WHAT'S NEXT LONGEVITY ACADEMY

WELCOME!

PLATINUM SPONSOR:

AARP Innovation Labs

MARY FURLONG and ASSOCIATES
Intelligence • Insight • Impact



Real Possibilities

Join us and stay connected at **aarp.org/coronavirus**

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THE BUSINESS OF AGING

Ziegler
CAPITAL :: INVESTMENTS :: ADVICE

link·age

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SILVER:

OUTPATIENT

Home Instead SENIOR CARE® To us, it's personal.

SilverRide™ GET THERE WITH CARE

HAMILTON CAPTEL®

Nationwide®

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NABOSO™ BAREFOOT TECHNOLOGY

stay SMART CARE™

mFC myFamilyChannel

BRONZE:

LifeBio

touchtown

WHAT'S NEXT LONGEVITY ACADEMY

MARY FURLONG and ASSOCIATES Intelligence • Insight • Impact

The Ziegler Link·Age Fund: Priorities of the Fund and How Its Portfolio Companies Are Responding to the Covid-19 Crisis



MODERATOR

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



PANELIST

John Hopper
CIO and Managing Director, Ziegler Link·Age Longevity Fund and Link·Age Ventures



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PANELIST

Nancy Koenig
CEO,
Caremerge

WHAT'S NEXT LONGEVITY ACADEMY

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The Ziegler Link•Age Funds

- 100% focused on post-acute and aging industries
- 150 Limited Partner Investors
  - 118 Providers (senior living)
  - Hospitals
  - Strategic Investors

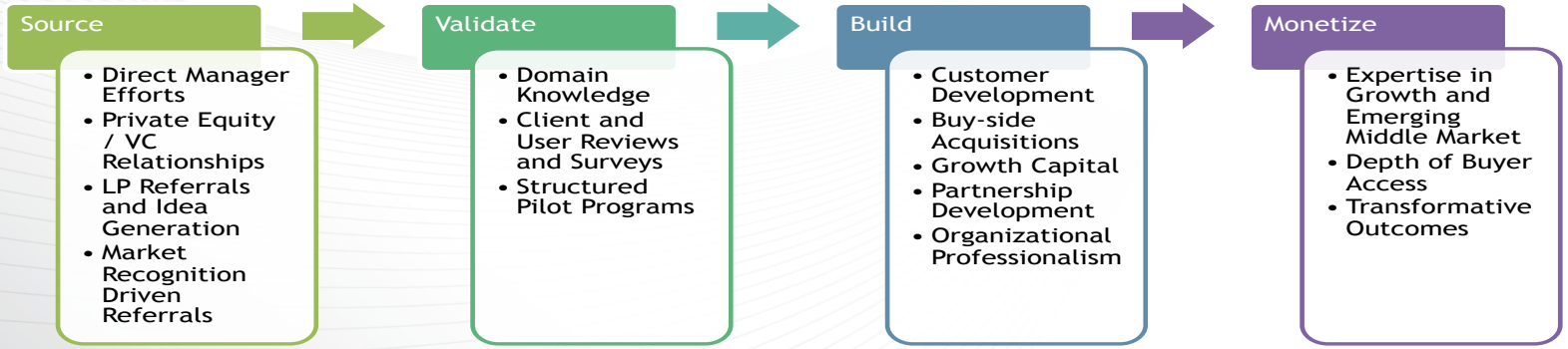
- Leverages expertise of Ziegler and Link•Age

The Ziegler Link•Age Funds

SPECIALTY FUND APPROACH

Investment Criteria

- Companies that provide leading edge products, services and technology to the senior marketplace
- Differentiated market positioning with ability to be transformative in the arena of healthcare reform
- Company-specific addressable market that is sufficient to promote significant scale opportunity
- Sustainable competitive advantages, positioning or efficiencies
- Experienced management team willing to leverage the Fund's resources and relationships



Portfolio Company COVID-19 Response

- As stewards of progress and technology in our industry, our portfolio companies have been at the vanguard of bringing new ways for our LP investors and their residents to deal with COVID-19.
- The various initiatives and publications related to COVID-19 that ZLF portfolio companies have initiated include:
  - reduced-cost offerings
  - to remote implementations
  - leveraging their technical expertise and deploying solutions that respect social distancing while also allowing our providers to continue to provide the high-quality services their residents expect.

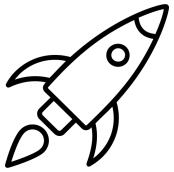


Our Covid-19 Response

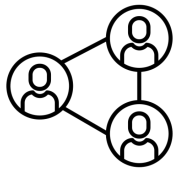
We are Caremerge.

A group of passionate people making a positive impact on the aging experience.

We provide Clinical & Engagement Solutions to Senior Living providers that promote wellness & inspire collaboration between residents, staff & families.



