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WHAT'S NEXT
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How the Covid-19 Crisis Presents Opportunities for New Partnerships



MODERATOR

Mary Furlong

*CEO, Mary Furlong &
Associates*

*Executive Producer, What's
Next Longevity Academy*



PANELIST

Sherwin Sheik

*President and CEO,
CareLinx*



PANELIST

Peter Yewell

*COO and Co-Founder,
Outpatient*



PANELIST

Ted Fischer

*CEO and Co-Founder,
Ageless Innovation*



**WHAT'S NEXT
LONGEVITY
ACADEMY**

**TUESDAY, MAY 19, 2020
2:00PM EST**



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OUTPATIENT

The Care Collaboration App

COVID-19

Reality & Opportunity

Peter Yewell
Co-founder

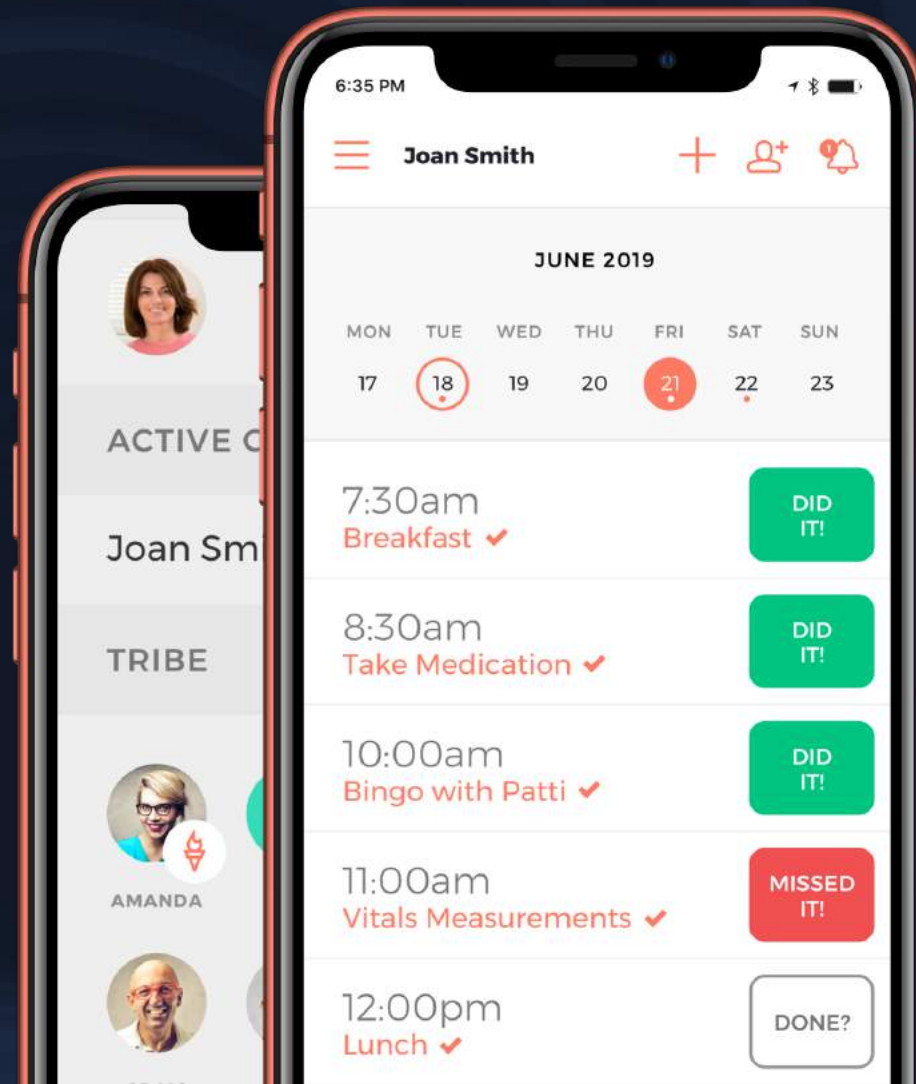


Download on the
App Store



GET IT ON
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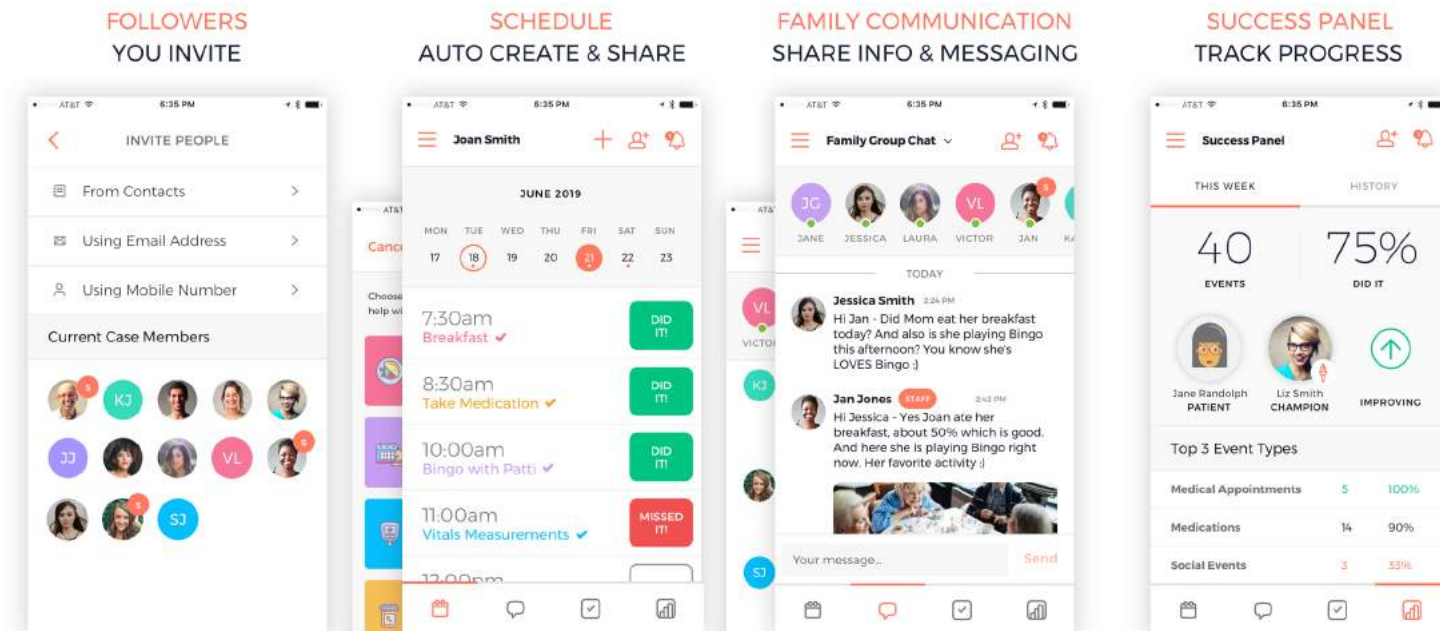
www.GetOutpatient.com | bc@outpatient.ai



OUTPATIENT OVERVIEW

