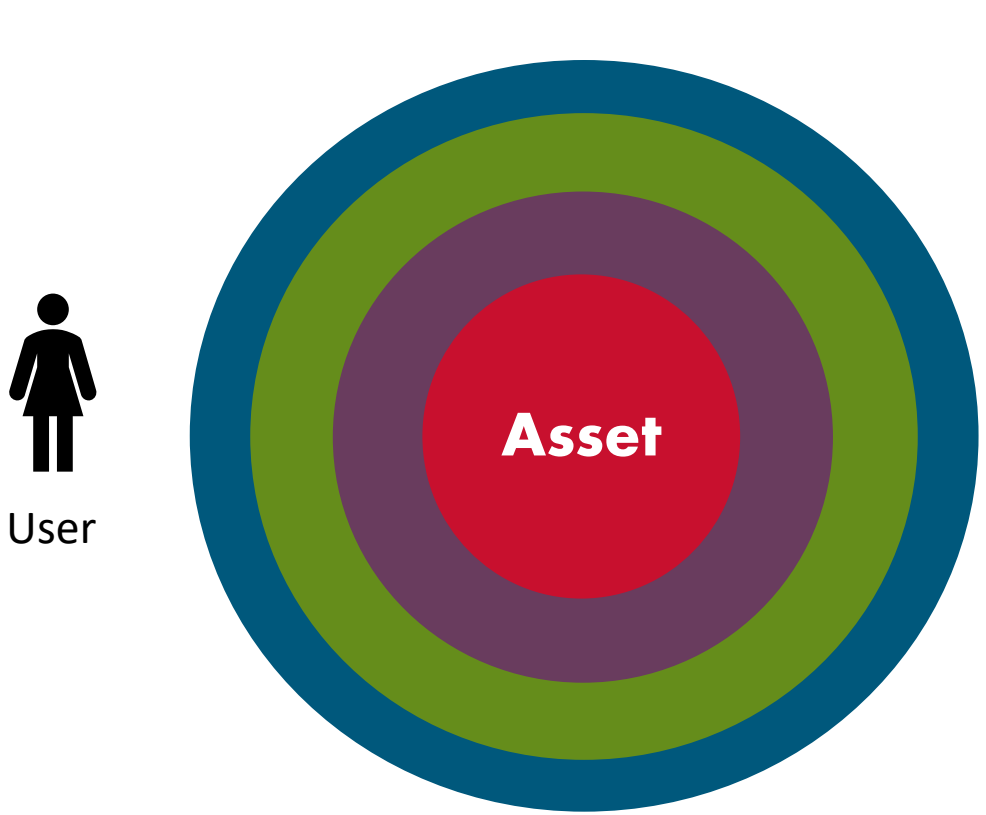
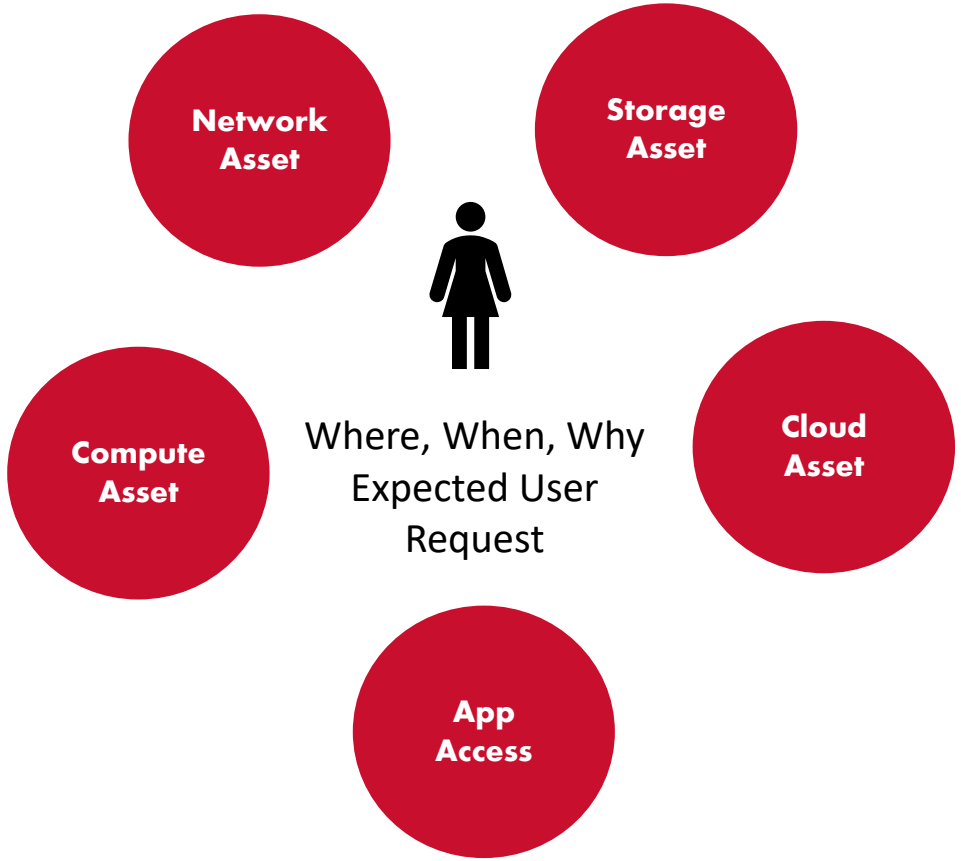
WHAT IS ZERO TRUST SECURITY