Launched in 2012



Over 430 Client Locations



Inc. 5000 Company



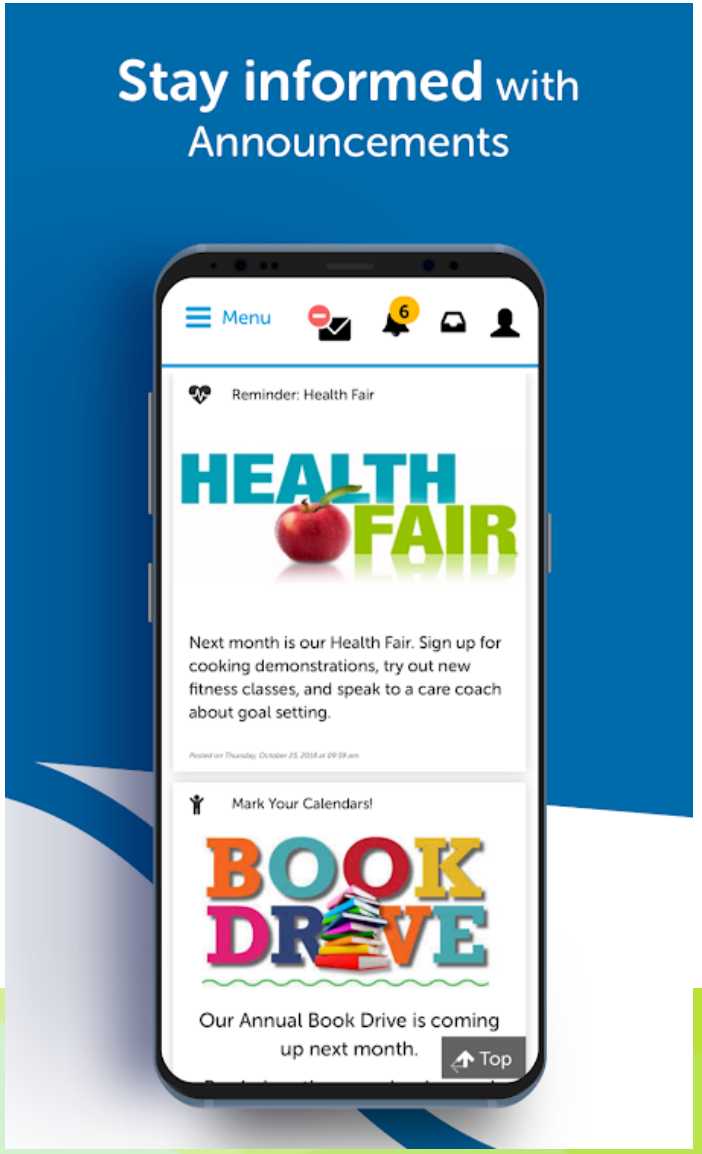
Strong Investors with Senior Living Pedigree



Headquartered in Chicago

Caremerge Enterprise Senior Living Platform

- **Staff Web & Mobile Apps**
- **Family Communication**
- **Digital & Print Calendars**
- **Resident Engagement**
- **Digital Sign and TV Channel**
- EHR for AL/MC
- eMAR & Pharmacy Integration
- Point of Care App



COVID-19 Response

- Crisis Communication
- Shelter in Place: Health & Wellness
- Peace of Mind for Families
- Clinical Tracking

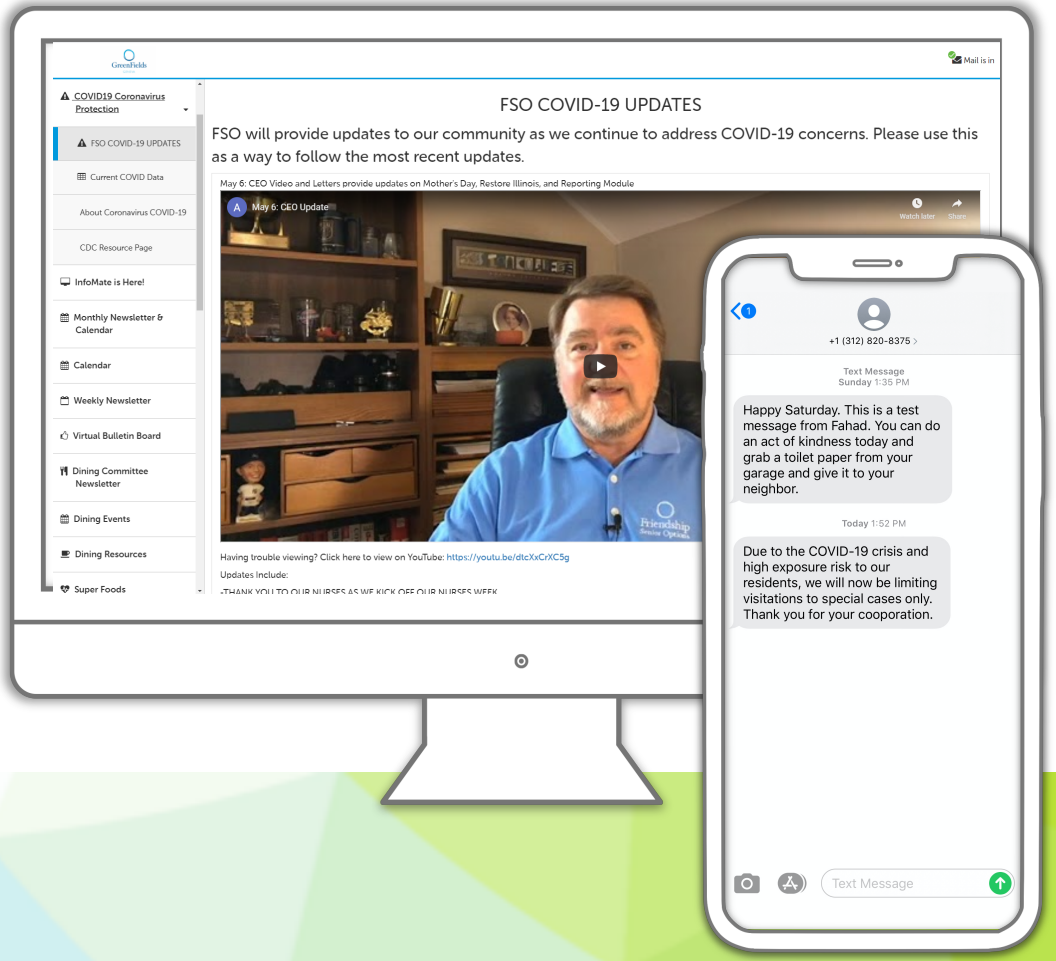
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Integrated Platform for Crisis Communication