The award-winning Outpatient App simplifies care collaboration and communication for Patients, Families, and Med Staff. (20 Months - 25k Users)

100% Private, secure and HIPAA- compliant; Available on any mobile device



SIMPLE, MODERN, EASY

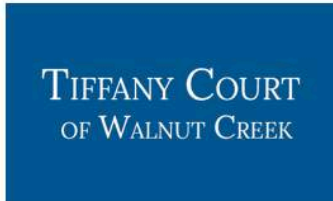
JANUARY - FEBRUARY 2020



Senior Living / ElderCare
(Ongoing / Contracting)

Hospitals Systems
(Feb - March Launch)

Military / Gov
(Infancy - Unsure)



APR - MAY 2020

The Reality



**“Some workers won’t come onsite, they refuse.
We can’t get enough people”**

- Senior Living CEO

**“We’ve had to furlough many people. It will take a
bit to get back up and running”**

- Hospital System President



“Telehealth was heading down a 10 year maturity path, and that changed into 8 weeks”

“The health system will come back aggressively, and much more efficient”

- Health VC, Transformation Cap (fmr Sequoia)**

Play The Cards You're Dealt



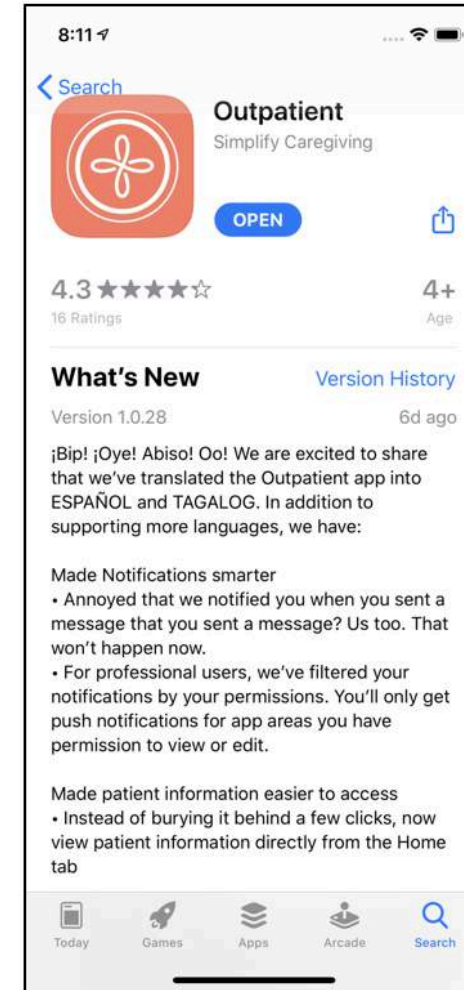
- **Senior Living - staffing, operational challenges.**
- **Hospital Systems - their own similar issues.**