From Guard the Boarders to Trust Nothing



Protect Assets via Layers of Security



Where, When, Why Requested Asset

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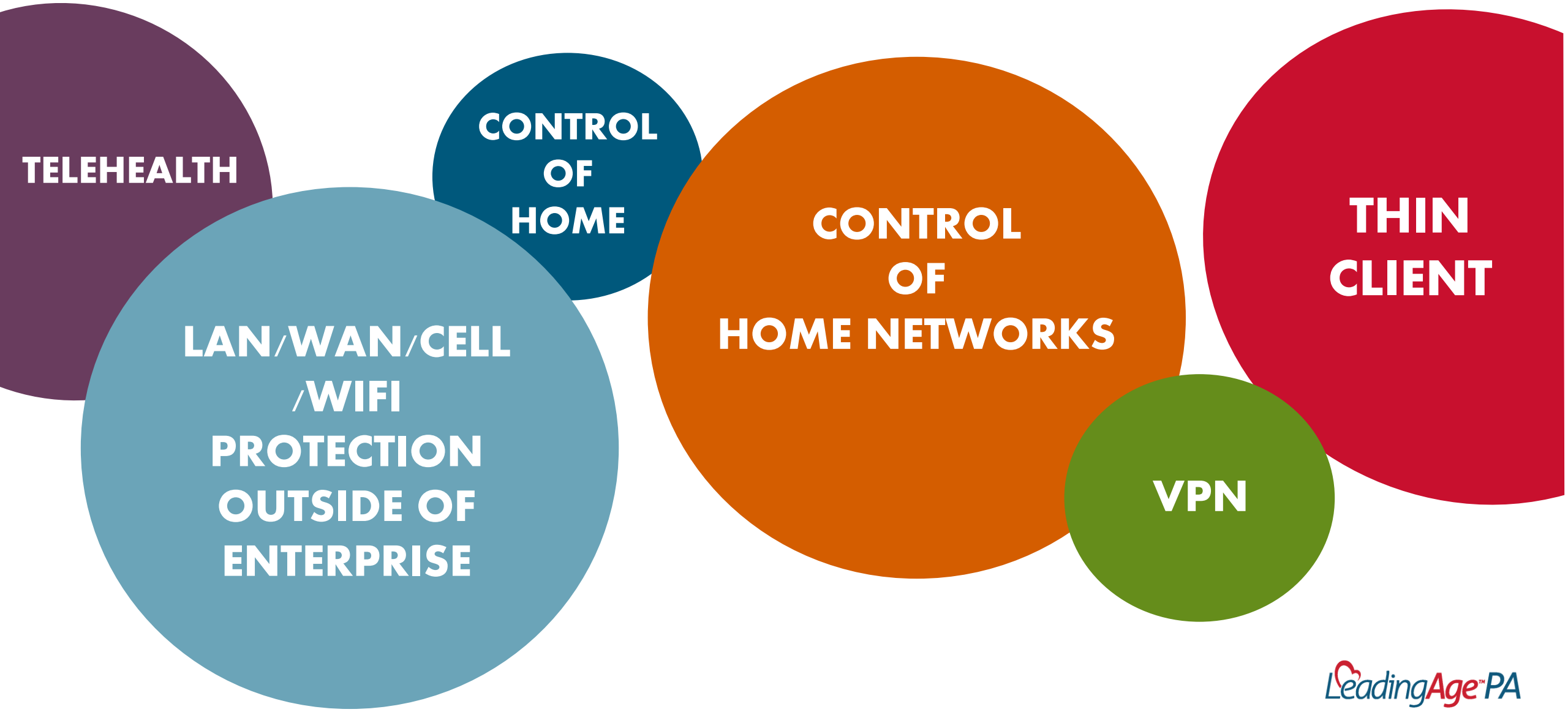
HOW DOES COVID IMPACT SECURITY



