



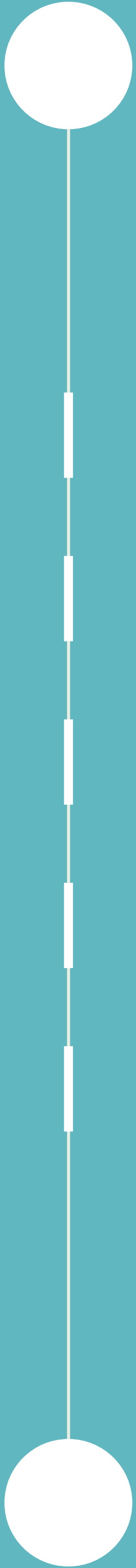
STANLEY[®]
Healthcare

REAL-TIME HEALTHCARE

ASHRAF NOORDEEN

| SALES,
DIRECTOR
MEA

Agenda

- 
- 01 Who We Are
 - 02 Our Portfolio
 - 03 The Platform
 - 04 Solutions
 - 05 By Your Side

SERVING

Over 14,000 Hospitals and Senior Living Organizations



STANLEY[®]
Healthcare

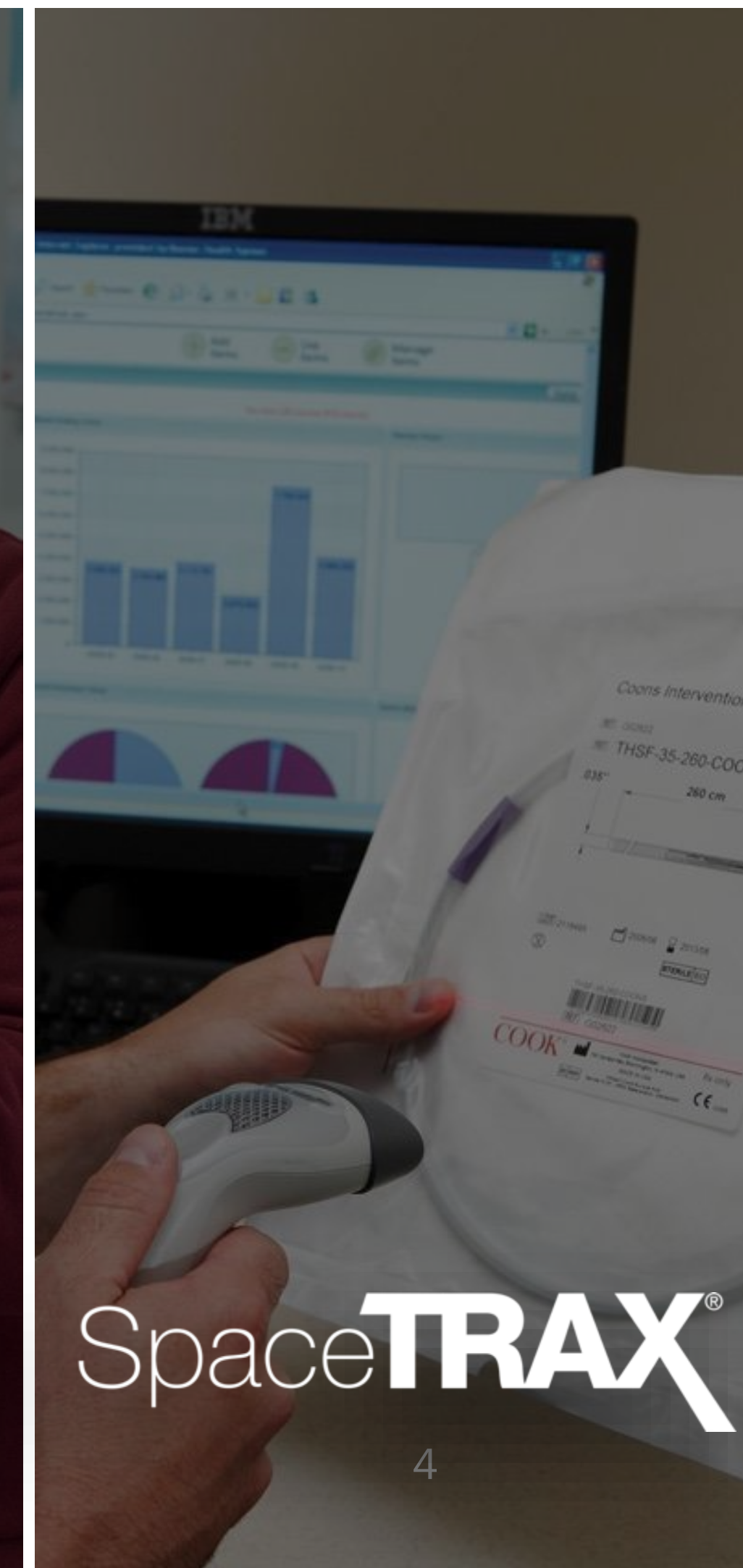


PORTFOLIO

Unmatched breadth & depth of solutions

Part of Stanley Black & Decker (NYSE: SWK)

Leading Brands



Creating safe, secure and efficient healthcare experiences across life's stages

Security

Sophisticated hospital-wide solutions for infant, patient and staff protection

Patient Experience

Advanced solutions for workflow optimization



Safety

Automated solutions for improved regulatory compliance, environmental monitoring, hand hygiene compliance, and at-risk patient fall monitoring

Operational Efficiency

Real-time visibility solutions for capital and operational expense reduction, and improved staff efficiency

Security

“

Hugs is a wonderful product, and having the tags in place gives families a sense of security.

”

Alegent Creighton Health Bergan
Mercy Medical Center, Nebraska





Safety

“

If you're doing paper-based monitoring, you're relying on human beings. Even if they're 100% compliant with twice-daily monitoring, it's still a 'snapshot' approach.

”

Phoenix Children's Hospital



Operational Efficiency

“

The data from the AeroScout solution has given us new insight into how we are performing, and allowed us to set new goals and measure our performance.

”

Davis Medical Center, West Virginia

Patient Experience

“

We are able to correlate the staff actions with HCAHPS scores. Our facility not only tracks care team processes and workflows, but monitors the way the flow is viewed from a patient perspective.

”