- **The US Military quickly shifted to
Back Stopping the US Health System.**

Our Strength is Iteration



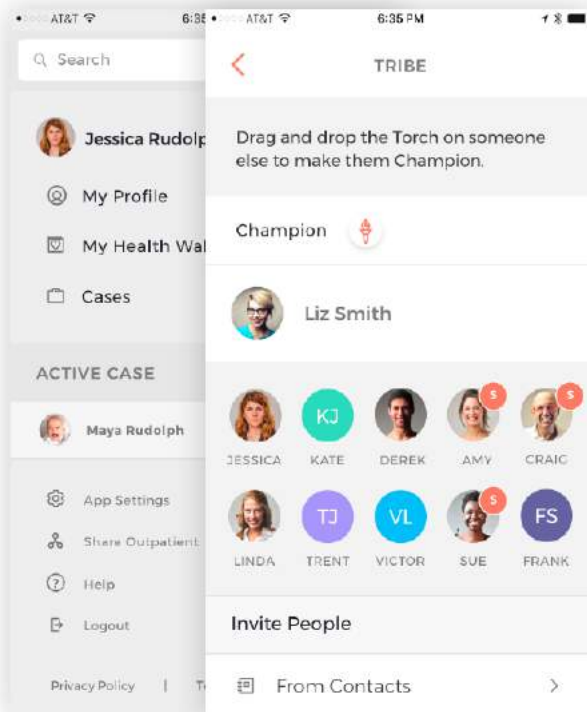
- 1. Virus Tracker / Self Reporting - February**
- 2. Video Messaging / Telehealth - March**
- 3. Survey & Contact Trace - April (USAF prototype)**
- 4. Internationalization - May (Spanish, Filipino/Tagalog)**