Friendship Senior Options℠

- Multi-channel
- Leadership video
- Status / policy updates via app
- Urgent text/call notifications

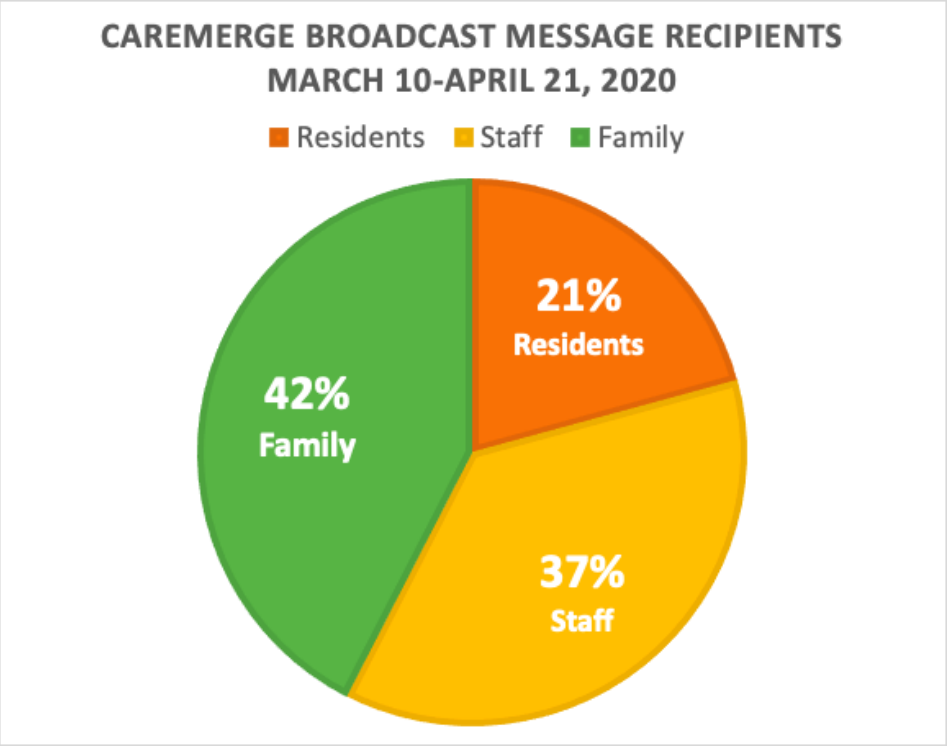




Caremerge Broadcast

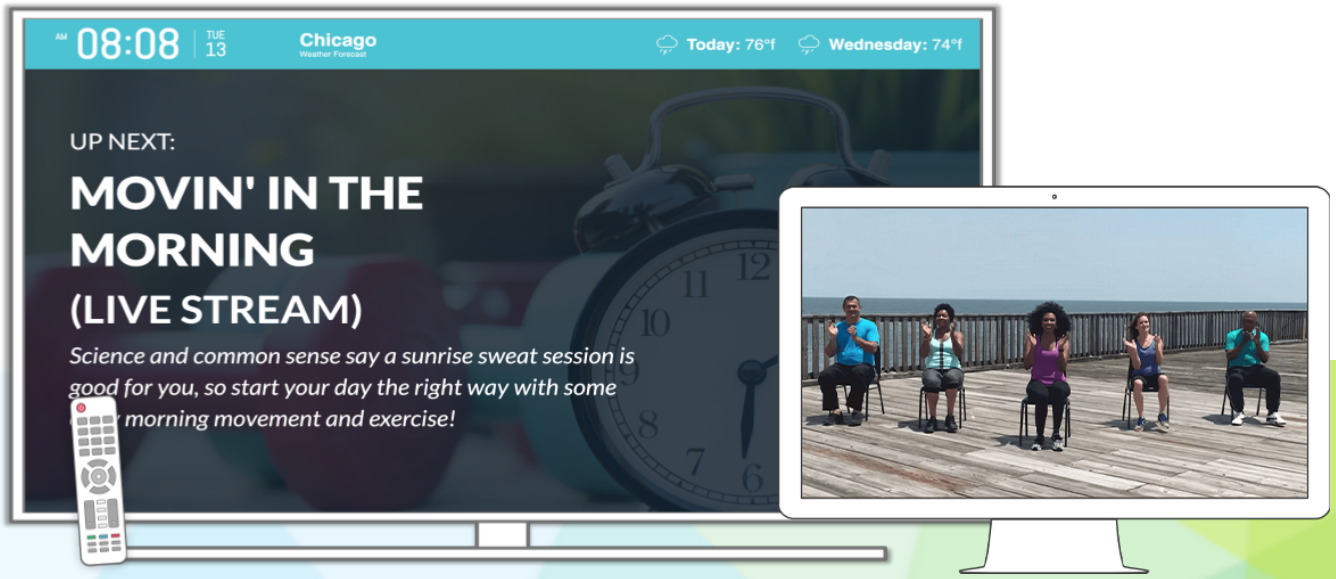
~300 Communities Launched in 4 weeks

- Free to clients
- At cost to market
- 150k+ Messages sent last 6 weeks



Meeting Resident Needs While Sheltering in Place

- Virtual activities to prevent social isolation
- Streaming wellness programming
- Ordering food
- Coordinating groceries



amazon alexa

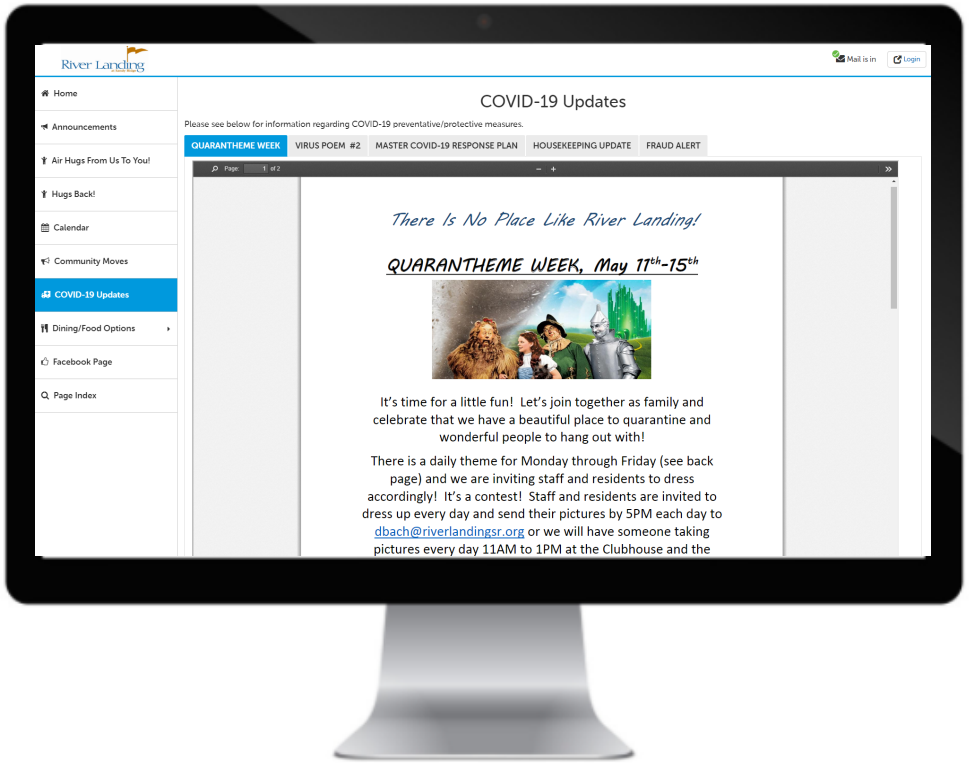
