

Industry Driving Innovation

High resident turnover and staff attrition are the top issues plaguing Assisted Living Providers. Approximately 50% of residents voluntarily leave for better care elsewhere and nearly 40% of staff leave due to tough physical and emotional workloads coupled with low wages. The task of managing high quality care with profitability has never been more daunting for Providers, who continuously seek efficiencies to improve their bottom lines. Hence, Providers are turning to technology to provide enhanced, cost-effective care to their clients.

The Cardi/o®Care Difference

Cardi/o® lets Providers differentiate their suite of offerings with a new “Enhanced Cardi/o®Care Monitoring Service”, as client families seek additional peace of mind for their aging parent who may be at risk of a dangerous cardiac event yet who also refuse wearable health trackers. Cardi/o® is an innovative touch-free method of monitoring vital signs that doesn’t require applying an ECG or wearable device. The radar-based cardiac-respiratory monitor continuously scans for micro vibrations from the torso, reading signals which are then translated into heart beats and breaths per minute. For the first time, assisted living facilities are leveraging advanced millimeter wave technology to address the evolving healthcare needs of their clients.

Data-Driven Care Management

Three out of four residents in continuing care have heart disease or related condition and are at risk of cardiac failure. Cardi/o®Care drives downloadable data logs into daily, weekly, or

monthly reports, which can be useful to inform both Providers and client families of changing needs that might otherwise get overlooked with just behavioral monitoring alone, enabling better care management.

It Pays to Use Cardi/o®Care

Cardi/o®Care lets Assisted Living Providers capture wallet share and generate new revenue through ancillary monthly billing. A single monitor can generate at least \$300 per year¹, adding \$30,000 per year² to a facility’s bottom line by providing “enhanced data-driven cardiac care” that is supported by downloadable electronic reports for resident health management. Additionally, Providers may see a return on investment (ROI) in as little as 7 months with a 200% return by year 1 by electing to do a capital equipment investment, tapping into even higher monthly revenue potential.



- ROI 7 months¹
- Add \$30,000 ancillary revenue²
- Easy implementation

A Cardi/o®Care system lets aides prioritize caregiving, helping them to balance already tough workloads while providing residents the *right* care at the *right* time. The system can be easily implemented without interrupting operations.

Contact sales@advancedtelesensors.com to learn more about generating revenue with a Cardi/o®Care system with little to no capital investment.

¹ Based on a subscription revenue-share model

² Based on a 100-unit facility