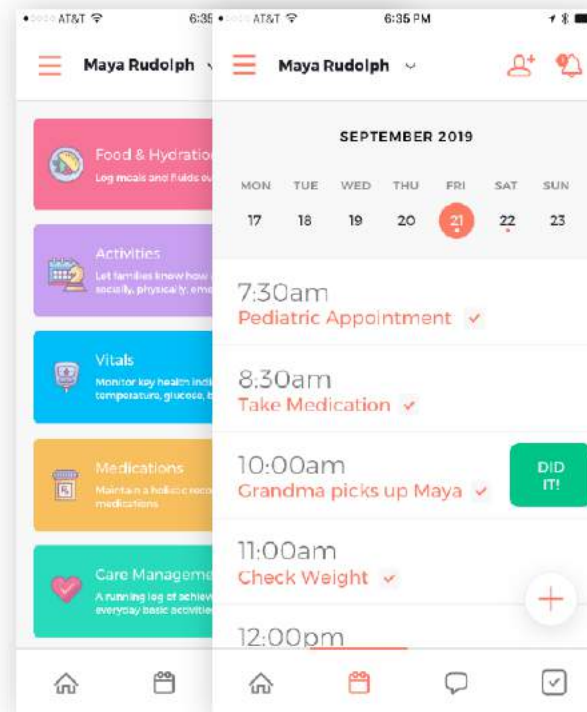
TELEHEALTH & COMMUNICATION



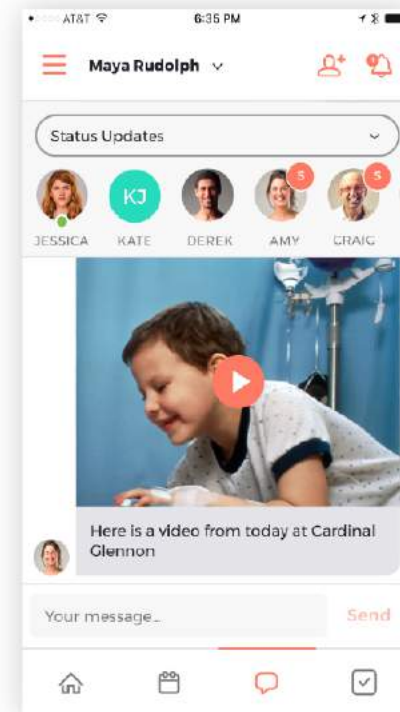
Profile, Patient Info & Tribe



Schedule & Pediatrics Activities



Messaging and Q&A



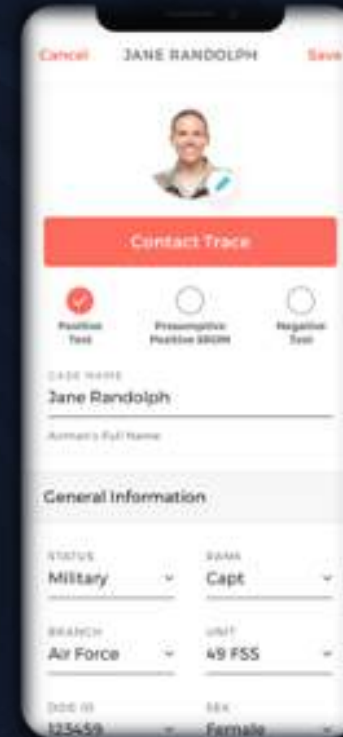
TEST SURVEY & CONTACT TRACING



OUTPATIENT

USAF Covid-19 Focus Areas:

- 1 Mobile Application for Self Reporting
- 2 Virus Test Survey and Contact Tracing
- 3 TeleHealth Coordination



TEST SURVEY & CONTACT TRACING



Digitally Enabled and Automated with Outpatient

The image displays four mobile app screens from the Outpatient application, illustrating its digital capabilities for patient management and contact tracing.

Screen 1: Outpatient Dashboard

The dashboard shows a list of patients under the "AIRMEN" tab. The table includes columns for TEST ID, PATIENT, and RESULT.

TEST ID	PATIENT	RESULT
001	Jane Randolph	⚠️
002	Bill Smith	✅
003 A	Edna Jones	✅
003 B	Jake Jones	✅
004	Cecilia Barth	⚠️
005	Vacant	⬛
006	Bill Jefferson	⚠️
007	Vacant	+

Screen 2: VIRUS SELF-CHECK

The self-check screen prompts the user to enter their current temperature. The displayed temperature is 101.4 °F. Below this, there are sections for "Cough" and "Shortness of Breath", each with "Yes" and "No" radio button options. A "Next" button is at the bottom.

Screen 3: NEW CASE

The "NEW CASE" screen allows for entering important and susceptible dates.

Important Dates

- DATE OF SYMPTOMS ONSET: March 8, 2020
- DATE LABS DRAWN: March 14, 2020
- DATE LABS RESULTED: March 18, 2020

Susceptible Dates

- FROM: March 1, 2020
- TO: April 12, 2020

Screen 4: CONTACT TRACING

The "CONTACT TRACING" screen is used to record a patient's location and contact information.

Workplace Since Onset of Symptoms

Where do you work?
Work Location: IU Health North Hospital, 117 N Meridian St, Carmel, IN 46032

Dwelling Since Onset of Symptoms

DESCRIBE YOUR ENVIRONMENT
Single Family Home

Other Residents

NAME: John Randolph
EMAIL: john.randolph@gmail.com
PHONE NUMBER: (317) 555-8853

Saved Locations

- Home: 35235 New Lake Rd, Carmel, IN 46032
- Rupenthal Dentistry: 5790 E Main St, Carmel, IN 46032

Work Contacts

DESCRIBE YOUR WORK: Corporate Office

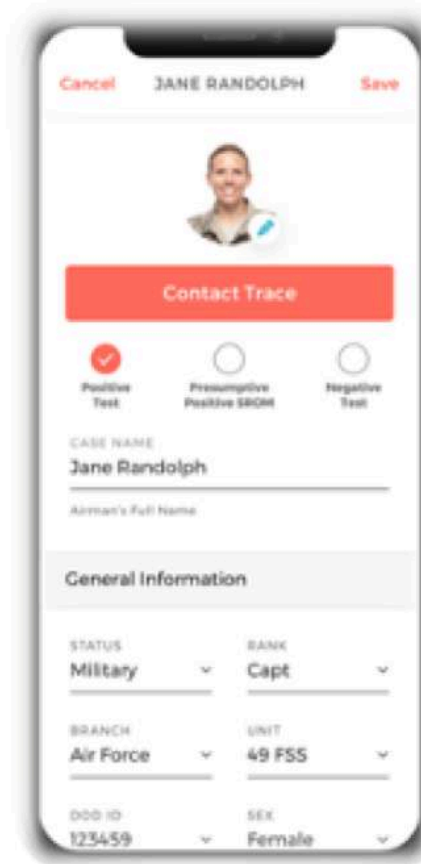
Buttons for "Cancel", "Save", and "Add another" are visible.