Florida Hospital Celebration Health



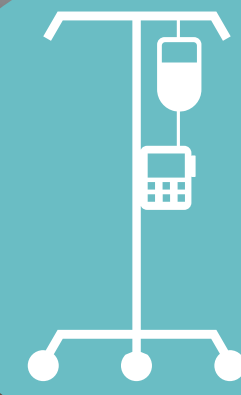
02

Our Portfolio

STANLEY[®] Healthcare

Real-Time Hospital-Wide Solution Portfolio

ASSET MANAGEMENT



ENVIRONMENTAL
MONITORING



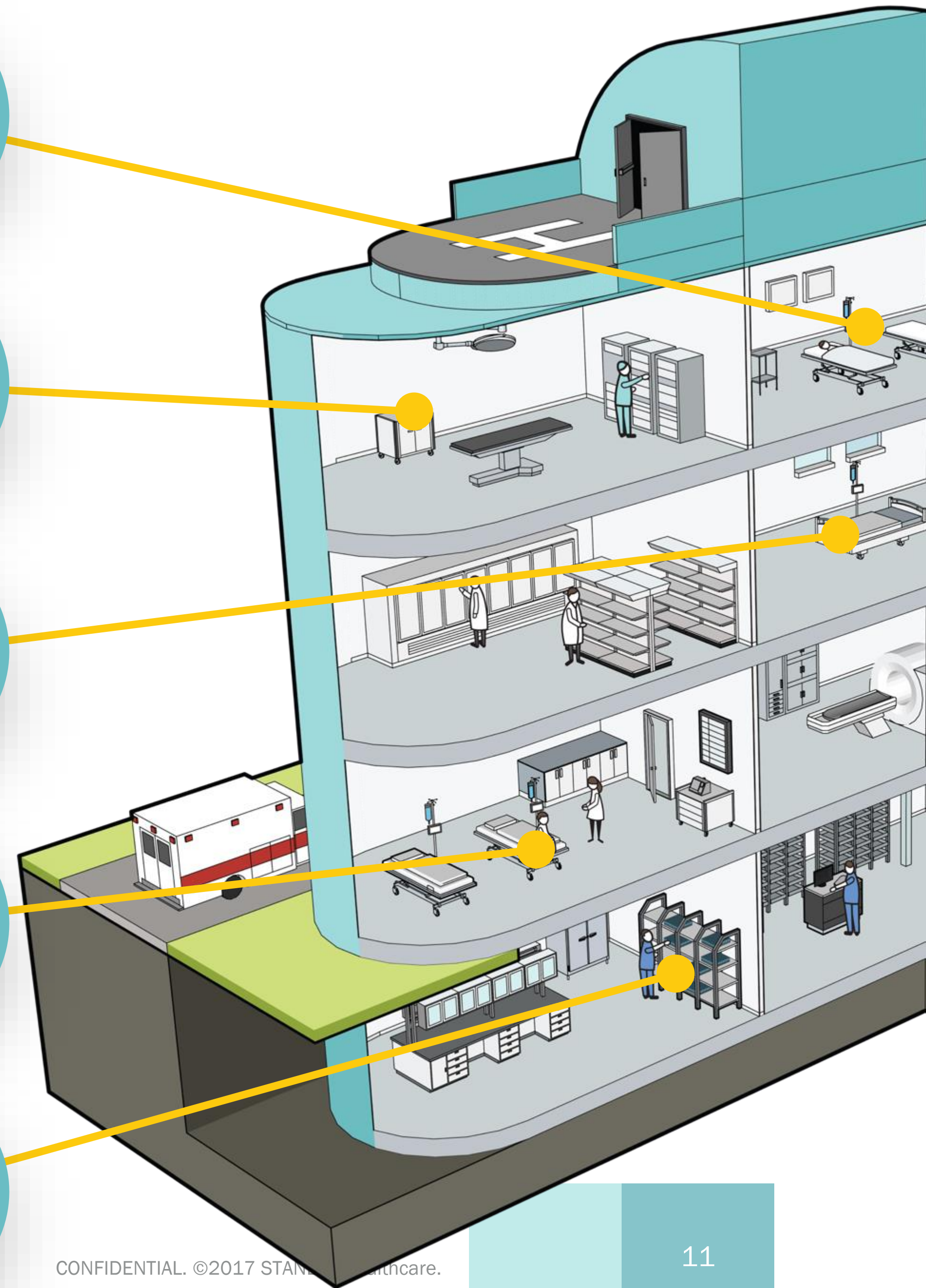
INFANT PROTECTION

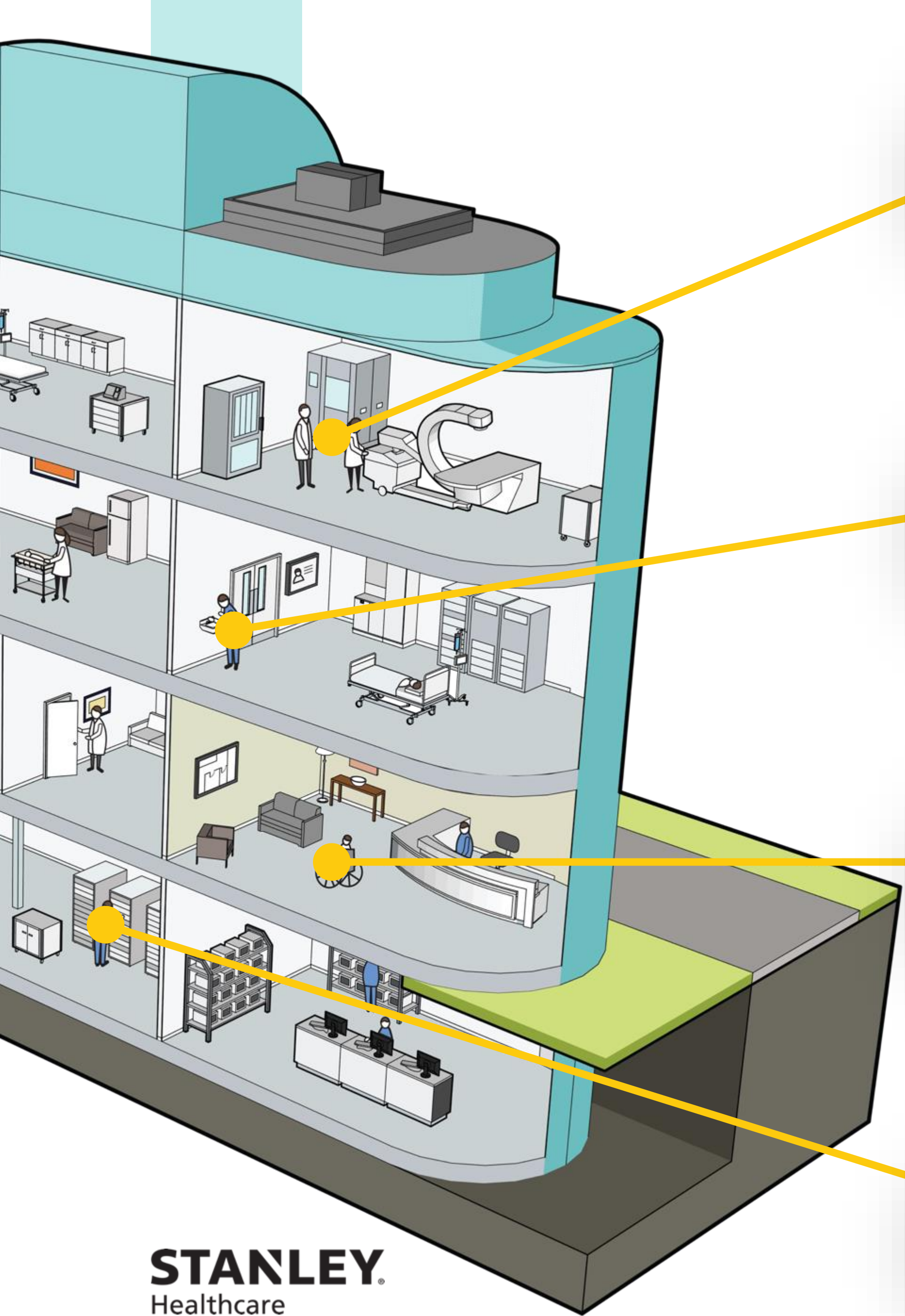


PATIENT PROTECTION

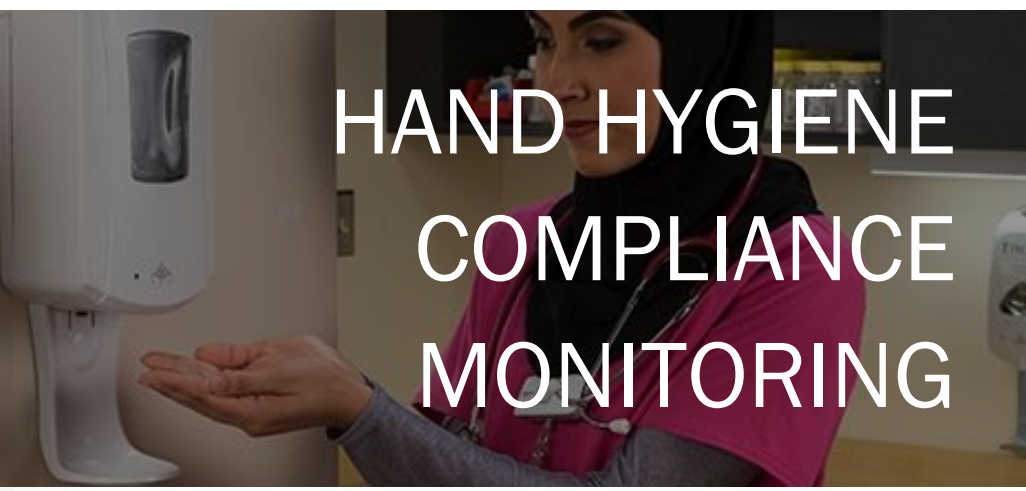
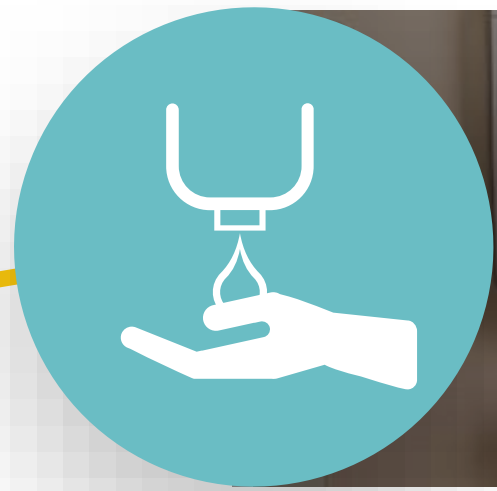


STAFF PROTECTION





PATIENT AND
STAFF FLOW



HAND HYGIENE
COMPLIANCE
MONITORING



FALL MANAGEMENT



FACILITY SECURITY

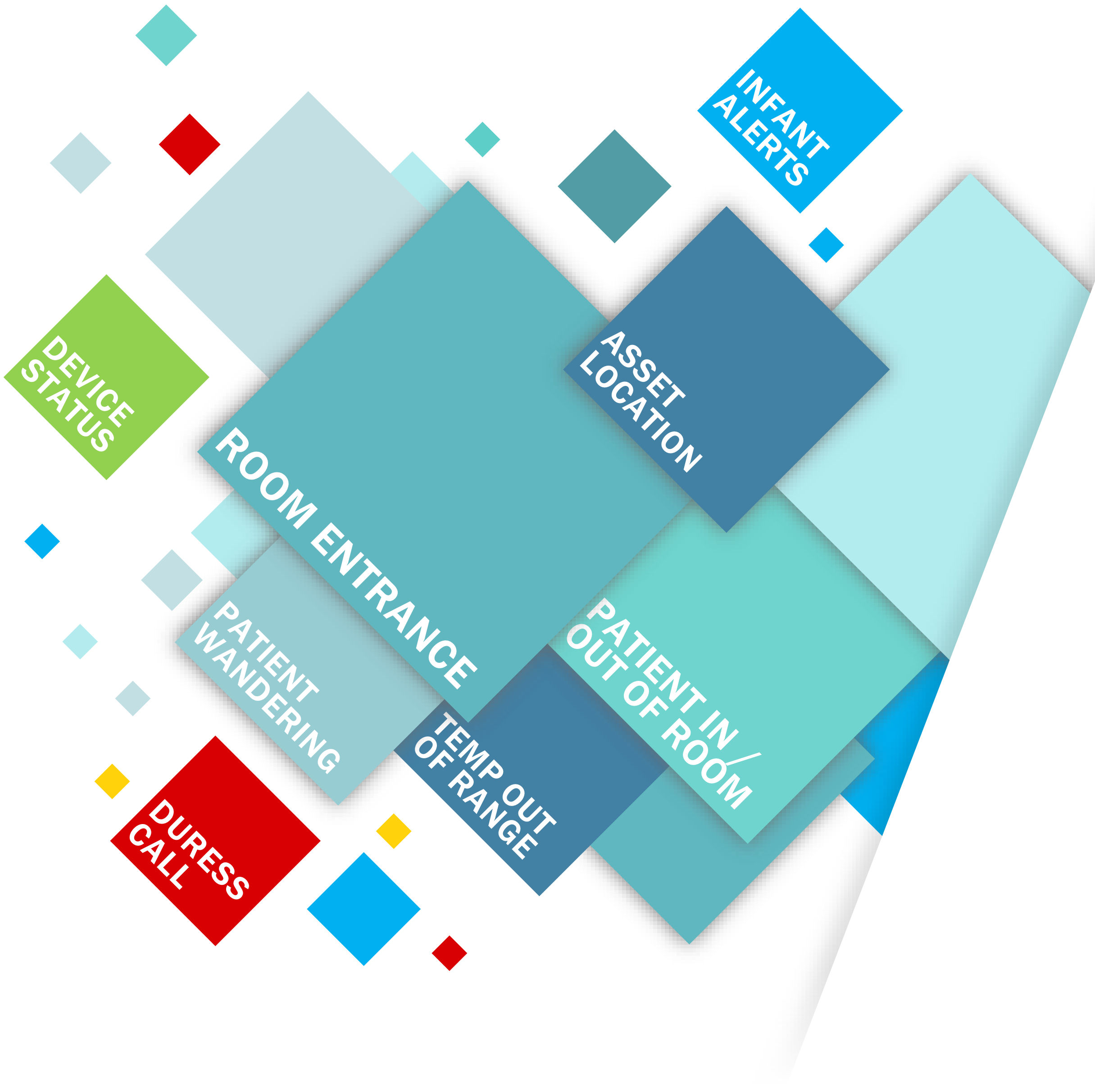
STANLEY[®]