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PLANNING FOR ADVANCED SECURITY

(AKA things that make you go hmmm)

- What will my users tolerate?
- Can my security understand context?
- How well does it protect resident privacy?
- How does it collect/organize/secure data?
- How can we tell how well it's working?
- Can it protect a smart home?
- Will caregivers interact with it?
- Are there any personal safety risks?

Most importantly:
Can your current network and data infrastructure support it?

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NO ONE SAID SECURITY WOULD BE EASY

BECOMMING DATA DRIVEN

PLANNING FOR DATA

"In God we trust. All others must bring data."
W. Edwards Deming

What does **data** mean to you and to your organization?

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THE ROLE OF DATA MANAGEMENT

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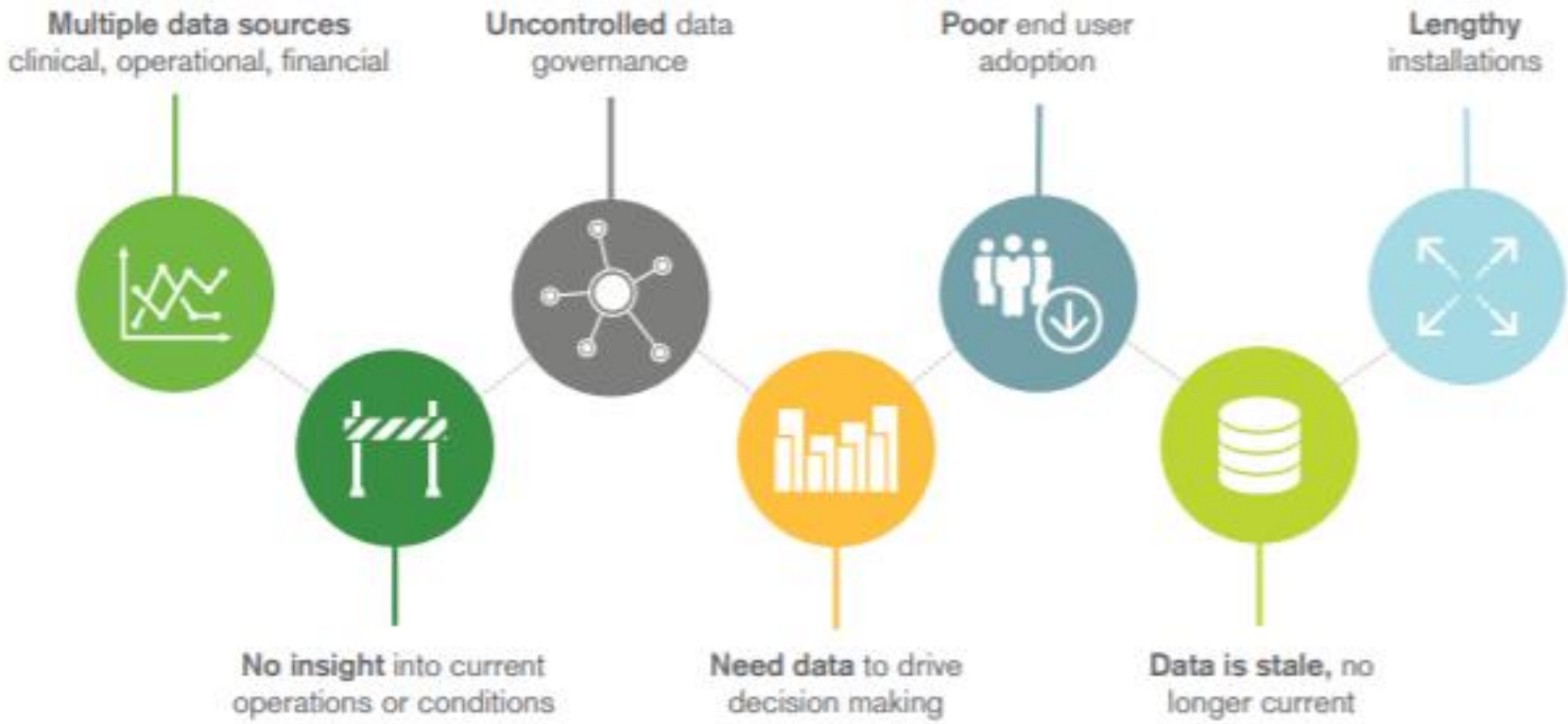
COMMON DATA ISSUES NEED BUSINESS INGELLIGENCE