What Happens Now



1. US Air Force Project #1 - June
2. USAF #2 - July (Tentative)
3. JTAF #3 - Several (Tentative)
4. Continue with SL and Health Systems as they're ready

5. Improve Outpatient for the new health system emerging





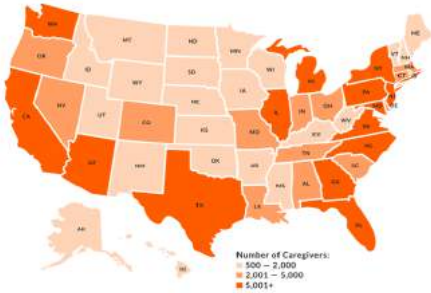
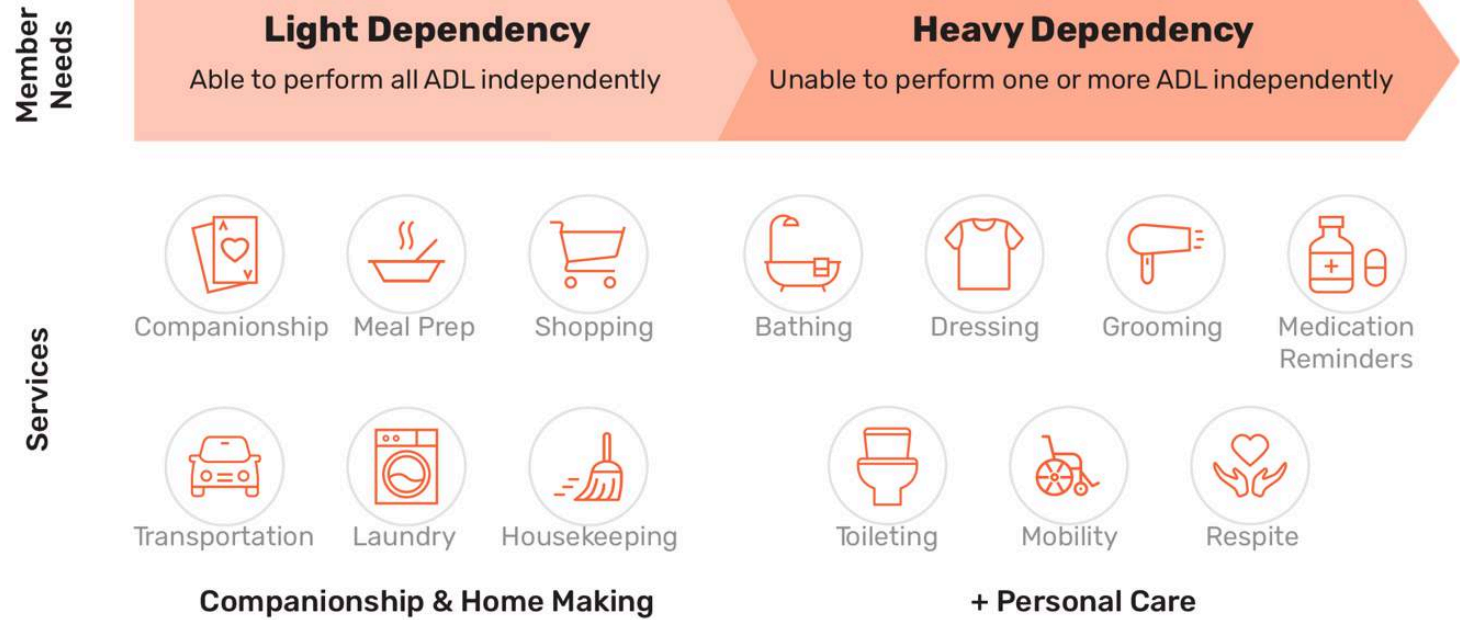
Innovating Better Home Care for All

Pairing the human touch with rich data to drive better health outcomes

Home Care Services Across the Continuum of Care

Medicare spending is ~ **2x higher** for seniors with inadequate ADL support.
Nearly **50%** of MA beneficiaries report difficulty with at least 1 ADL.