Healthcare

Real-Time Hospital-Wide Solution Portfolio

03

The Platform

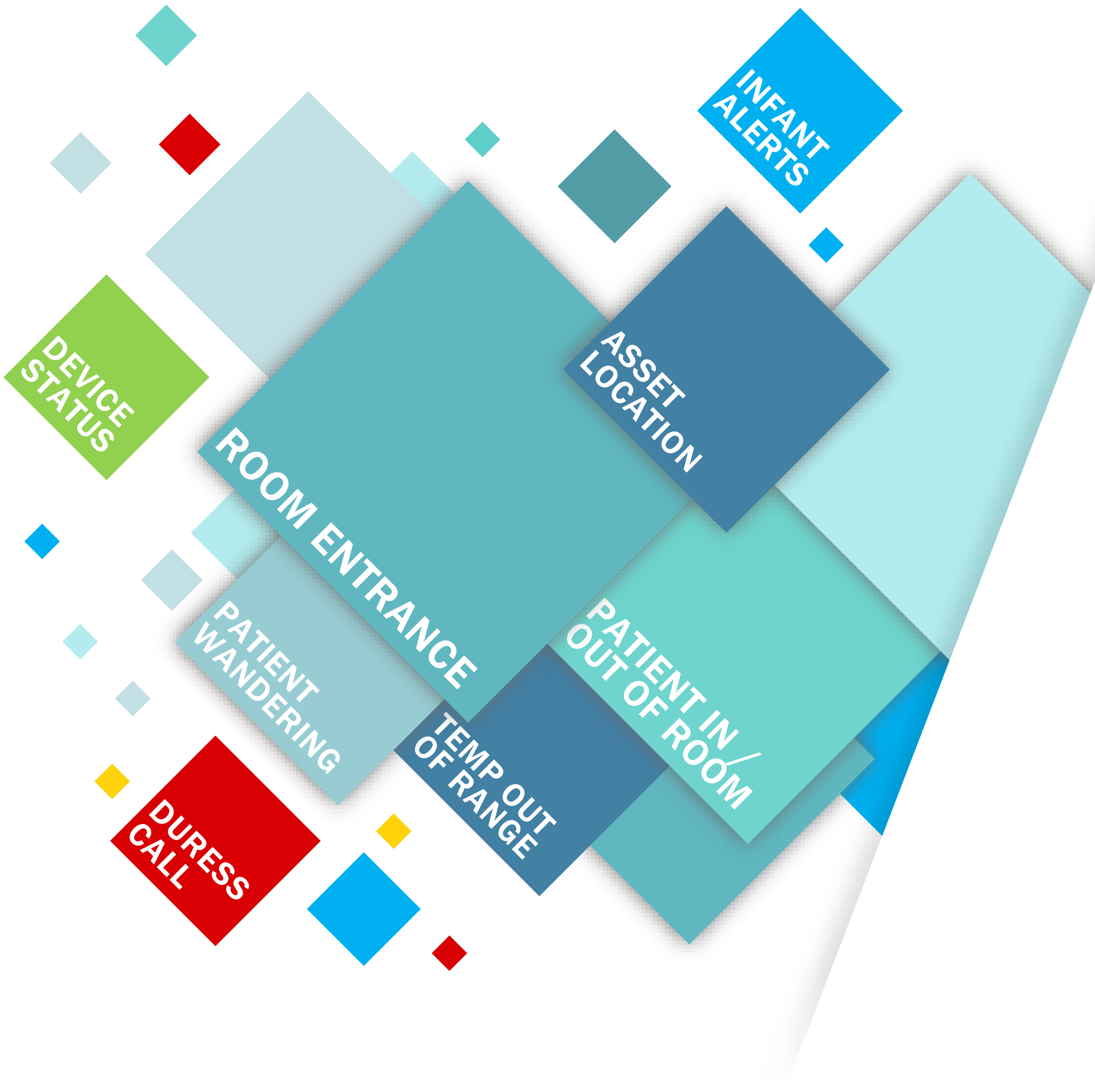


MobileView

REAL-TIME VISIBILITY PLATFORM

Foundation for True Real-Time Hospital Wide Visibility






Track, Manage, Alert, Integrate and Visualize



MobileView

REAL-TIME VISIBILITY PLATFORM

It All Starts With Real-Time Data

-  Asset in Soiled Room
-  Temperature Out of Range
-  Staff in Duress
-  Patient in Consult Room
-  Staff Member in Patient Room