Available on the App Store

GET IT ON Google Play

Presbyterian Homes Inc

“What I love about Caremerge is the ability to create custom pages in Community Engagement. I’ve created many pages creatively around Coronavirus. Our Executive Director has been recording a TV show every day and we’ve been posting it on the platform.”

Cindy Hawk, Director of Resident Services, Presbyterian Homes Inc



Caremerge Voice

Scale, security and innovation

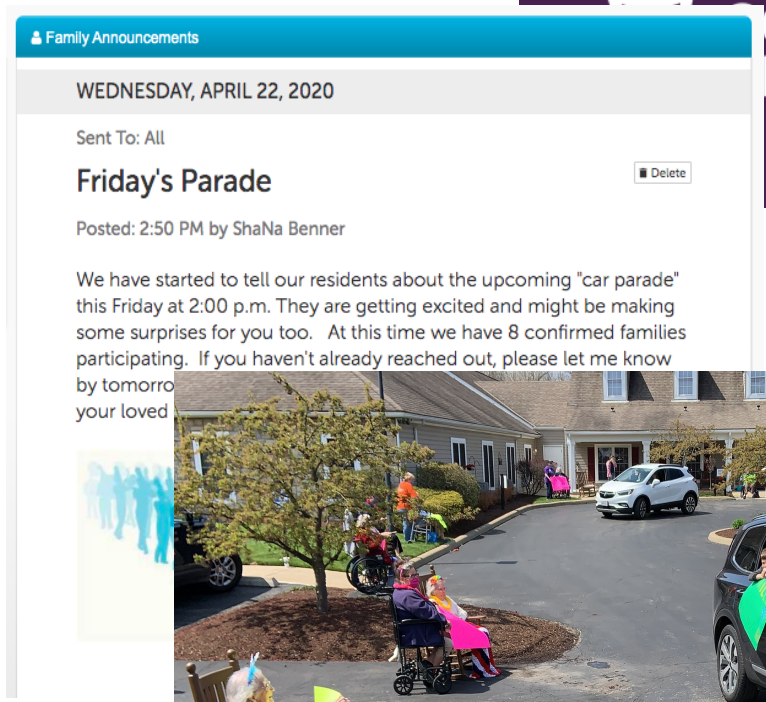
Your community needs to be successful with their Alexa Voice rollouts.