1 Nationwide Coverage
400,000+ Caregivers



- CNAs, HHAs, LVNs, and RNs
- Student Companions
- Home care agencies

Pairing Human Touch with Rich Data Collection for Better Health Outcomes



Tech-enabled caregivers collect valuable data

Predefined Care Plan guides caregivers in activities and data collection from the member's home



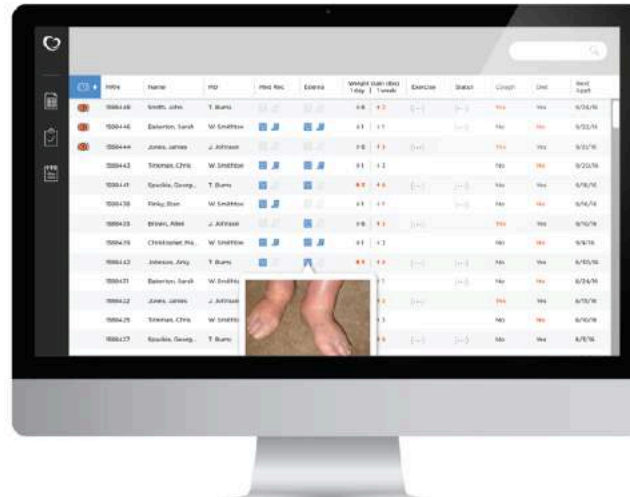
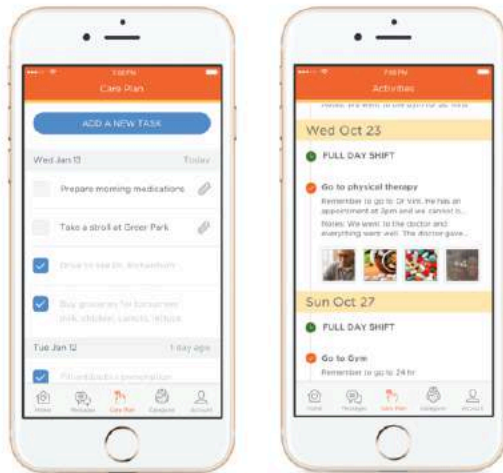
Real-time, actionable data

Secure dashboard identifies need for intervention & seamless coordination



Visit monitoring & transparency

QA and oversight process eliminates caregiver fraud, waste & abuse



HITRUST
CSF Certified



COVID-19 Response: Business & Risk Management

- Caregivers assisting Seniors are an Essential Worker
- Migrated all 100+ CareLinx employees to 100% virtual working on March 6th ahead of State & Federal Stay-at-Home Orders
- Launched protocols for all CareLinx clients & professional caregivers per new CDC guidelines for Risk & Business Management
- Massive Surge in Demand for Home Care Services in March
- Surge in Demand for CNA and Labor for Skilled Nursing & Facility based care settings
- CMS added flexibility for MA programs in April to launch programs to support seniors at home e.g. Companionship, Grocery Shopping, Errands, Personal Care
- Hospitals now looking to send Non-COVID patients/seniors home vs nursing homes





Joy for All



WHAT'S NEXT
LONGEVITY
ACADEMY

May 19, 2020





OUR PURPOSE:

To reimagine how we positively live
and age together by unleashing the
Power of Play.

Ageless Innovation Team



Ted Fischer
Co-Founder & CEO



Andrew Jeas
Co-Founder & COO



Tom Canterino
Co-Founder,
VP, Business Development
& B2B Sales



Meghan Gamboa
Co-Founder,
Sr. VP, Marketing
& Retail Sales



Jim Waddell
CFO



Jim Murphy
SVP Healthcare



Jessica Nunez
Office Manager and Customer Support Lead

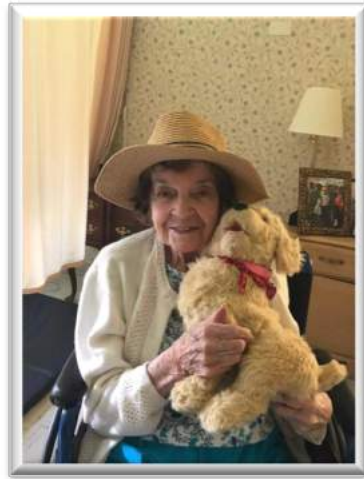
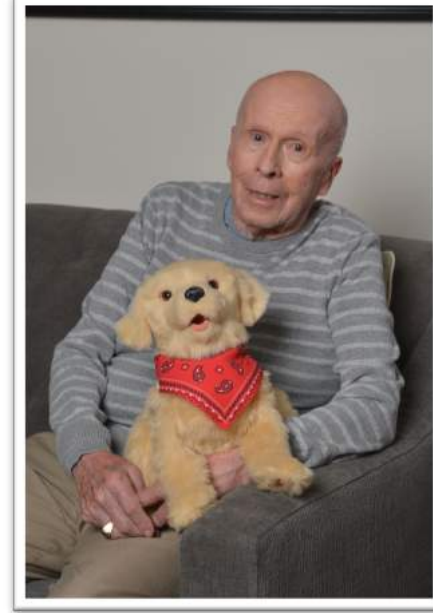
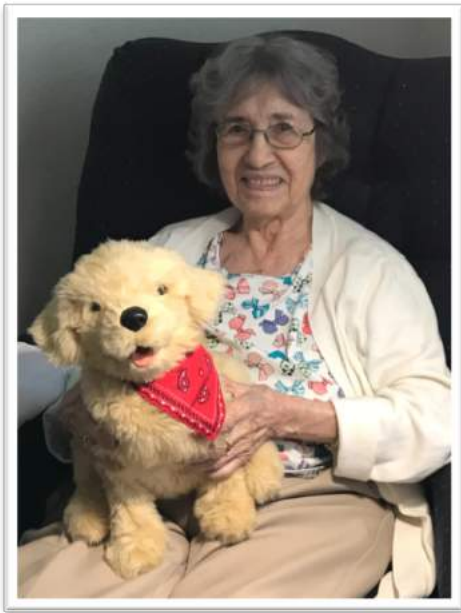