MobileView

REAL-TIME VISIBILITY PLATFORM

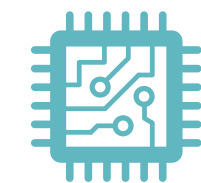
From a Variety of Technologies



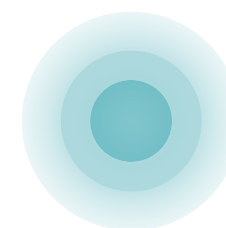
Wi-Fi



Bluetooth Low Energy



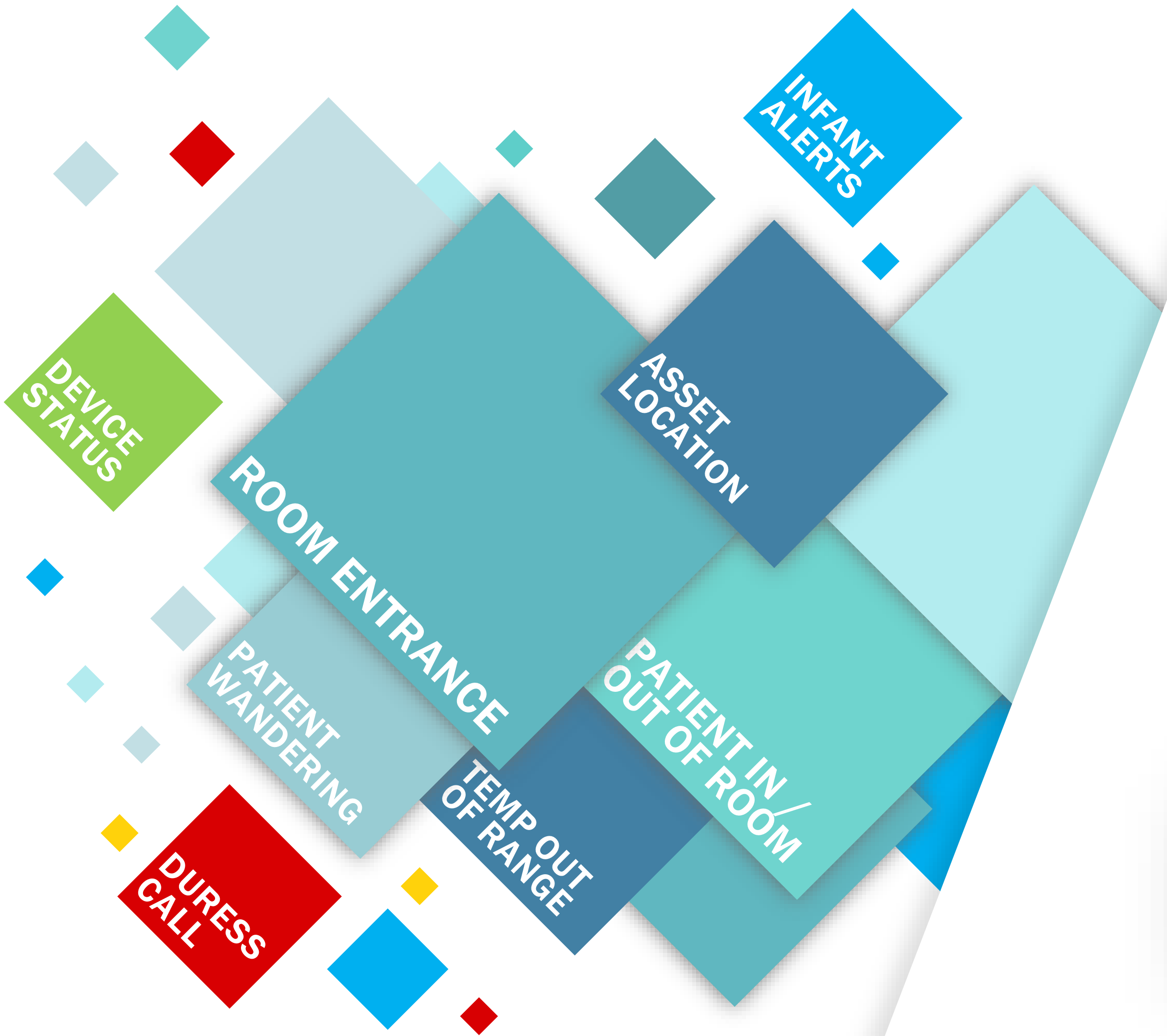
Passive RFID



Ultrasound



Low Frequency



MobileView

REAL-TIME VISIBILITY PLATFORM

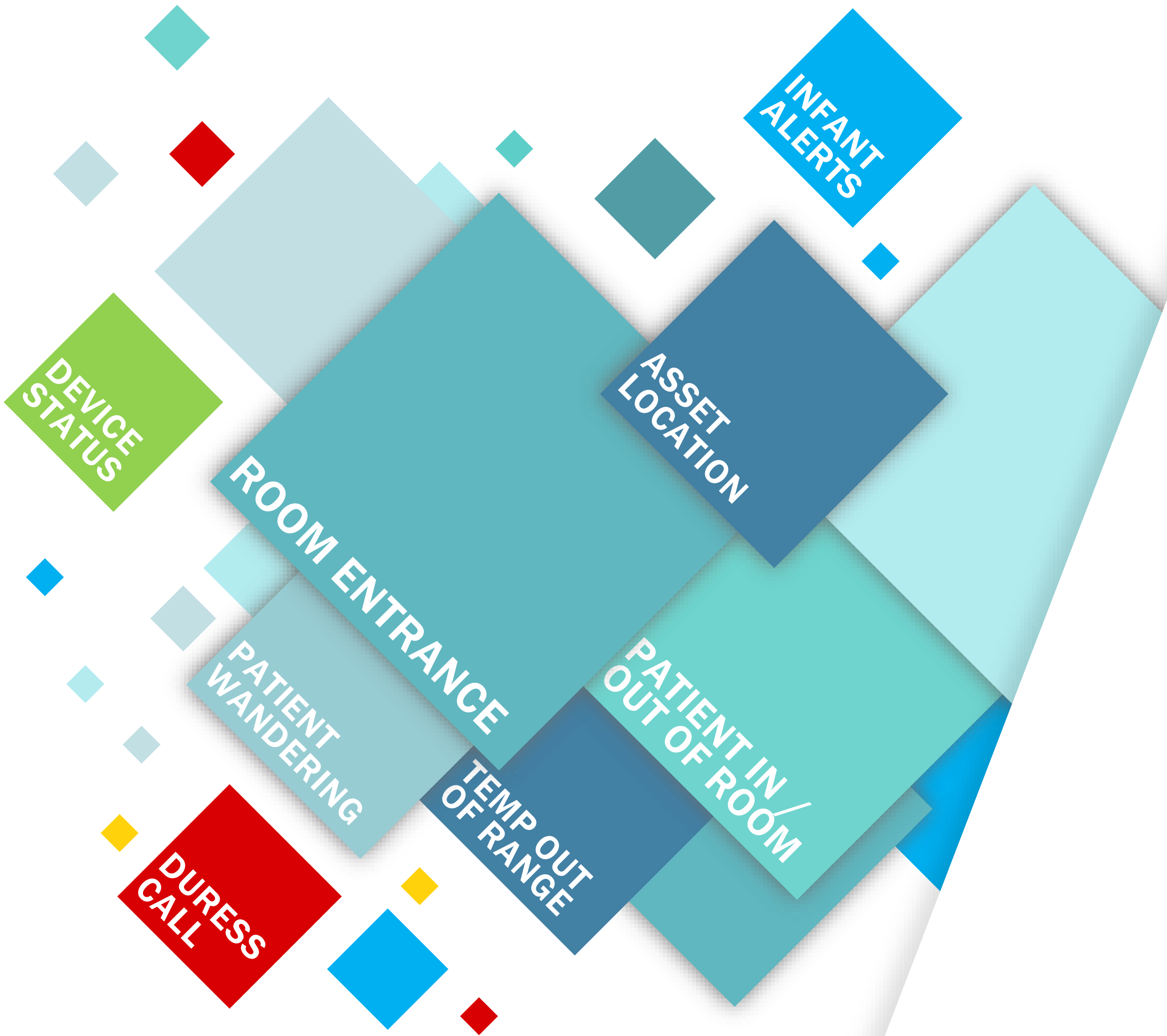
Powering Visual Controls



Mobile Devices

Digital Signage

Overhead Displays



MobileView
 REAL-TIME VISIBILITY PLATFORM

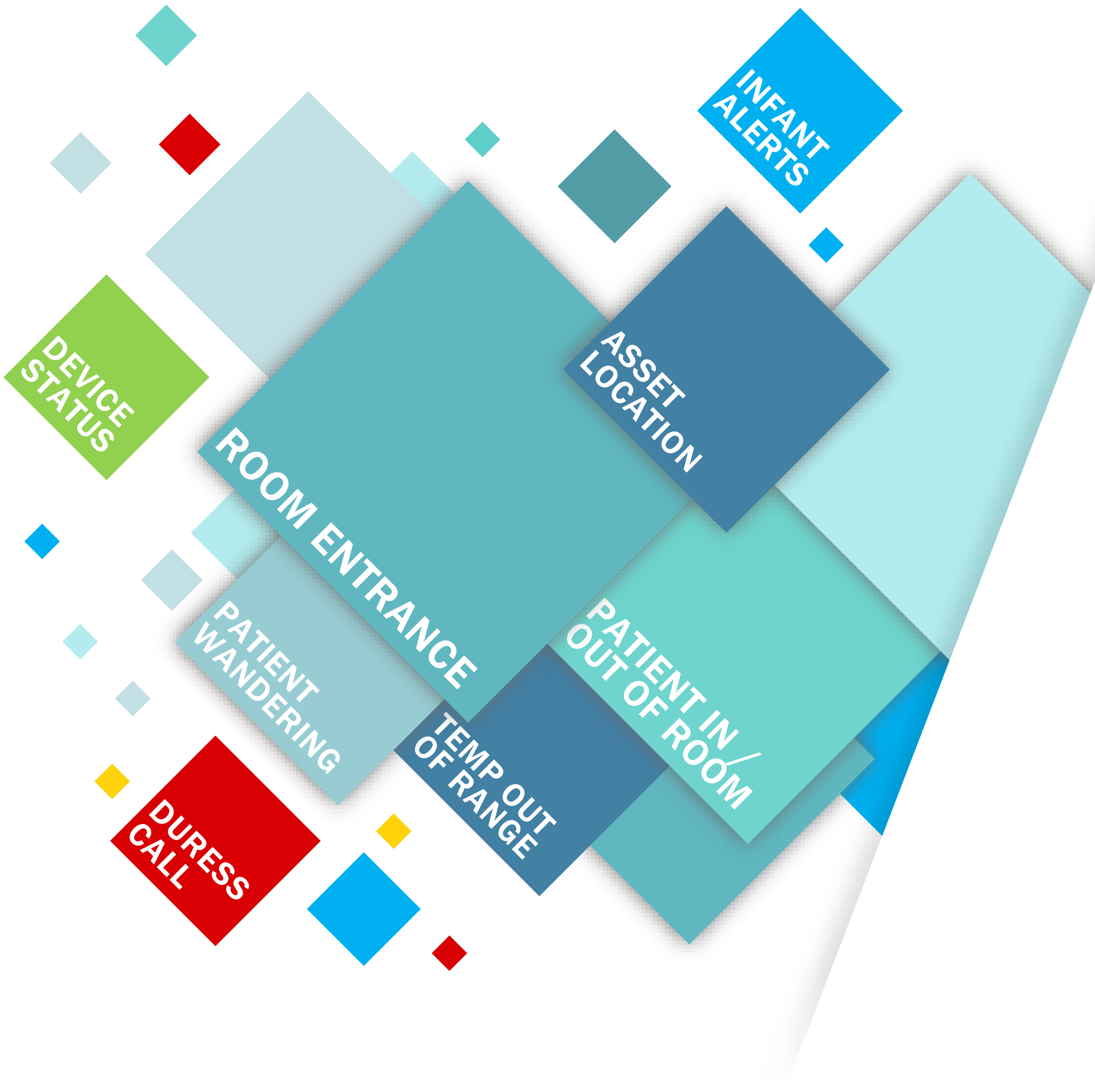
Delivering Actionable Analytics



Gain Patient Insights

Understand Staff Behavior

Impact Bottom-Line



MobileView

REAL-TIME VISIBILITY PLATFORM

And streamlining processes with integrations

EHR and Clinical Workflow

Computerized Maintenance Management

Medical Device Management

Nurse Call

Communication Devices

Security

04

Solutions

Asset Management

- Reduce time to locate and retrieve equipment for preventive maintenance and recalls
- Proactively and accurately assess equipment utilization and plan future purchases
- Streamline and simplify order fulfillment
- Prevent shrinkage
- Reduce equipment rentals
- Automate PAR level management—right equipment, right location, right time