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VALUE OF BUSINESS INTELLIGENCE

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EMERGING TECHNOLOGIES TO SUPPORT OLDER ADULTS

Emerging Technologies

- Robotics
- Artificial Intelligence (AI)
- Internet of Things (IoT)
- Virtual Reality (VR)
- Tele-Health
- Remote Monitoring
- Medication & Reminder

Communications and Social Engagement

- Concierge Services
- Digital Signage
- Unified Communications
- Home Automation

Safe Working and Living Environment

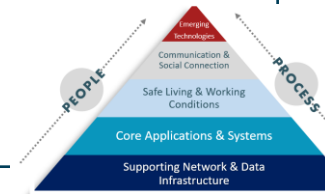
- Emergency Response
- Wander Management
- Door Access, Intercom, and Security
- Closed-Circuit TV
- Mass Notification
- Fire Alarm

Core Applications and Systems

- Clinical EHR and Care Coordination
- Core Business
- Business and Resident Portals
- Business Intelligence and Reporting
- Integration and Interoperability
- Training & Documentation
- Subject Matter Experts
- Compliance and Security

Supporting Data and IT Infrastructure

- Local/Wide Area Networks
- End-User Hardware
- Wireless Connectivity
- Data Center w/ Disaster Recovery



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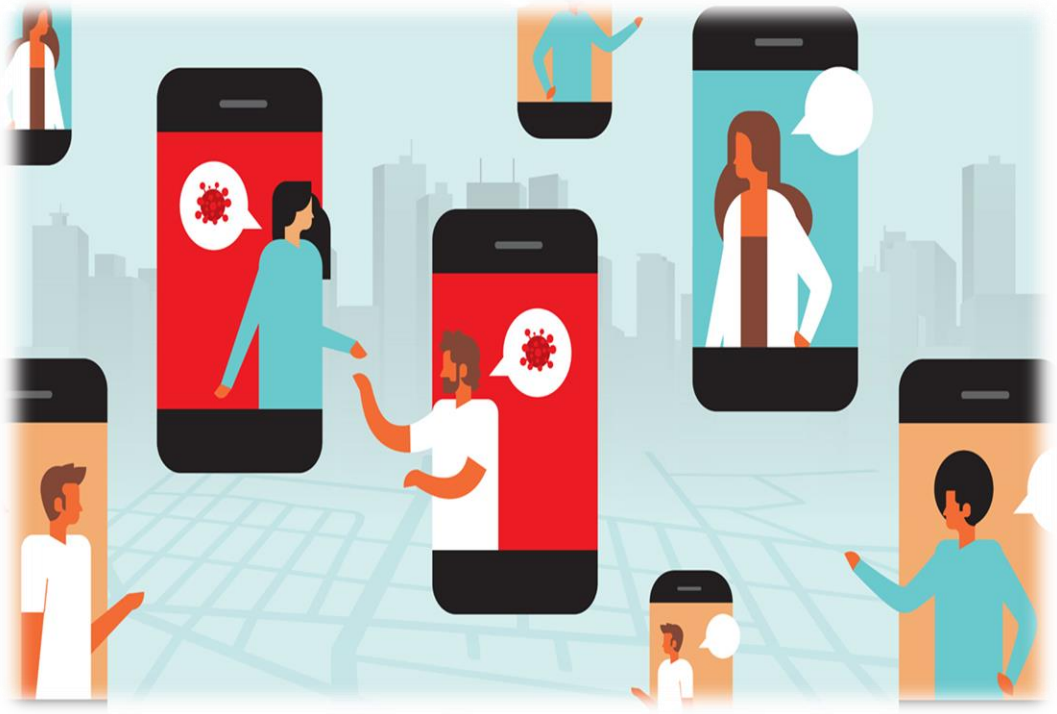
EMERGING TECHNOLOGY

CONTACT TRACING

Generate	Assist	Manage
Notify	Provide	Automate
Send	Integrate	Analyze
	Alert	



Drive Automation

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"Contact Tracing." *Centers for Disease Control and Prevention*, Centers for Disease Control and Prevention, 2020, www.cdc.gov/coronavirus/2019-ncov/php/open-america/contact-tracing-resources.html.

EMERGING TECHNOLOGY