“Alexa, what’s the coronavirus update at my community?”



Bringing Peace of mind to Families of Loved Ones

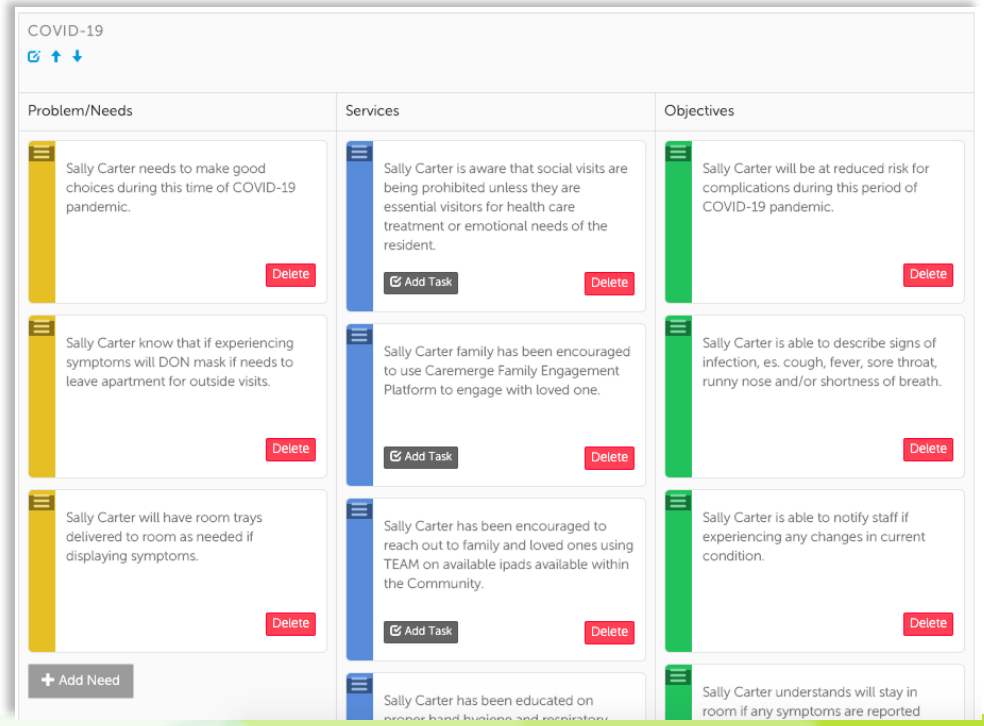
- Real-time community updates
- HIPAA compliant messaging direct to staff
- Participation in virtual events
- Response to market: Free for 6 months, no obligation





Coronavirus Care Plan Solutions

- Care Plan libraries with the needs, services, and outcomes of residents with COVID-19 problems
- Helping meet reporting guidelines by state and government agencies
- Track residents health progression in one central platform



COVID-19 Response Outcomes:

- Closing the Communication Gap
- Keeping Healthy Residents Well
- Putting Families at Ease
- Clinical History and Compliance

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embodied labs

EMBODIED LABS

Leveraging the power of shared immersive experiences to train staff, family members, & the community in aging care.



TRAINING FOR EVERY STAKEHOLDER



The Alfred Lab: Vision and Hearing Loss

The Beatriz Lab: Alzheimer's Disease

The Dima Lab: Lewy Body Dementia and Parkinson's

The Clay Lab : End-of-Life Conversations

The Eden Lab: LGBTQ issues in aging

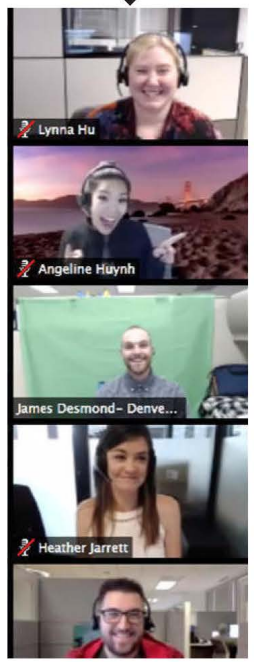
Who Uses Embodied Labs?

