

Agenda

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- Why partner with SmartCompanion
- What is a SmartCompanion System
- How to Identify a Good SmartCompanion Candidate
- Referrals Made Easy and Referral Cycle
- SmartCompanion Pricing
- Questions

Why Utilize SmartCompanion?

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Boost Revenue

Build a pipeline of referrals

Focus on your core business



- Differentiate your agency's services and build relationships with the client and their family



- Increase your pipeline of referrals by providing this new service to clients as a prelude into the home



- Increase your close ratio and start a new client while trying to find a caregiver



- Stay connected to improve quality of care needed



- Provide a "safe discharge" plan and reduce hospital re-admittance

SmartCompanion Home System



Bathroom
Component
Echo Dot with Wall
Mount



Smart router with battery
back-up connects to
home internet



Gen 4 Echo Dot
for additional rooms



Echo Show with video
screen and battery
back-up

SmartCompanion is an innovative PERS system that provides 24/7 emergency response along with the intelligence and entertainment of an Alexa



Medical Alert

24/7 voice activated medical alert device that connects to our urgent response team – no wearable necessary



Speaker/Video Phone

A breakthrough hands-free phone and video calling system that is private and secure – no robo calls, drop in call feature



Virtual SmartCompanion

Ready with all types of skills, reminders and entertainment

SmartCompanion Home System



Ways to customize your
Client Care Program
Utilizing SmartCompanion

Agency and client can interact using SmartCompanion technology

Drop In Call Feature – allows an agency to:

- Set a reminder for home care visit
- Set a reminder to take medication
- Engage with the client and caregiver while in the home

Augment In-Home visits

- Create a shopping list for pharmacy/grocery items
- Utilize the intercom feature while in the home

Agency and Client Engagement

- Arrange for check-in calls with loved ones
- Get instructions from family members
- Aid in communication between agency and client

How to identify a Good Candidate



Build a pipeline of prospects:

- Prospects not ready to commit to a private pay care plan
- Prospects that are waiting for a caregiver (your waiting list)
- Prospects that do not have family close by
- Prospects that may be isolated/lonely
- All other prospects that do not convert to a private pay client

Increase revenue with existing clients:

- During intake add “do you have a medical alert device/system”?
(If client answers yes, ask if they wear it)
- Client lives alone or family is not in the area
- Client lives in a remote location and its difficult to staff the case

How to identify a Good Candidate



- Is family concerned about time when client is alone?
- Is the client at risk for falling?
- Does the client often forget to take medications?
- Does the family sometimes have difficulty getting in touch with client?
- Does the client need daily reminders?
- Does the client lack a routine to keep them 'on track'?
- Is the client lonely? Depressed?
- Does the client think they can live independently but family feels they require assistance?
- Does the client have early-stage dementia?
- Does the client have a PERS system?
 - Do they forget to wear it?
 - Is it often left on charger?
 - Do they wear it when they sleep?
 - Do they wear it in the shower?
- Does the family have limited funds but need more coverage?
- Does the client have trouble using their cellphone?
- Is the client visually impaired?

SmartCompanion Referral Cycle

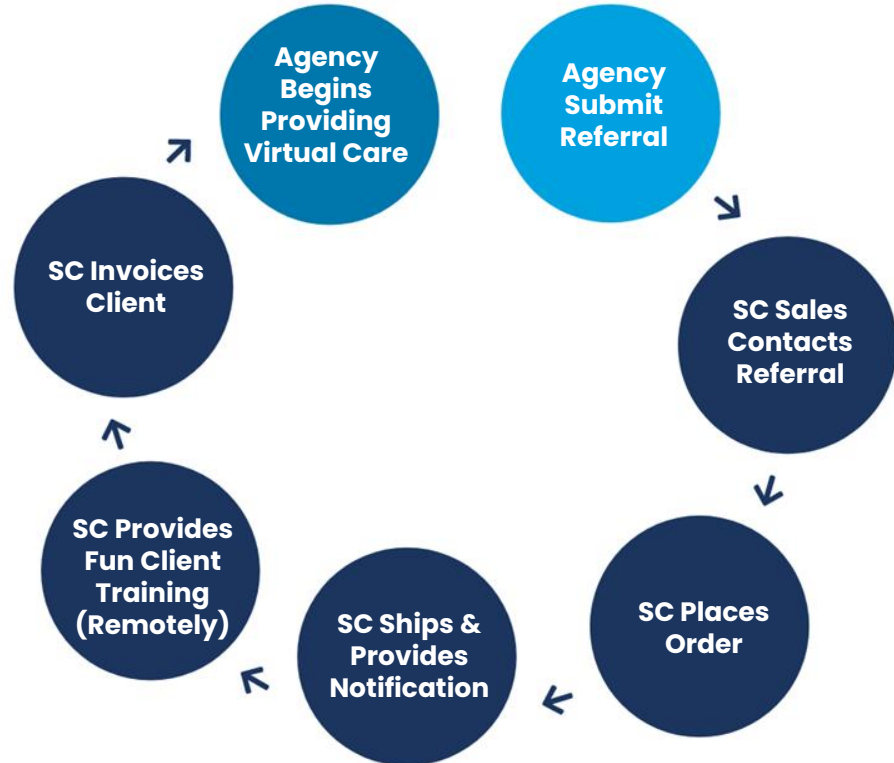
www.smartcompanion.care



- Agency Responsibilities
- SmartCompanion Responsibilities (SC)

Prior To Referring Please:

- Briefly explain the SmartCompanion service
- Inform referral that contact will be made
- Provide marketing flyers/brochures to clients



SmartCompanion Home System



**Additional ways to integrate
the SmartCompanion
system to augment care**

Further your agency's offerings including billable services utilizing the SmartCompanion system in new and exciting ways!

- Client and/or family wishes agency to do daily or weekly safety and wellness calls
- Client and/or family wishes agency to monitor certain activities (such as taking medications)
- Agency wishing to provide SmartCompanion directly to their client and offer it as part of a minimal hour care-plan commitment
- Provide coverage of care 24/7 when care can't be there
- We take care of the rest!

SmartCompanion Client Cost & Service Fees To Subcontractors



SmartCompanion System Ownership



Initial cost \$250* includes:

- All equipment including secure smart router
- Programming/customization
- Remote activation and training
- Customer and technical support
- First month's monitoring/call center CFH

How Subcontractors Can Participate

- Assistance with the plug & play installation (if needed)
- Checking connections while in the home
- Ensuring client engagement

Veterans

Price

\$88

Per Month

Non-Veterans

Price

\$98

Per Month

***Initial Cost\$250 (fully refundable within 1st 60 days if it does not meet the needs of the client**

Additional Questions? Contact Us Today



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