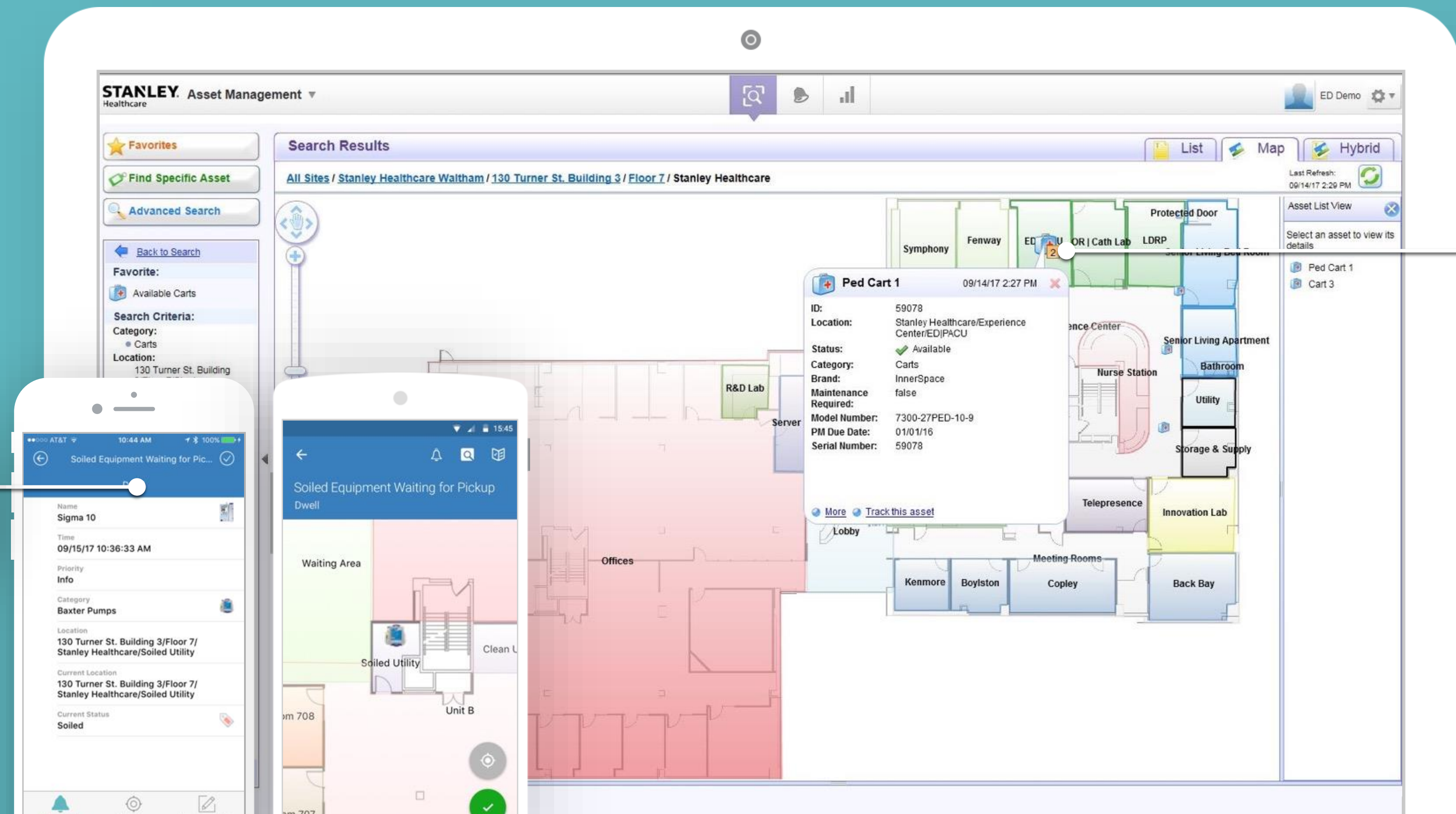


Visual Controls

Asset Management

Real-time asset alerts using the Notifier app

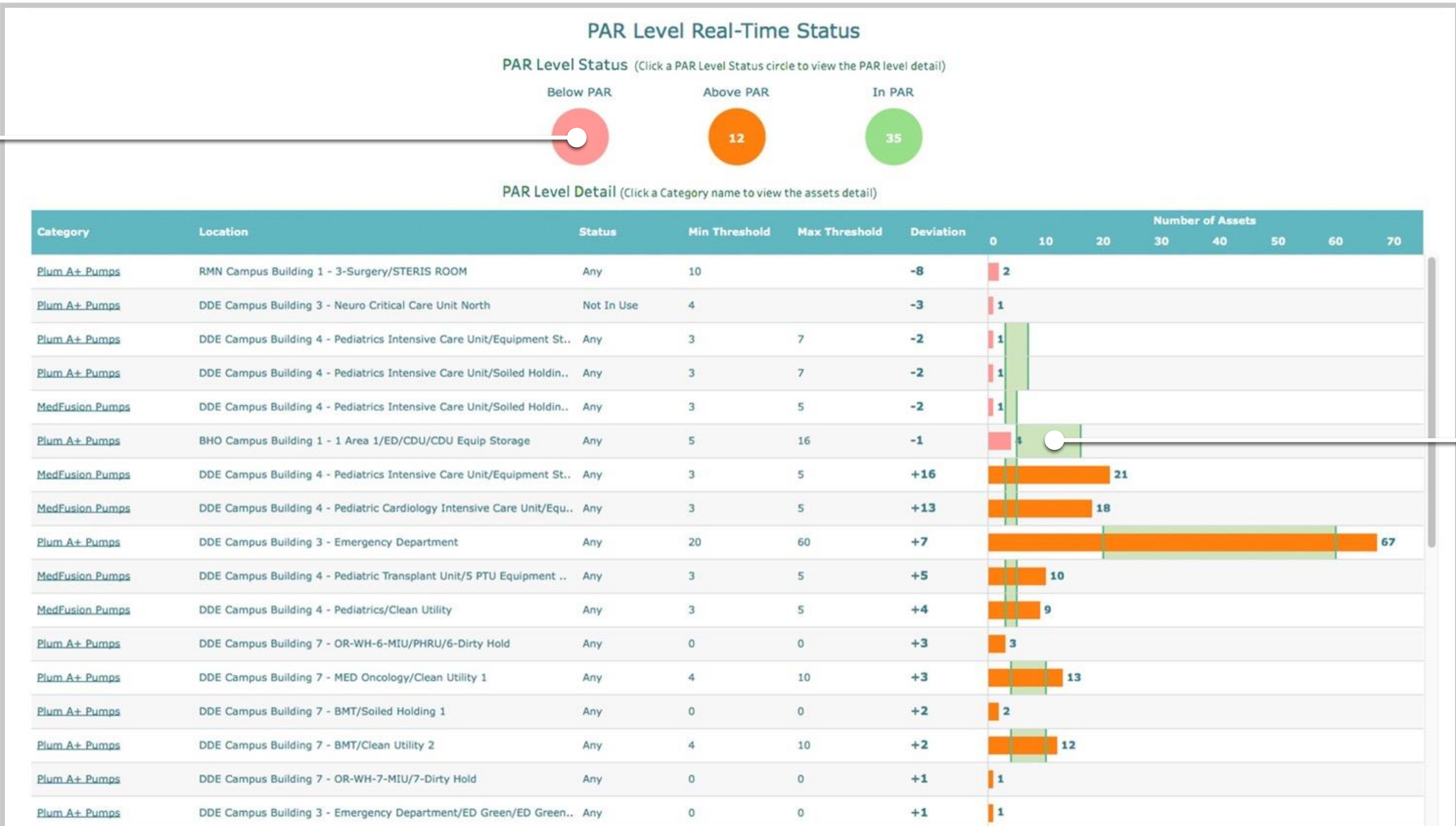
Map displaying real-time asset location



Actionable Analytics

Asset Management

Real-time
PAR level
performance



Visibility
improves pump
management &
utilization

MobileView Integrations

Asset Management

STANLEY.
Healthcare

Medical Device Management Software

Baxter

SigmaCare Everywhere Gateway

B | BRAUN
SHARING EXPERTISE

 **CareFusion**

Alaris Connectivity Gateway


Hospira

MedNet

smiths medical
bringing technology to life

AIMS

By Phoenix Data Systems

 **Four Rivers**
SOFTWARE SYSTEMS

TMS



AssetPlus

 **Microsoft**

System Center

PHILIPS

STAR TC

st+croixsystems

Asset Enterprise

ULTIMO
SOFTWARE SOLUTIONS

STAR TC

Computerized Maintenance Management Systems

Value Realization



\$250,000 SAVED

Initially saved by avoiding the purchase of additional infusion pumps with inventory management



\$66,000 SAVED

In capital, labor and repair cost reduction from just the initial pilot unit



66% REDUCTION

In patient care delays by having infusion pumps always available



90% IMPROVEMENT

Reduced equipment search time to less than 2 minutes—a 90% improvement in overall search times

Environmental Monitoring



- Ensure safe storage and prevent loss of valuable inventories
- Reduce costs by eliminating manual monitoring
- Reduce spoilage cost and safety risks by rapid notification of events
- Improve compliance to VFC and other regulations
- Streamline calibration of NIST-traceable devices



Visual Controls & Actionable Analytics

Environmental Monitoring

Visualize the current environmental status of all assets facility-wide

STANLEY Environmental Monitoring

Search Results: Results 1 - 22 of 22

Category	Name	Status	Temperature	RH	Last Update
Room Condition	Dept 1 Room	Available			07/22/15 3:53:25 PM
Room Condition	Dept 2 room	Available			07/22/15 3:53:42 PM
Room Condition	Dining Area	In Service			04/24/17 2:02:36 PM
Medication R...	EC Bottom Cooling Drawer	In Service	21.84 °C / 71.32 °F		06/13/16 1:03:28 PM
Room Condition	ED PACU	In Service	20.0 °C / 68.0 °F	40%	12/14/15 4:02:36 AM
Room Condition	Fenway	In Service	50.0 °C / 122.0 °F		01/21/16 5:38:33 PM
Room Condition	Home Health LTC	In Service	19.46 °C / 67.04 °F	42%	12/14/15 3:46:52 AM

Real-Time Environmental Monitoring Status

Asset	Asset ID	Category	Status	Current Temp	Temp Trend	Current RH (%)	RH Trend	Last 0-8 Hrs Alert	Last 8-16 Hrs Alert	Last 16-24 Hrs Alert
1A Medication Refrigerator	10016	Medication Refrigerator	✗	16.36	↓			●	●	●
3B Medication Frig	9840	Medication Refrigerator	✗	51.06	↑			●	●	●
3B Nourishment Frig	10394	Nourishment Refrigerator	✗	50.05	↑			●	●	●
4A Med Surg Medication Frig	9975	Medication Refrigerator	✗	47.98				●	●	●
4B Nourishment Refrigerator	9842	Nourishment Refrigerator	✗	45.84				●	●	●
5A Nourishment Refrigerator	10463	Nourishment Refrigerator	✗	44.71				●	●	●
5B Nourishment Frig	10327	Nourishment Refrigerator	✗	43.81				●	●	●
6A Medication Frig	10543	Medication Refrigerator	✗	50.79				●	●	●
6A Nourishment Freezer	10069	Nourishment Refrigerator	✗	-1.19				●	●	●
6A Nourishment Frig	10630	Nourishment Refrigerator	✗	69.58	↓			●	●	●
6B Medication Refrigerator	10174	Medication Refrigerator	✗	46.11				●	●	●
#17 Cafe/Novelty Freezer	14608	Freezer Kitchen (-10°...	✗	-16.38				●	●	●
Anesthesia Aq/Osse Medication ...	10314	Medication Refrigerator	✗	66.25				●	●	●
Consultants Med Refrigerator	10132	Medication Refrigerator	✗	29.30	↓			●	●	●
Cryostat - HST 2031 A	8913	HST Cryostat (-25 to...	✗	69.80	↓			●	●	●

Analyze patterns in temp & humidity deviations

Value Realization



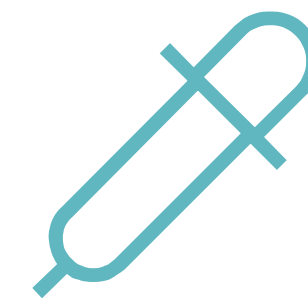
\$120,000

Worth of medications saved when a refrigerator was accidentally unplugged over the weekend



\$40,000

Worth of product protected from loss when a refrigerator was moved and stopped working



\$400,000

Worth of vaccines and medications saved in the first 6 months alone.



3 MONTH ROI

By saving one day of labor per week for every 15 devices automatically monitored

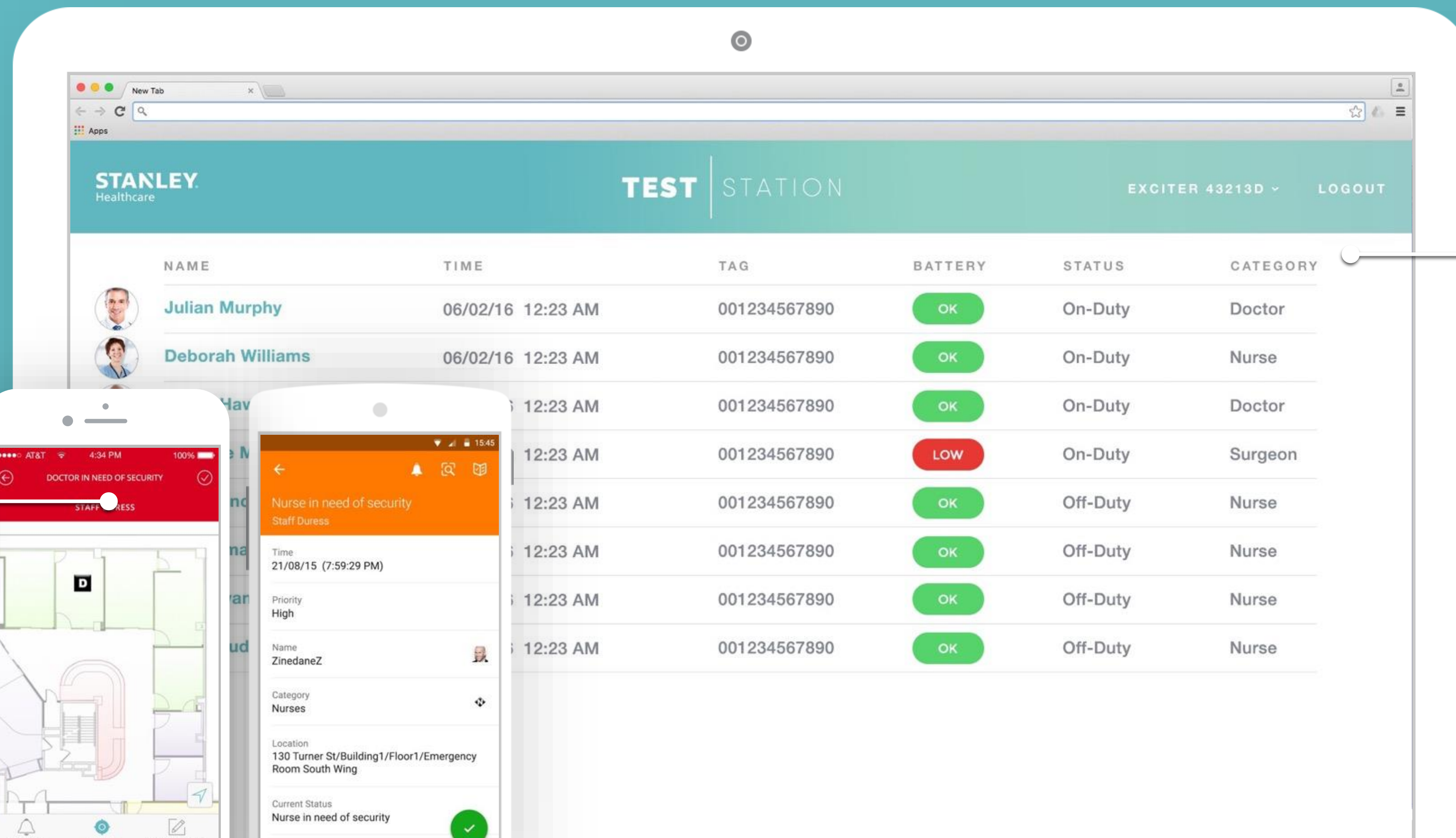
Staff Protection

- Hospital-wide protection for staff members anywhere in the hospital within Wi-Fi coverage
- Locate staff even when on the move, during a duress event
- Designed as a mission-critical application supporting monitoring, high availability, and variety of notifications
- Peace of mind and increased sense of personal safety