CONTACT TRACING

Types Of Digital Contact Tracing Tools

Case Management

Make the traditional contact tracing process faster and more efficient:

- Streamline the electronic capture and management of data on patients and contacts
- Integrate workflows with surveillance systems or other workforce management tools

Proximity Tracing/Exposure Notification

Identify more contacts than traditional contact tracing alone:

- Use voluntary, opt-in tools in addition to case management tools to augment traditional contact tracing
- Use Bluetooth or GPS technologies to estimate the proximity and duration of an individual's exposure to patients diagnosed with COVID-19

"Contact Tracing." *Centers for Disease Control and Prevention*, Centers for Disease Control and Prevention, 2020, www.cdc.gov/coronavirus/2019-ncov/php/open-america/contact-tracing-resources.html.

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EMERGING TECHNOLOGY

CONTACT TRACING

- **Key Considerations and Impediments**
  - Tech Adoption Mandated vs Recommended
  - Strong Supporting Infrastructure
  - Seamless Data sharing
  - Tech
    - Apps “TraceTogether” 70% approval
    - StayHomeSafe with GeoFencing
    - Corona100
    - FluPhone
    - Confirmed Health
  - Privacy / Sovereignty
  - Private Networks with Appropriate Consent

Source: Harvard Business Journal

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EMERGING TECHNOLOGY

REMOTE PATIENT MONITORING

Critical emerging technologies;

- **Safe Space Scanners**
  - Regimented temperature checks at wellness kiosks
- **Biosensing Devices**
  - Early alerts to change in condition