Gina Melone
CCO, Studio Big Rock
Head of Design)

Can I help you?

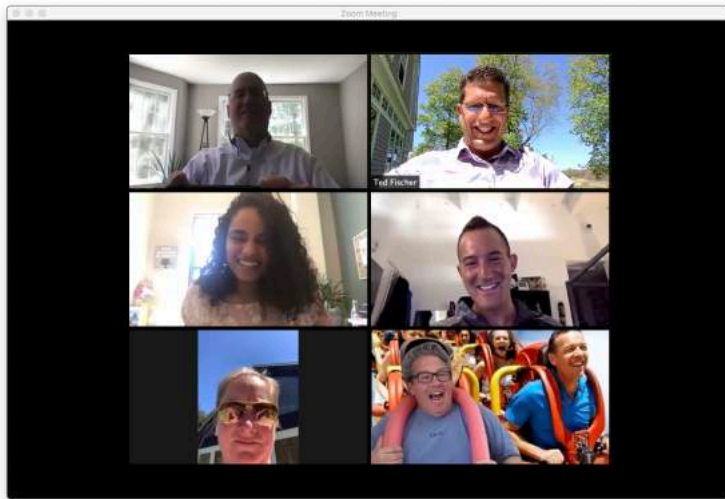


Paul Provost
Controller



COVID-19: The New Normal

Daily Team Zoom



#DeliveryHeroes

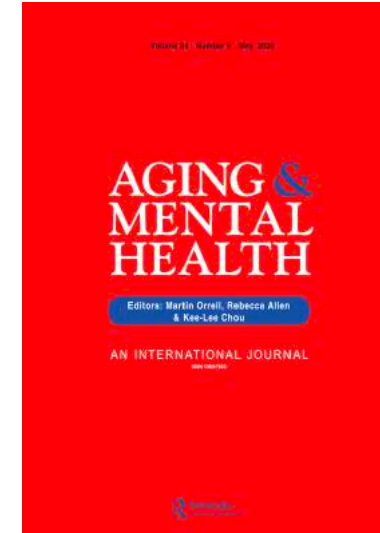


Donation to VNA Home and Hospice



Supply Chain & Retail Challenges: Partnerships

- Demand has been growing steadily during the Pandemic
- Amazon – “Non-Essential” – Global Issue
 - Petitioned to change status to essential – Research and Consumer Sentiment
 - White Paper
- Global Retail – Walmart.com, CVS Health, Best Buy, Jean Coutu, JoyforAll.com – Demand and Amazon Absence Growth



Reducing loneliness and improving well-being among older adults with animatronic pets

[Rifky Tkatch](#), [Lizi Wu](#), [Stephanie MacLeod](#), [Rachel Ungar](#), [Laurie Albright](#), [Daniel Russell](#), [show all](#)

Received 23 Sep 2019, Accepted 15 Apr 2020, Published online: 02 May 2020

Partnerships

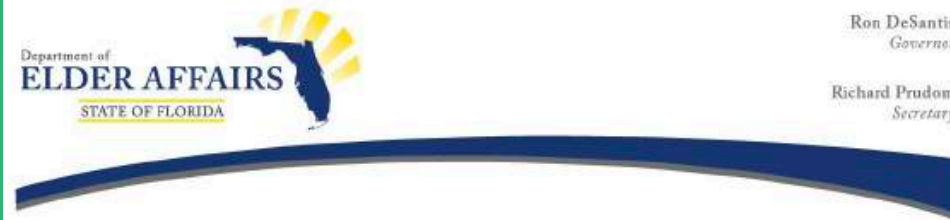


ASSOCIATION ON AGING IN NEW YORK STATE PARTNERS WITH AGELESS INNOVATION TO COMBAT SOCIAL ISOLATION DURING COVID-19 PANDEMIC THROUGH DISTRIBUTION OF ROBOTIC PETS

