

# SOTI



SOTI  
MOBICONTROL



HEALTHCARE



POLAR IGNITE

**POLAR**

POLAR A370



EUROPE

SOTI is a proven innovator and industry leader for simplifying business mobility and making it smarter, faster and more reliable. SOTI helps businesses around the world take mobility to endless possibilities.

SOTI.net

© 2021, SOTI Inc. All Rights Reserved.

# CUSTOMER SNAPSHOT

## HAS Technology Group Set to Save UK Healthcare Sector Billions of Pounds with SOTI MobiControl

HAS Technology Group is a global technology solutions provider operating in four countries (UK, USA, Australia and New Zealand). Having been in the market since 1999, they work across over 100 local authorities in the UK. ARMED (Advanced Risk Monitoring for Early Detection), one of HAS' solutions since 2016, utilizes wearable technology to collect key metrics associated with frailty and risk of falling across all age groups, but primarily the elderly, including activity levels, low grip strength, hydration levels, low heart rate and heart rate variabilities.

### The Challenge

When a patient falls and injures themselves, there is a significant likelihood of that same patient falling again in the future. HAS realized the need for a solution that would help to reduce the number of patient falls and thus reduce the costs incurred as a result. According to a WHO Global Report on falls prevention in older age, 34% of those over 65 are at risk of falls, raising significant concerns regarding the future demands of the health and care services.

ARMED utilizes wearable devices to monitor a patient's condition 24/7 and then uses this data to feed into their machine learning models. HAS was in search of a solution that would allow ARMED to help escalate risks in advance and create the triggers to allow for a quicker and more accurate diagnosis based on the early warning signals the data provided. They were keen to provide further customization to their solution, and with an aging population, it became imperative to facilitate battery management.

### The Solution

The ARMED platform extracts data from smart watches, manufactured by Polar. With a customized SOTI MobiControl, part of the SOTI ONE Platform, controlling the smartphone, the Polar is paired with a smartphone via Bluetooth, and the data is transferred from the watch to the phone. This data is captured and Medical Grade Device machine learning algorithms is applied to forewarn of medical issues and changes in the behaviour in elderly patients. This also helps health and care practitioners to prioritize resources accordingly.

SOTI MobiControl is customized to remind the patient to put their phone and watch on charge via voice alerts if their battery is below 50%. The platform then monitors the connection between the phone and watch, guaranteeing the data is constantly being transferred. Finally, SOTI MobiControl allows patients to open or restrict certain apps and communicate on the phone without needing to interact with the device.

### The Results

A fractured hip in the UK costs approximately £32,000 per person, while a fractured arm/elbow costs approximately £8,000 per person. With over 500 devices in the field, SOTI MobiControl has enabled HAS to focus on reducing falls and allowed the UK's health sector to avoid the associated costs. With falls costing the UK healthcare sector billions each year, there is now an increased interest in falls prevention technology.

# HAS

technology



“ARMED is now a registered medical device and this step, along with machine learning, is significantly contributing to understanding the longer term impacts of health and lifestyle changes in a more preventative manner. We are excited for the future with SOTI and making a huge difference to the quality of life of individuals.”

**Brian Brown, HAS Technology Group**  
Director ARMED