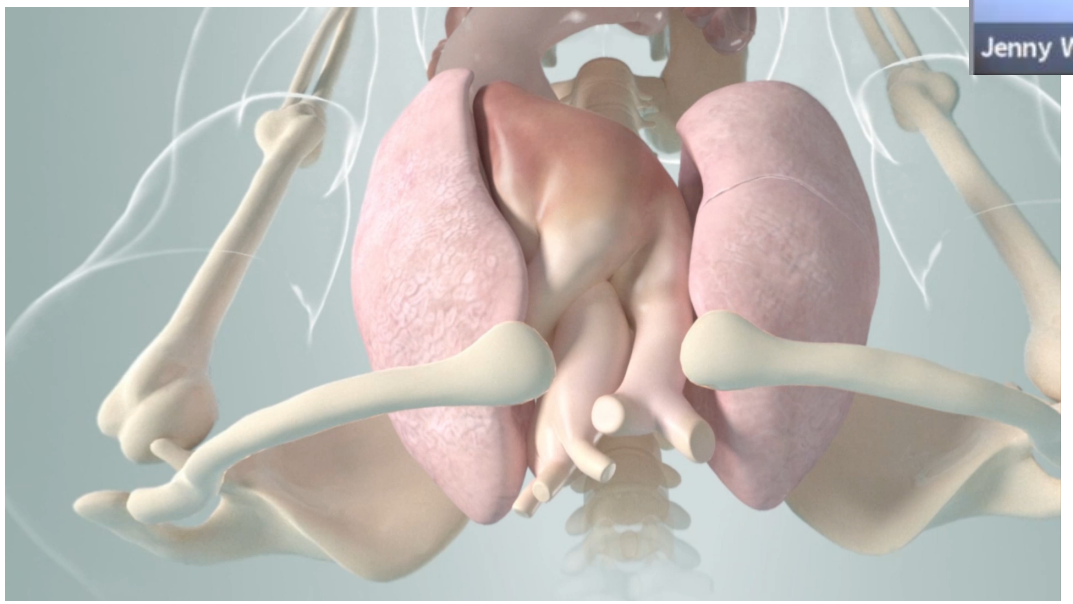


5 Key Metrics of Impact:
The Embodied Labs platform tracks knowledge, person-centered care practices, emotional intelligence, cultural competency, and burnout.

IMMERSIVE LEARNING, NO MATTER THE DISTANCE

Trainees: Staff, Family Members, Community Stakeholders







Organization's Immersive Trainer

FamilyMeans
BETTER IS POSSIBLE

Multi-Modal Implementation & COVID19 Curriculum

1. **One to One:** Individuals each experience the labs in the headset
2. **Group Mode:** One person is in the headset and a group up to 25 people experiences the labs together by connecting what is viewed in the headset to be shared on a monitor.
3. **Distributed Immersive Mode:** One person is in the headset and a group up to 25 people experiences the labs together by sharing via video conference

ORGANIZATIONS USING EMBODIED LABS TODAY



"Embodied Labs has been a game changer for staff training at our organization. It uniquely deepens understanding and empathy which dramatically elevates the person-centered care we're able to provide."

Chicago Methodist Senior Services

-Ann Brennan, Dir. Volunteer Services, Chicago Methodist Senior Services

front porch

THE OHIO MASONIC HOME
The Trusted Partner to Help People Age Respectfully

St John's HOME

Institute on Aging

KENDAL~CROSSLANDS Communities
Together, transforming the experience of aging.®

Benedictine Health System

Ohio Living
FAITH + COMPASSION + COMMUNITY

CLARK-LINDSEY

WILLOW VALLEY COMMUNITIES

Ohio's Hospice of Dayton

VitalTech



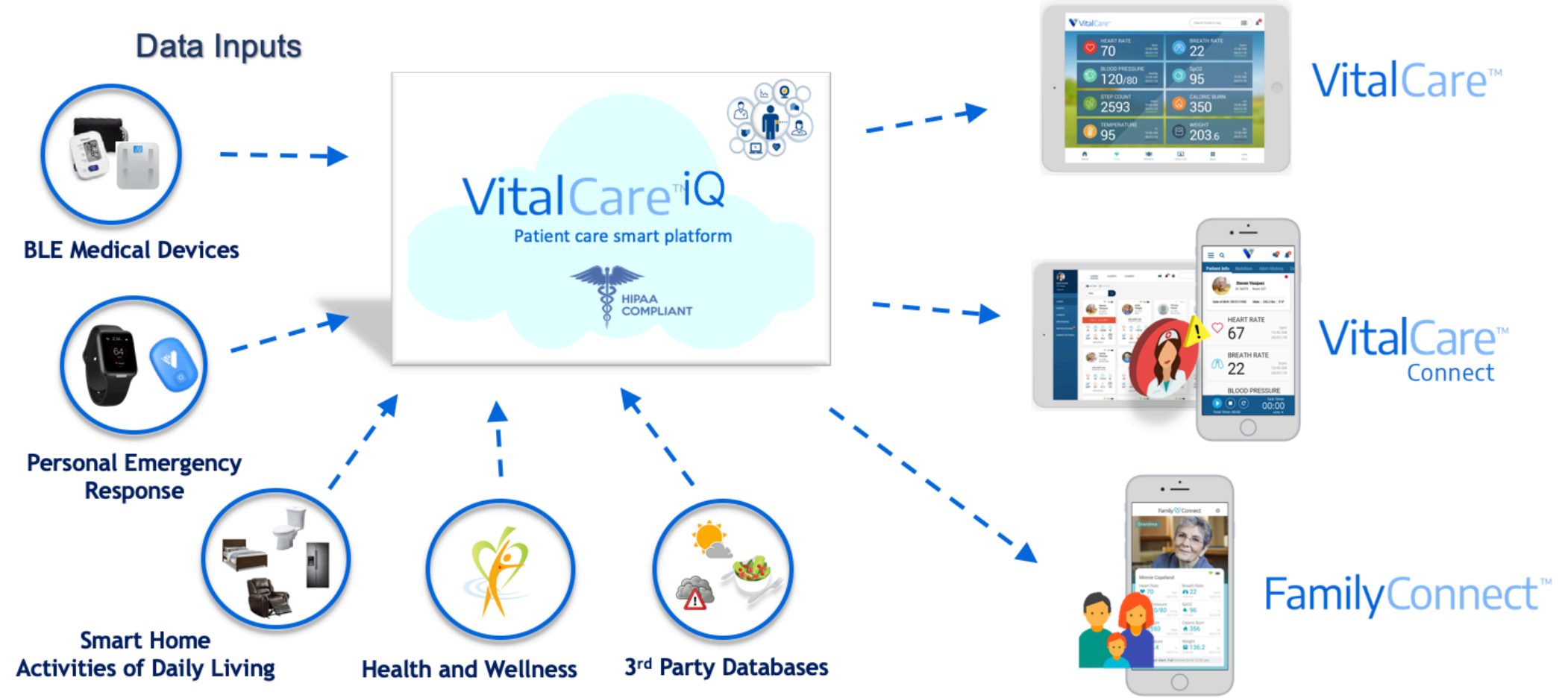
Leveraging IoT, Big Data and Advanced Analytics to Lower Costs and Improve Outcomes