Cross Device Data Collection & Analysis

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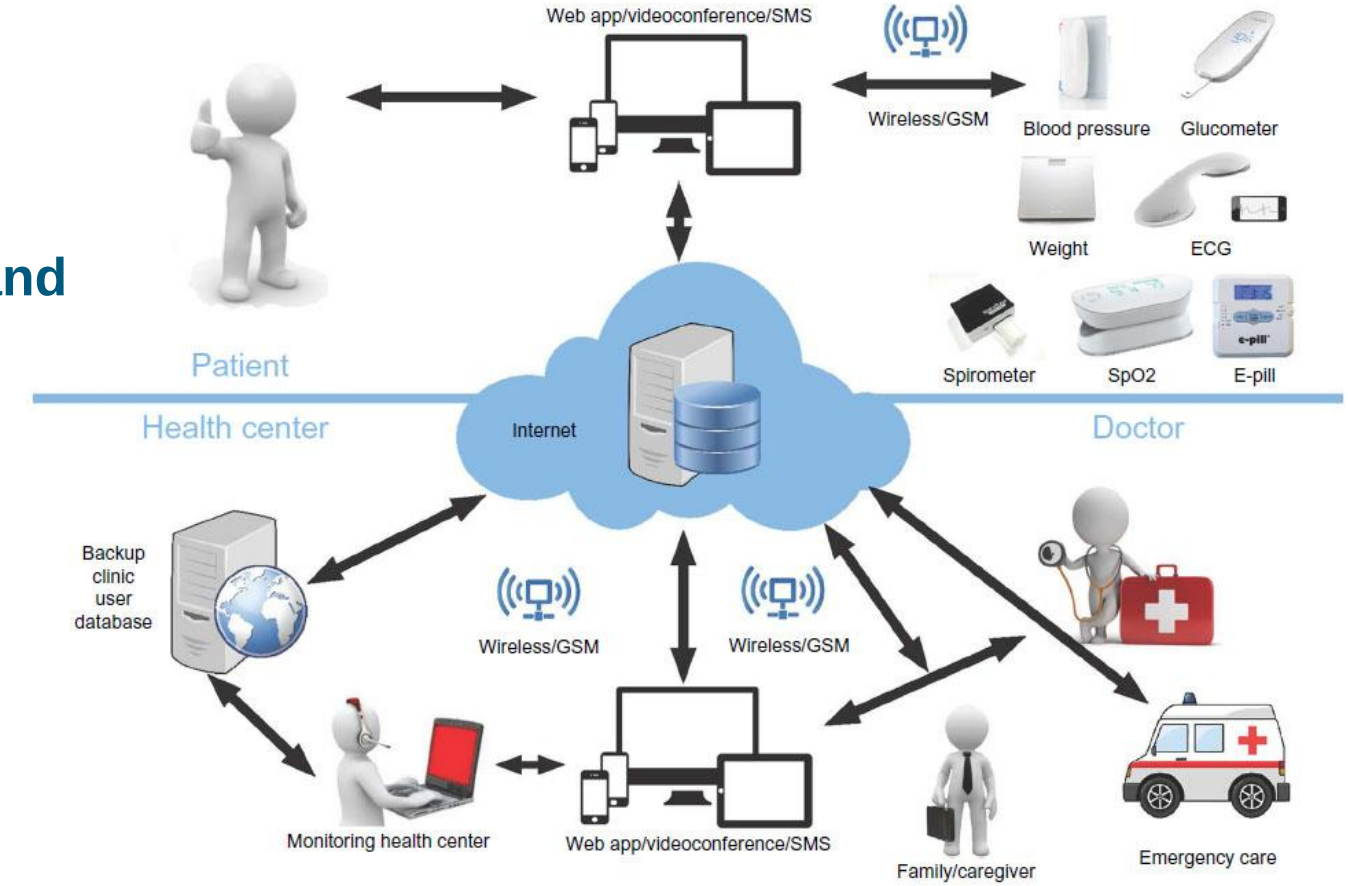
EMERGING TECHNOLOGY

INDUSTRY BLITZ TO TELEHEALTH

- Strong Infrastructure
- Bandwidth; Dial Up or Down On Demand
- Network Independence; 5G, LAN/WAN
- Zero Trust Security



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EMERGING THINKING

HIGH VALUE COLLABORATIONS WITH A STRONG ECOSYSTEM OF PARTNERSHIP

- Bring in the right partners to supplement your overall thinking and knowledge
- Develop winning collaborations with the defined outcomes and contributions
- Invest time and resources to accelerate your technology “maturity” as an organization
- LeadingAge, Harvard, AARP, NIA& Howard