Interactive cats and pups provide comfort and companionship for isolated older adults

Albany, NY—To help combat social isolation and depression among older adults during the COVID-19 pandemic and beyond, the Association on Aging in New York (AgingNY), in partnership with award-winning robotic pet manufacturer [Ageless Innovation](#), is distributing up to 1,100 robotic Joy for All Companion Pets to those most at-risk for social isolation.

In 2019, New York State became the first state in the nation to test these pets with isolated community-based older adults. **New York piloted 60 Joy for All Companion Pets (30 cats and 30 pups) with socially isolated older adults living at home in 12 counties** across the state. Pilot participants were identified using a 6-item loneliness scale. Robotic cats and pups are usually given to people with Alzheimer's disease and other dementias as a form of calming pet therapy, but **data has shown that using pets to decrease social isolation is highly successful—70% of pilot participants reported a decrease or significant decrease in isolation after one year.**



FOR IMMEDIATE RELEASE
April 27, 2020

CONTACT:
Rebecca Roberts
communications@elderaffairs.org
850-414-2142

Robotic Companion Pets Offer Comfort and Increased Engagement for Older Adults and Those Living with Dementia During COVID-19

A Partnership Between the Florida Department of Elder Affairs and Ageless Innovation Is Providing Companionship for Isolated Older Adults

TALLAHASSEE, Fla., - This week, the Florida Department of Elder Affairs (DOEA) began delivering over 375 therapeutic robotic pets to socially isolated seniors and adults living with

“The robotic pets offer an alternative to traditional pet therapy, and research shows they have similar positive effects. They are designed to respond to motion, touch, and sound. Robotic cats and dogs are usually given to people with ADRD, but **data has shown that using pets to decrease social isolation for older adults is highly successful.**”

How the Covid-19 Crisis Presents Opportunities for New Partnerships



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*CEO, Mary Furlong &
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*Executive Producer, What's
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2:00PM EST**



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QUESTIONS FOR DISCUSSION?

If you have questions for the panelists, please submit via the Q&A feature on your screen.

JOIN US NEXT WEEK

Lessons Learned from Covid-19: Creating a Safer, Healthier Home Health Hub



MODERATOR

Mary Furlong
*CEO, Mary Furlong &
Associates
Executive Producer, What's
Next Longevity Academy*



PANELIST

Sheri Rose
*CEO and Executive
Director,
Thrive Center*



PANELIST

Mark Feinberg
*Founder and CEO,
Stay Smart Care*



PANELIST

Lisa Taylor
*CEO,
It's Never 2 Late*



**WHAT'S NEXT
LONGEVITY
ACADEMY**

**TUESDAY, MAY 26, 2020
2:00PM EST**



**MARY FURLONG
and ASSOCIATES**
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QUESTIONS?

If you have questions you'd like addressed in next week's session, "Lessons Learned from Covid-19: Creating A Safer, Healthier Home Health Hub", please send them to:
maryfurlongprograms@gmail.com

WHAT'S NEXT LONGEVITY ACADEMY

Visit the [What's Next Longevity Academy](#) webpage to view our complete collection of Academy sessions with password **AcademyVIP2020**:

- “Why Technology for Older Adults Matters in 2020 and Beyond”
 - “Fostering Innovation During Covid-19 & Beyond”
- “Caregiving During Covid-19 – How Self-Care & Wellness Take Center Stage”
- “The Ziegler Link·Age Fund: Priorities of the Fund and How Its Portfolio Companies Are Responding to the Covid-19 Crisis”
- “How the Covid-19 Crisis Presents Opportunities for New Partnerships”

Additional Academy sessions for May and June will be announced soon!

WHAT'S NEXT LONGEVITY BUSINESS AND VENTURE SUMMIT

WE'VE GONE VIRTUAL!

Join us June 24-25, 2020 for the [What's Next Longevity Business and Venture Summit!](#)

You will receive COMPLIMENTARY access to exclusive content from leaders and investors in the longevity marketplace.

Featured investors include:



Christine Brocato, *Director of Strategic Innovation,*
Dignity Health



Todd Haim, *Chief of the Office of Small Business Research,*
National Institute on Aging



John Hopper, *Chief Investment Officer,* Ziegler
Link·Age Longevity Fund



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