"The future is now….a fully integrated healthcare ecosystem."



VitalCare™iQ - A Comprehensive Care Platform

Digital Technology Transforming Connected Health



Patients are Actively Engaged in Their Care Plan

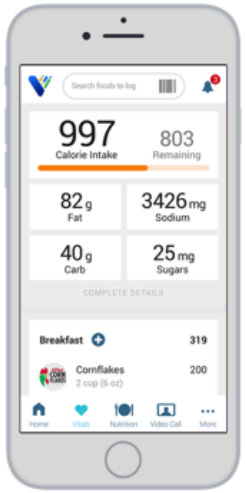
Simple, Intuitive, Easy to Use



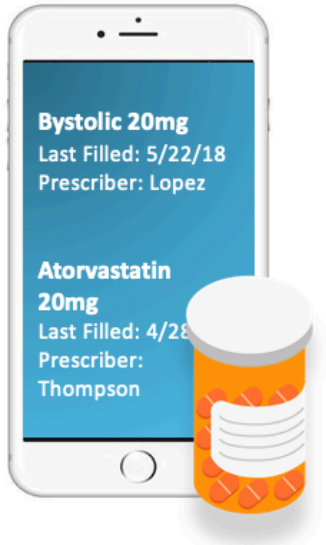
Vitals are viewed by patients, family and providers.



ADL ActivityTags to monitor for deviations in day to day activities.



Easy to use tracking system facilitates compliance.



Compliance through pushed reminders.

Proactive *Personalized* Patient Care

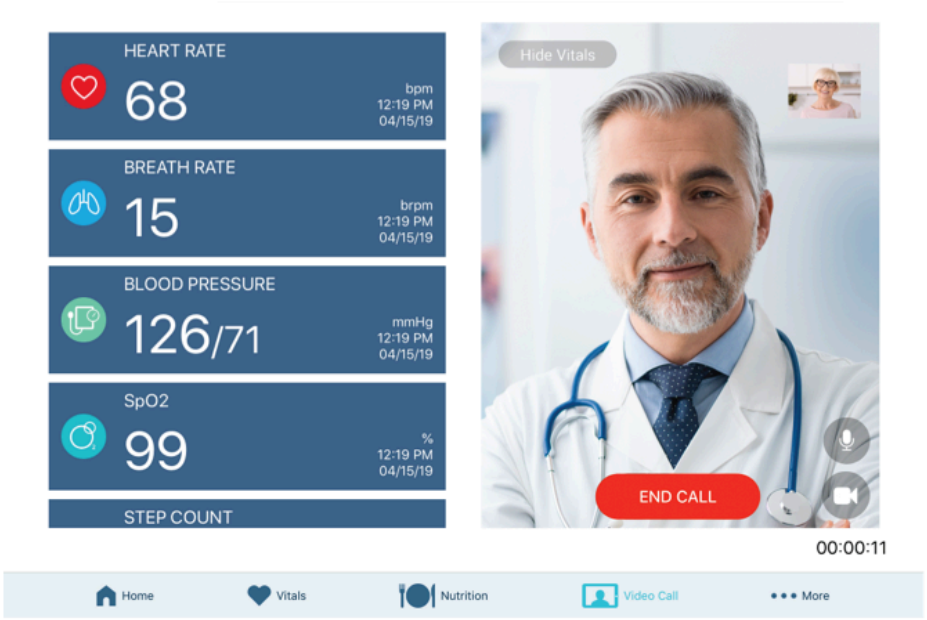
Automated Call Outreach, Remote Patient Monitoring (RPM) and Telehealth