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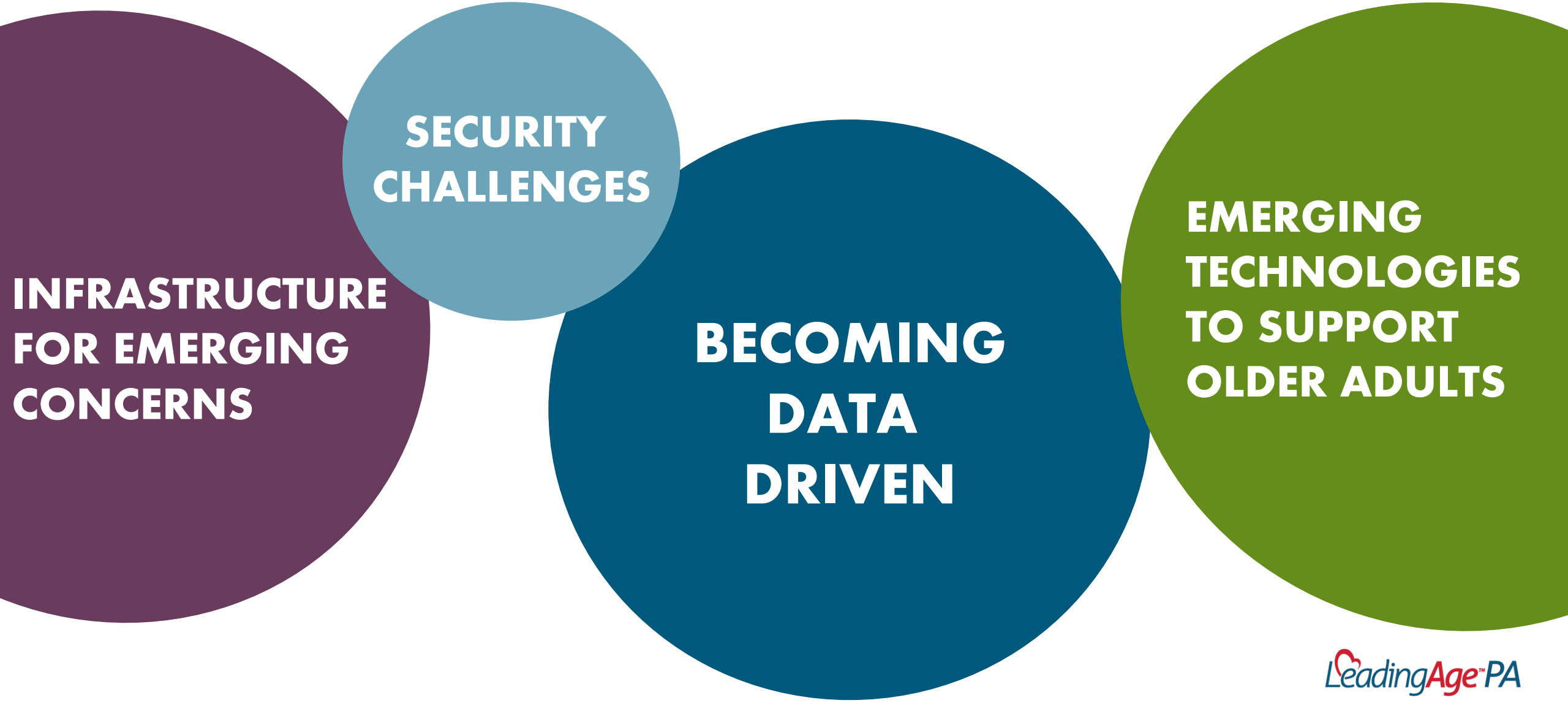
SESSION RECAP

SESSION RECAP



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KEY TAKEAWAYS

Infrastructure for the changing workplace

You can't protect the borders when there are none

Prepare for boundless Data

Innovate for a rapidly changing environment

Expand Or Die!

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THANK YOU!

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