Visual Controls

Staff Protection



At-a-glance view of status of all staff badges

Complete alarm details, including map location

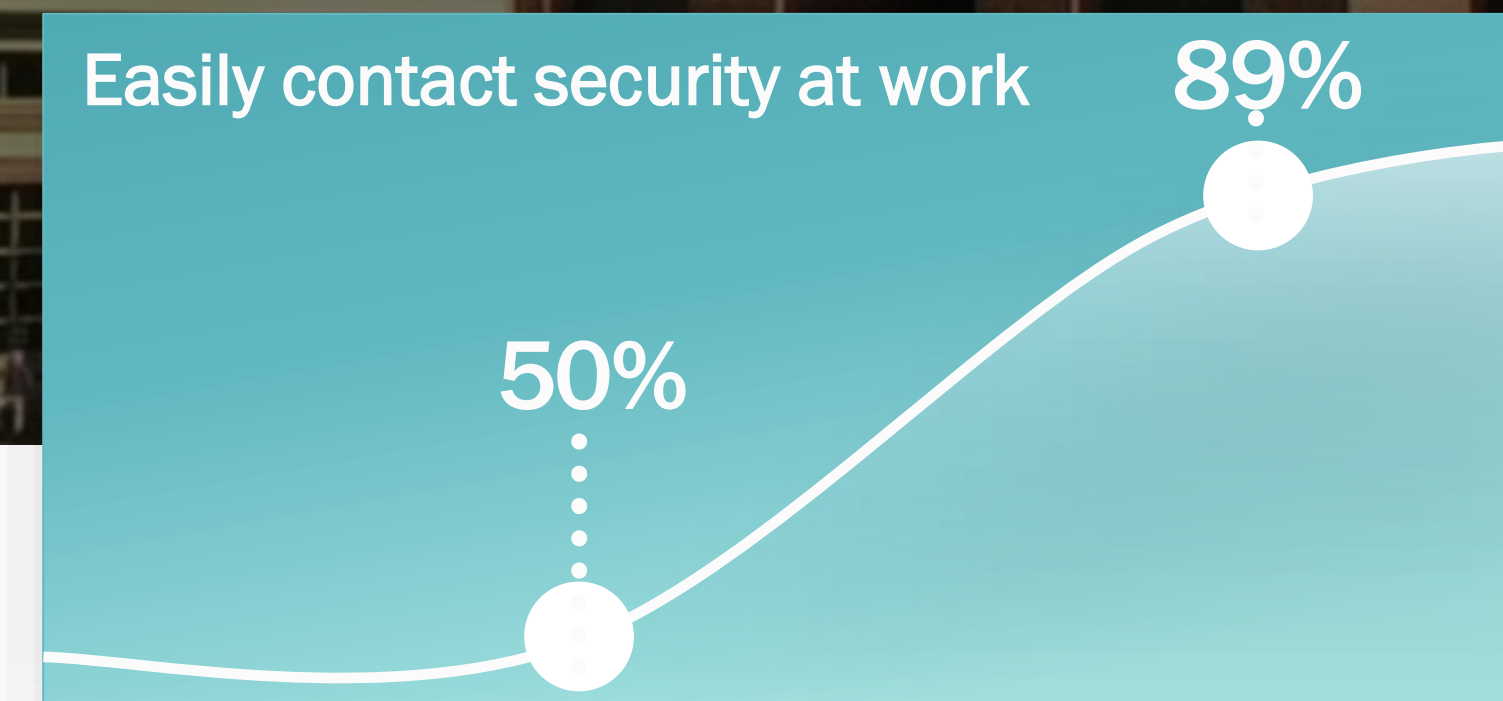
Value Realization

The Valley Hospital, Ridgewood NJ



INCREASE FROM 42% TO 75%

of nurses expressing personal feelings of safety while at work



INCREASE FROM 50% TO 89%

of staff feeling they can easily contact security if help was needed anywhere in the department

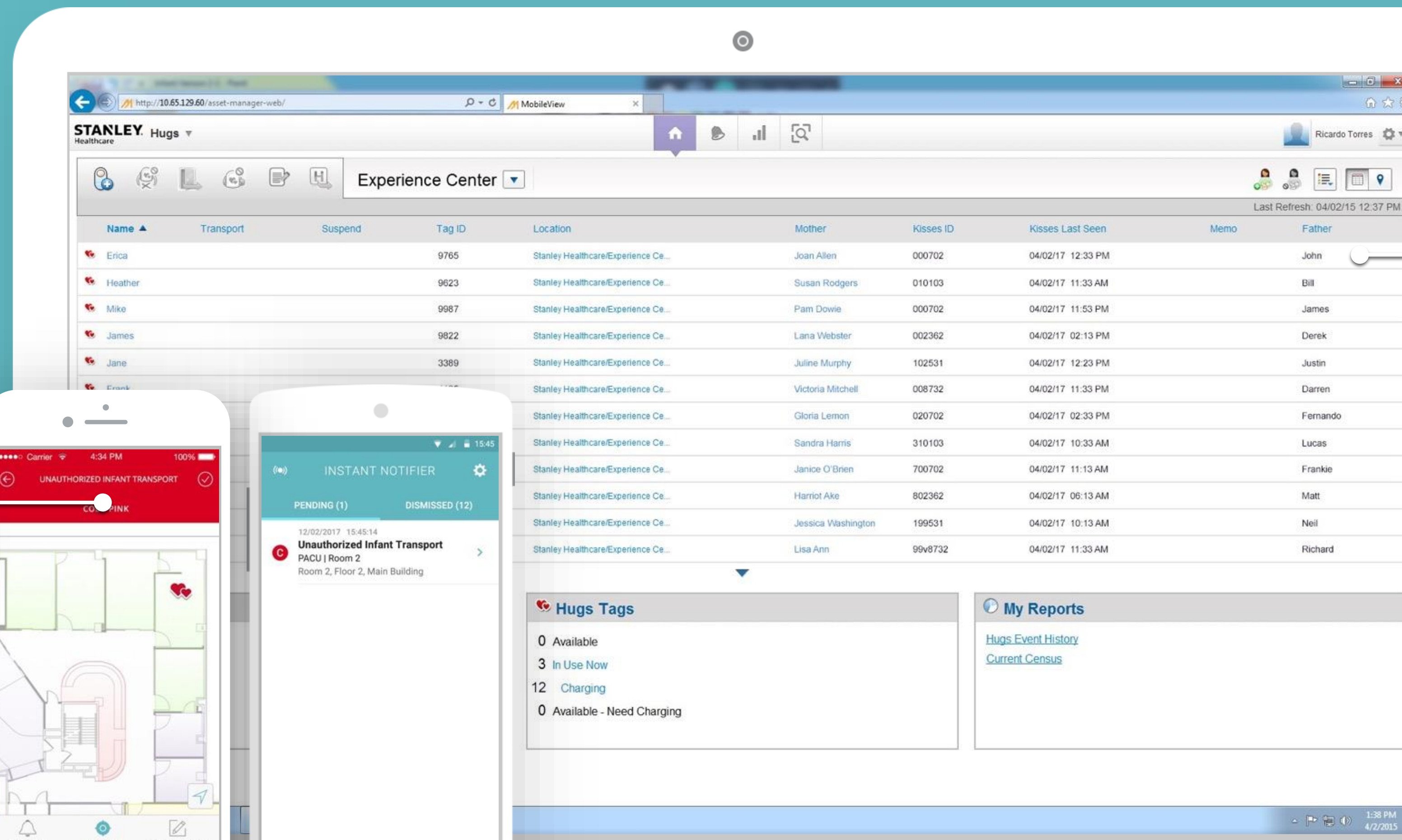
Infant & Patient Protection

- Increase security for infants with hospital-wide multi-layered protection
- Support the correct matching of mothers and infants
- Streamline workflows through automated tasks and anywhere software access
- Leverage and integrate existing access control and security systems
- Improve patient experience and provide peace of mind for family and staff



Visual Controls

Infant Protection



Direct alerts to various devices for immediate response

Census View shows all infants, with intuitive icons for common procedures

MobileView

Integrations

Infant Protection

Security Systems



Access Systems WinDSX



LDAP/ADT integrations



P2000



OnGuard



C Cure 9000

Communication Devices



Call Manager



Pagers



Value Realization

Garden Grove Hospital, California

CAUGHT ON TAPE
NEWBORN NEARLY ABDUCTED
SUSPECT DRESSED AS NURSE



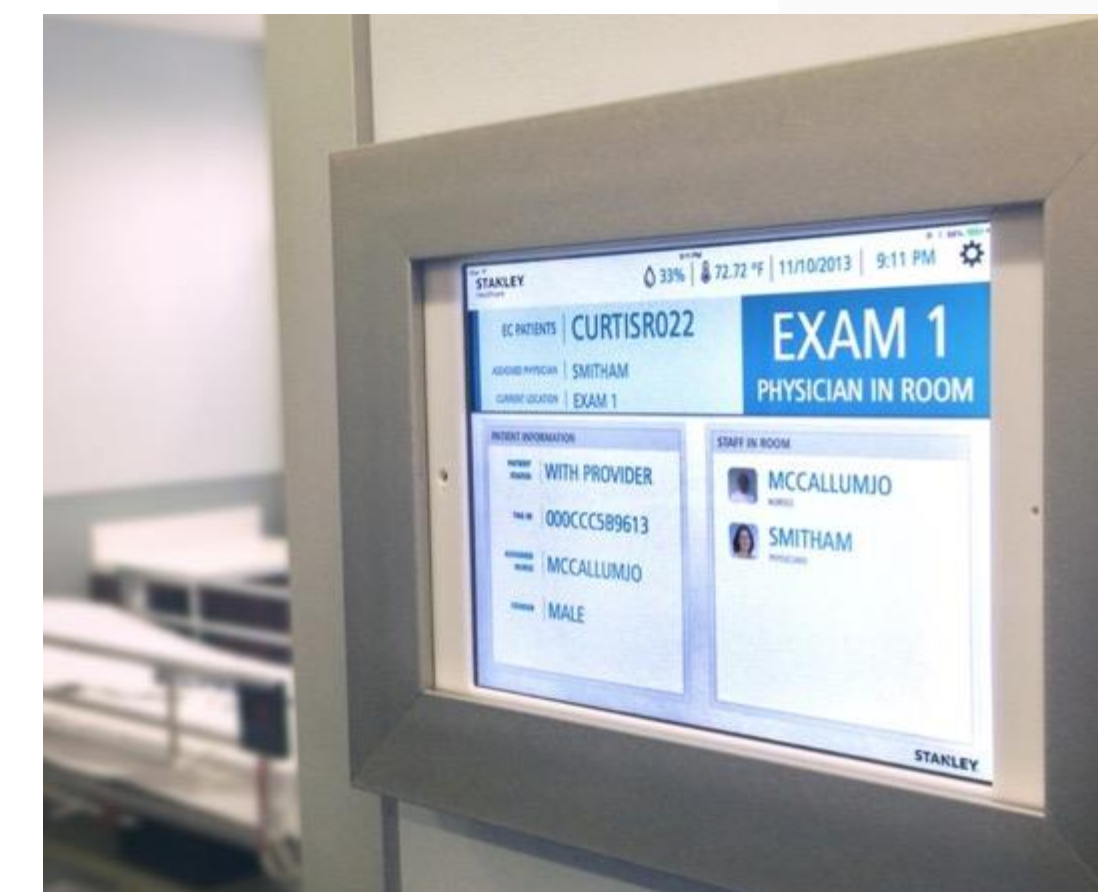
PREVENTED ABDUCTION

Perpetrator impersonated staff and attempted to kidnap an infant at Garden Grove Hospital. Hugs system activated an alarm at the exit. Staff response resulted in the perpetrator being detained on site.



