



# **WE GET “SMART”**

## **SENIOR CARE.**

### **WHY NOW IS THE RIGHT TIME FOR SMART APARTMENTS.**

By 2030, one in five U.S. residents will be retirement age.<sup>1</sup> It's become increasingly clear that this growing population of older adults is interested in benefiting from smart technologies.

In fact, consumers over 50 are helping fuel the demand for smart home technology, such as home monitoring, security systems, home assistants and smart appliances.<sup>2</sup> These older individuals are particularly interested in using smart home tech to automatically shut off appliances (42%), control a thermostat (38%), and detect a fall or get emergency help (39%).<sup>2</sup>

#### **What does this mean for your senior care organization?**

That there's never been a better time for you and your residents to embrace smart technology.

Older adults are ready to take technology beyond communication apps and conferencing platforms. Smart technology helps them stay safe and independent, and families will be looking for these features when helping their loved ones decide where next to call home.

By implementing innovative smart solutions, you can provide residents with greater security, autonomy and quality of life while providing residents' families with greater peace of mind.

### **WHY CDW?**

Our knowledgeable experts are ready to help you capitalize on the latest technologies to keep older adults active, engaged and as healthy as possible while also enabling your organization to thrive in an intensely competitive marketplace.

We understand your unique needs and can provide you with the right solutions to support digital transformation as you transform the resident experience and prepare for the future. This includes access to strategic partnerships with emerging senior care technology companies and services partners seasoned in implementing smart home technologies.

**We have more than 30 years of experience serving as a trusted adviser to more than 5,000 older adult living communities, skilled nursing and memory care facilities, and home health agencies and hospices.**



<sup>1</sup>census.gov, "Older People Projected to Outnumber Children for First Time in U.S. History," March 2018  
<sup>2</sup>aarp.org, "Older Adults Keep Pace on Tech Usage," January 2020

## SMART APARTMENT TECHNOLOGY OPTIONS

- **Smart sensors:** Older adults can connect compatible appliances, lights, speakers, locks, cameras, thermostats – allowing for automatic water shutoff or remote monitoring and thermostats to automate their living spaces.
- **Smart thermostats:** AI allows older adults to remotely control their home's temperature via mobile or other IoT devices.
- **Smart detectors:** Keep older adults safe with voice-enabled CO<sub>2</sub> and smoke detection technology.
- **Smart speakers:** Using voice assistant technology, they're personalized to meet the needs of each user and offer hands-free activation of smart home connected devices and tools.
- **Smart lighting:** Remote control lighting offers new options for older adults, which can help with fall prevention and support them with memory, mobility, visual impairment and other needs.
- **Smart hub:** Equipped with a simple custom-built tablet interface, this runs on an open platform that allows even nonverbal users to stay connected to family, friends and caregivers.

## CONSIDERATIONS FOR ADOPTION

- Do you know the current state of your network?
- What types of connectivity will work best in your environment?
- How are your access points set up inside and outside to ensure complete coverage?
- Do you have multiple Wi-Fi networks for different user access?
- What kind of visibility do you want into network operations and traffic?
- If something happened to your network, what applications and equipment must stay online?
- How do you choose the right protocol for your smart apartment needs?
- Will your network be able to support multiple residents streaming or video calling at the same time?

## CUSTOMER SUCCESS STORY



### CHALLENGE

A customer was looking for ways to be innovative and gain a competitive edge in the senior living space by creating "smart homes" for their new location in Arizona. They didn't know where to start from a technology standpoint and needed a partner to help guide not only their own IT department but their leadership team, business development team, and marketing and communications teams.

### SOLUTION

CDW helped the customer implement technology primarily from Google, including Nest Hub Max, Nest Video Doorbell, Nest Thermostat, Nest Temperature Sensor, Home Hub, and WiFi 3-pack. CDW also found a company, Insteon, for smart dimmer switches that integrated well with Google's technology.

### RESULT

The initial pilot was a success and led to an expanded rollout for 13 additional villas. The customer was one of the first to implement smart homes in their communities, and they plan to implement these smart homes within their new senior living high-rise community in Virginia in 2023, as well as in their communities in Illinois.

To learn more about smart technology for senior housing, contact your CDW account team at **800.808.4239** or visit **[CDWG.com/seniorcare](https://www.cdw.com/seniorcare)**