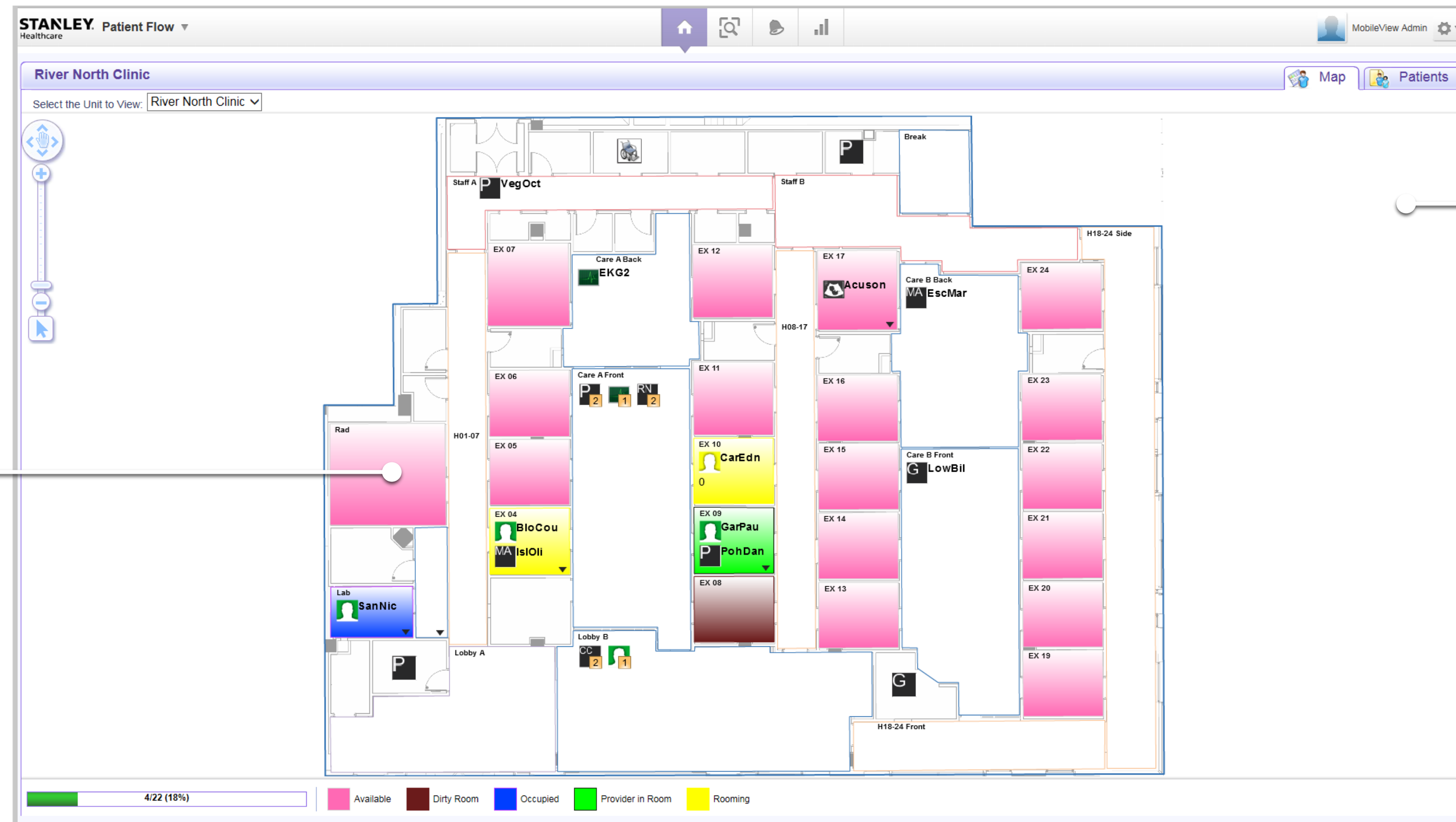
Patient Flow – Clinic, OR and ED

- Improve patient throughput and increase revenue
- Improve operational decision making and workflow optimization through powerful visual analytics
- Improve patient experience and family satisfaction with reduced wait times
- Enhance staff productivity and streamline communication
- Reduce costs through improved utilization of resources, capacity and equipment



Visual Controls

Patient Flow

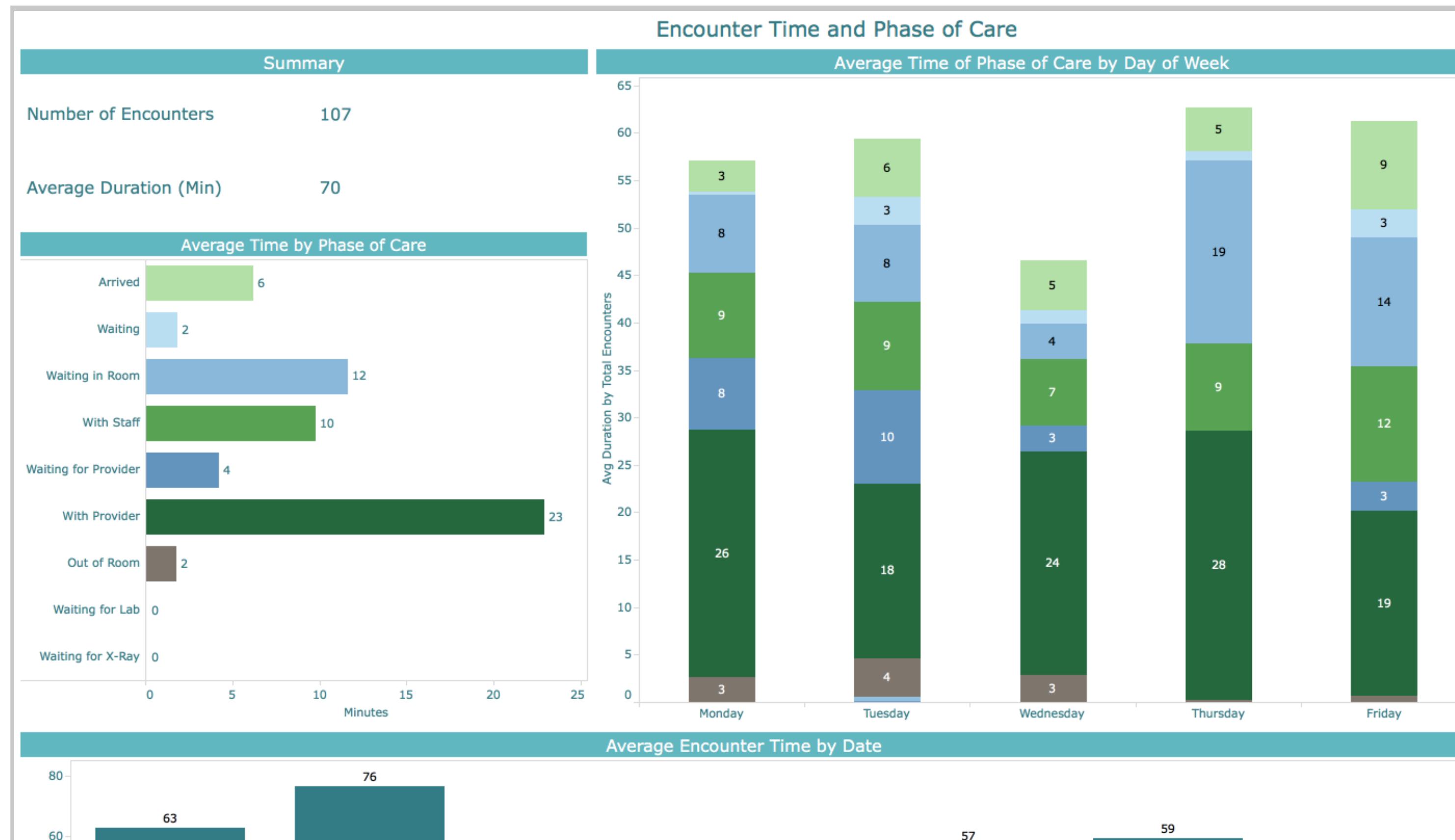


Color coding highlights room and patient status

Customized, at-a-glance overview of the clinic or department

Actionable Analytics

Patient Flow



Visualize the patient experience

Identify where delays occur

MobileView Integrations

Patient Flow

EMR and Clinical Workflow Systems



CareAware iBus



Systems



HEV | ADT



Patient Engagement and Education

Value Realization



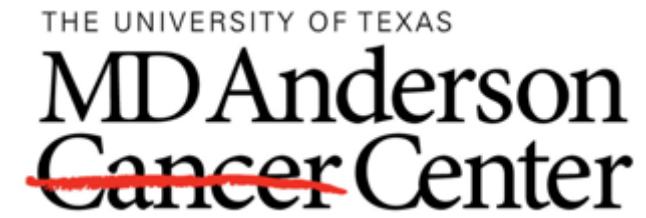
75% REDUCTION

In calls between acute care and PACU staff to confirm basic information, now displayed through dashboards



ON-TIME FIRST CASE

Starts six continuous months of double digit improvement over the previous year



40% REDUCTION

In clinic patient wait time*



DECREASED

Patient wait times to see provider by **7 minutes**, with some providers at under **5 minutes**

*still validating

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Staff Workflow / Nurse Call Integration

- Improve response time of caregivers
- Reduce “non-value added” tasks, including manual reporting and documentation
- Improve staff communication
- Optimize resource utilization and workflow
- Advanced business intelligence tools for process improvement
- Enhance staff and patient satisfaction



Visual Controls

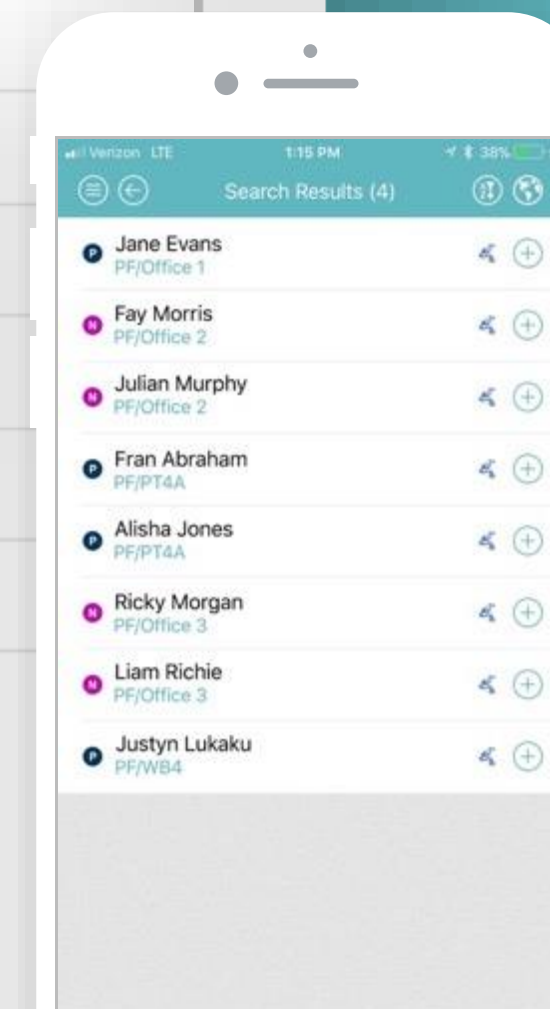
Staff Workflow / Nurse Call Integration

STANLEY Healthcare Staff Visibility ▼ Home Search Alerts Bar Chart Oren Pollak Settings

Menu + Call ED Staff Search

Results 1 - 8 of 8 Updated: 09/12/17 14:49:56

Alerts	Tag ID ↑	Battery Level	Last Transmission	Staff Categories	Name	Location	Status
(⊘)	000CCC012222		01/03/17 15:58:32	Staff	Tyrion Lannister	Stanley Healthcare/Elevator Lobby	Present
(⊘)	000CCC123456		08/25/16 10:04:37	Environmental Services	John Doe	Stanley Healthcare/Kenmore	Not Present
(⊘)	000CCC5B9611		08/25/16 10:00:54	Environmental Services	Craig Harris	Stanley Healthcare/Boylston	On Duty
(⊘)	000CCC5B9690		08/25/16 10:09:55	Physicians	John Smith	Stanley Healthcare/Kenmore	On Duty
(⊘)	000CCC5B96BE		12/18/15 15:59:04	Nurses	Wendy Morgan	Stanley Healthcare/Fenway	Not Present
(⊘)	000CCC5B9869		08/25/16 10:00:35	Nurses	Beth Young	Stanley Healthcare/Fenway	Present
(⊘)	000CCC5B987E		08/25/16 10:08:00	Lab	Ricardo Torres	Stanley Healthcare/Boylston	On Duty
(⊘)	000CCC951753		05/18/16 07:46:19	Physicians	Physician IBS	Stanley Healthcare/Waiting Area	On Duty



Dashboards

Staff Workflow / Nurse Call Integration

Staff Rounding Prior Shift
Night Shift - Mon Aug 22 2016

Room	Hand Off		Shift											
	18:30	06:00	19:00	20:00	21:00	22:00	23:00	00:00	01:00	02:00	03:00	04:00	05:00	06:00
Room 2266	✓	✓	✓	✓	✗	✗	✗	✗	✗	✗	✗	✓	✗	✗
Room 2267			✗	✗	✗	✗	✗	✓	✗	✗	✓	✓	✗	✗
Room 2268	✓		✗	✗	✓	✗	✗	✗	✗	✗	✗	✗	✓	✗
Room 2269	✓	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✗	✓	✓
Room 2270			✗	✗	✗	✓	✓	✓	✓	✗	✗	✓	✗	✗
Room 2271			✗	✓	✓	✓	✗	✓	✓	✗	✓	✗	✓	✗
Room 2272	✓		✓	✓	✗	✓	✗	✓	✗	✗	✗	✓	✓	✓
Room 2273	✓		✓	✗	✗	✓	✗	✓	✗	✗	✓	✗	✗	✗
Room 2274	✓		✓	✓	✗	✓	✓	✓	✗	✗	✗	✗	✗	✗
Room 2275	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓
Room 2276			✓	✓	✓	✓	✗	✗	✗	✓	✗	✓	✗	✗
Room 2277	✓		✓	✗	✗	✓	✗	✗	✗	✓	✗	✓	✓	✗
Room 2278	✓	✓	✓	✓	✗	✗	✗	✗	✓	✗	✗	✗	✓	✓
Room 2279	✓		✓	✓	✓	✗	✗	✓	✗	✓	✗	✗	✓	✗
Room 2280	✓		✓	✗	✗	✓	✗	✗	✗	✗	✗	✗	✗	✓
Room 2281	✓		✓	✗	✗	✓	✗	✗	✓	✗	✓	✓	✗	✗
Room 2282			✓	✗	✗	✓	✗	✗	✓	✗	✗	✗	✓	✗
Room 2283			✓	✗	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
Room 2284	✓		✓	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
Room 2285	✓		✓	✗	✗	✓	✓	✓	✓	✗	✗	✓	✗	✗
Room 2286	✓		✓	✗	✓	✓	✓	✗	✓	✗	✗	✓	✓	✓
Room 2287	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✗	✗	✓
Room 2288	✓		✓	✓	✓	✓	✗	✓	✗	✓	✗	✓	✗	✗

Visualize staff rounding

Identify unattended rooms

MobileView

Integrations

Staff Workflow / Nurse Call Integration

Nurse Call Systems



Focus



Telligence



CommonPath



NaviCare Nurse Call



Provider 790



Responder 5



EZCare Vital Touch



Nurse Call Systems WestCall

Value Realization



8.57%

Helped reduce separation rate for registered nurses to 8.57% - well below industry average



90%

Redesigned staff workflow helped improve hourly rounding compliance to greater than 90%



WORKFLOW AUTOMATION

When nurses with proper credentials enter a patient's room, call alerts are automatically cancelled, eliminating manual processes

Hand Hygiene Compliance Monitoring

- Reduce likelihood of healthcare-associated infections (HAIs) for patients and staff
- Eliminate manual observation and enable 24x7 accuracy
- Better understand compliance; target problems
- Provide peace of mind for family and patient



Visual Controls

Hand Hygiene Monitoring

Hand Hygiene Staff Compliance Summary

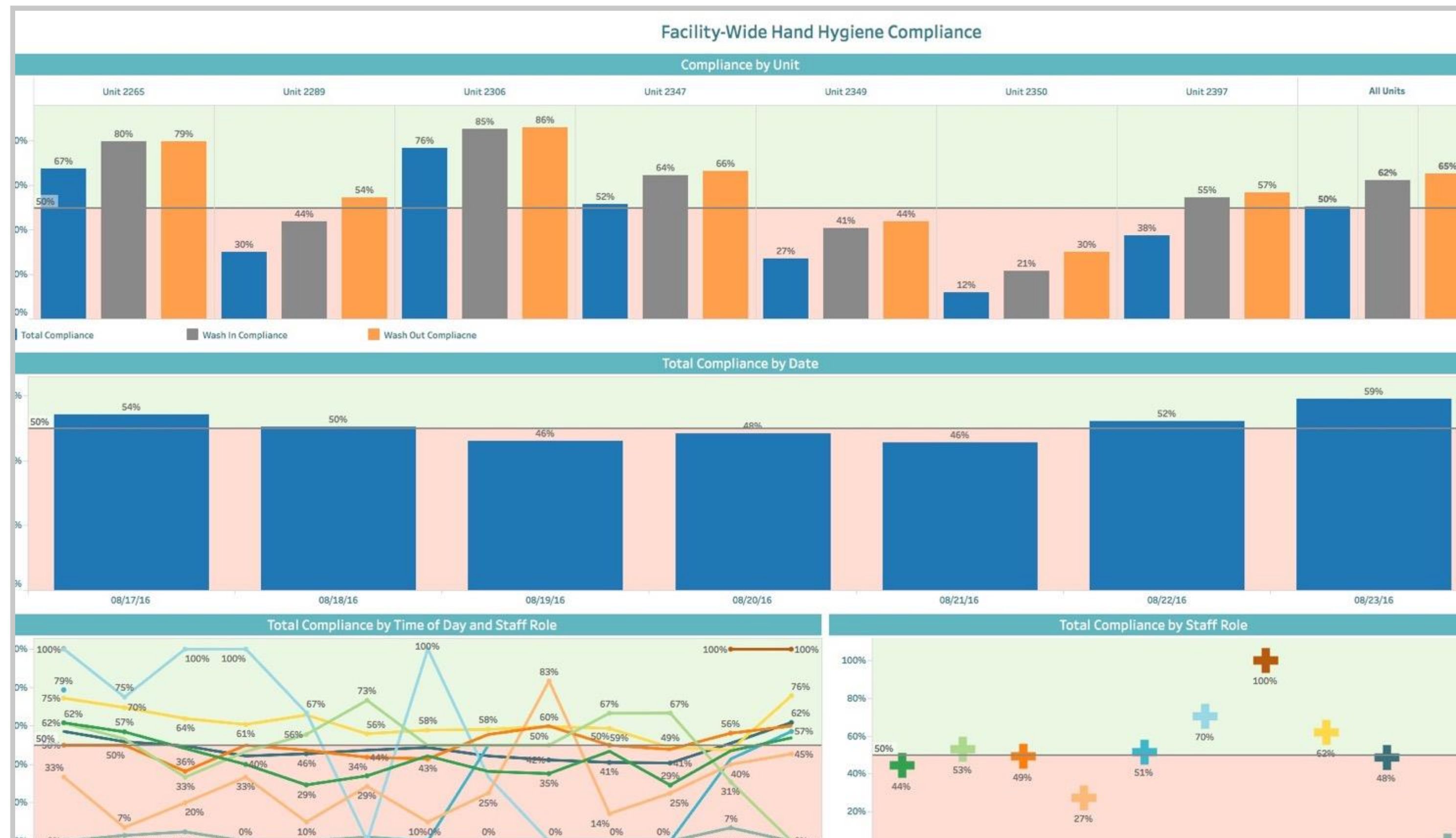
Unit 2265 - Shift Starting on Aug 23 2016 7:00AM

Staff	Staff Role	Last Location	Wash Opportunities	Compliance Rate
Armandina S	RN	Room 379	13	77%
Amy S	RN	Room 379	21	81%
Ava G	RN	Room 379	12	92%
Babe R	PCA/Tech	Unit 2289	20	65%
Berry G	PCA/Tech	Room 2277	27	78%
Betty G	RN	Room 379	8	63%
Betty S	PCA/Tech	Room 446	26	81%
Charlie P	RN	Room 2267	19	84%
Earl L	RN	Room 379	16	100%

Share compliance rates with staff for visibility and to foster mentoring

Actionable Analytics

Hand Hygiene Monitoring



Visualize hand hygiene compliance rates system-wide

Analyze units or staff member rates for process improvement

VALUE REALIZATION

>90%

The unit accomplished individual compliance rates of greater than 90%, and a 58% relative improvement in overall compliance.

“

“The ability of the solution to capture virtually every hand hygiene event and present compliance data in visual form gives our nurses, managers and infection preventionists an important tool to see and improve performance.”

”



05

By Your Side

STANLEY[®]
Healthcare

BY YOUR SIDE

Ensure every customer achieves **success** & realizes the full **value** of their Investment



Lifetime Customer Care

- Award-Winning Customer Support
- Managed Services
- Account Management
- Value Realization



Innovation & Development

- Focus Groups
- Joint Development
- Alpha/Beta Testing
- Customer Conferences

STANLEY[®]
Healthcare

BY YOUR SIDE

Managed Services
maximize value of
RTLS solutions across
the enterprise



Environmental Monitoring Tag Calibration & Certification

Handle all aspects of replacing and
configuring NIST-traceable temperature
tags



Asset Tag Management

End-to-end management of asset tags,
including monitoring battery status and
replacing as needed



Proactive On-Site Services

Annual or semi-annual review of the
health of life-safety applications such
as Infant Protection



Customer Success Management

Drive increased value from STANLEY
Healthcare's solutions throughout the
product lifecycle

STANLEY[®]
Healthcare

BY YOUR SIDE

Creating **safe, secure**
and **efficient** healthcare
experiences across
life's stages

StanleyBlack&Decker

Founded in 1843, Fortune 250
company, 50,000 employees worldwide

Hugs[®] **AeroScout**[®]
Infant Protection

Best of breed brands

Hugs – 1.5m babies protected
AeroScout invented Wi-Fi Active RFID tag

20 yrs

of trusted experience

Hugs – 1.5m babes protected
AeroScout invented Wi-Fi Active RFID tag

By Your Side[™]

Hugs[®] **AeroScout**[®]
Infant Protection

1,600  1,000

wide array of support services

to help you plan, implement and use
your STANLEY Healthcare solutions

Largest Hospital install base



Broad Integration Ecosystem

VOIP, HER, Nurse Call, Security

Unparalleled breadth and depth of solutions



Asset
Management



Env.
Monitoring



Patient
Flow



Staff
Flow



Infant
Protection



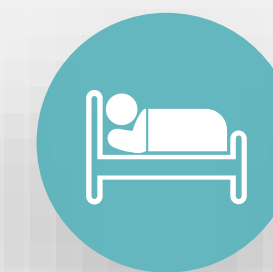
Patient
Protection



Staff
Protection



Hand Hygiene
Monitoring



Fall
Management



Facility
Security



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Healthcare

THANK YOU

A S H R A F N O O R D E E N |