Multi-party HIPPA Compliant Video and Audio

Secure messaging

Live or Historic Vitals

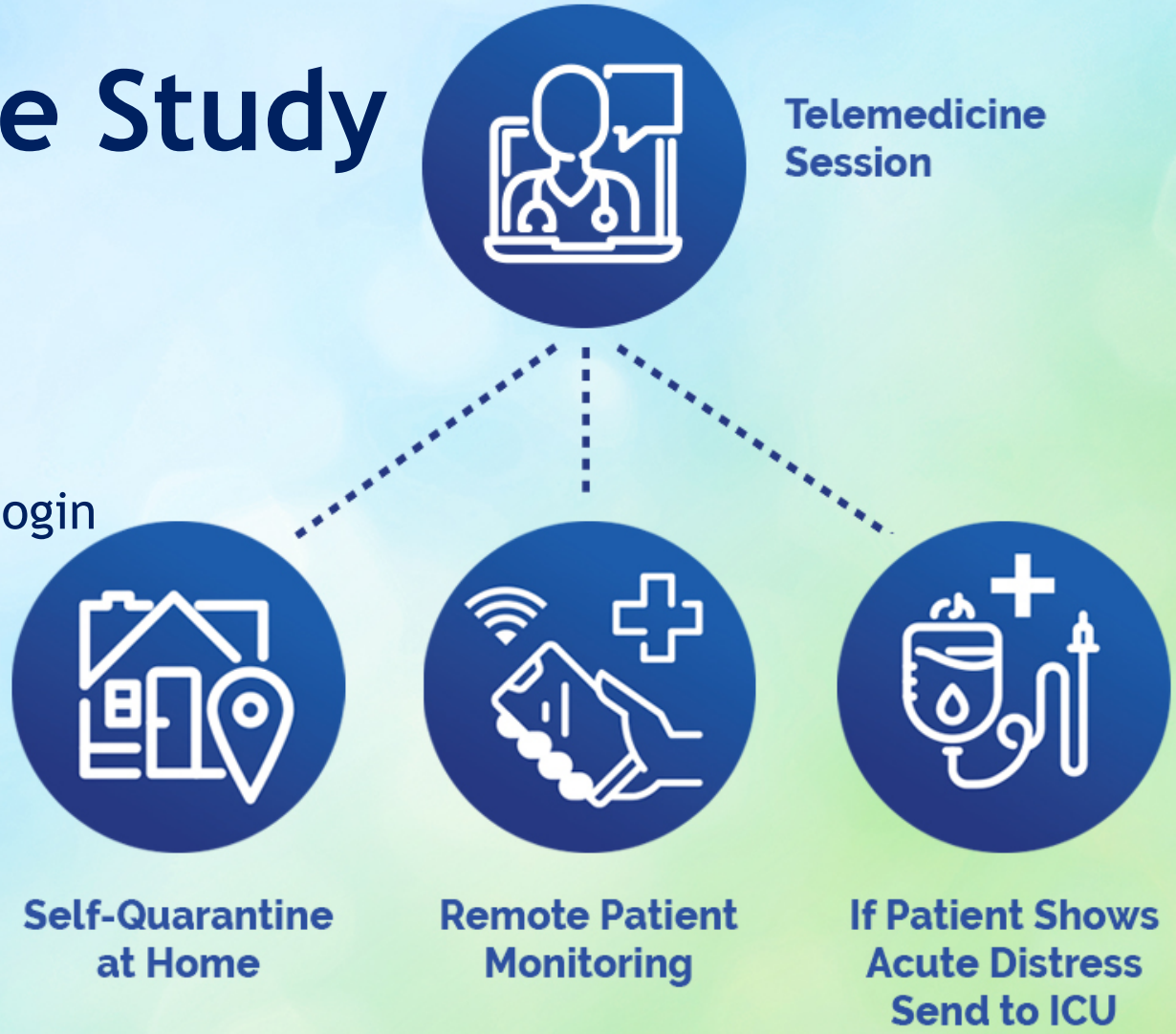
Share Labs, Charts, CT Scans, Etc….



Holy Name Medical Center

Case Study

- **Download:** Patients and staff download the app
- **Screening:** Prebuilt COVID-19 screening survey delivered at login
- **Triage:** Based on results of telehealth session, patients are directed to either self-quarantine, sent RPM Kit if they have risk factors for complications, or directed to ICU



Sponsored by:

AT&T Business

VitalBand™





VitalBand™ LTE



Coming Soon

SOS Alerts

- Voice controls for emergency voice call out
- Automatic fall detection if senior is unconscious
- Alerts are sent to caregivers via text, email, phone

Medical Grade Vital Signs From Side Sensor

- Heart rate
- Respiration rate
- Sp02

Additional Features

- Step count, calorie count
- Fully waterproof & sweat-proof so the wearable is never removed
- Untethered on wrist charging for 24/7 safety
- Optional 24/7 emergency services
- Medication reminders and messaging to the watch

VitalBand™ LTE

- Adds WIFI and LTE
- Tracking and geo location services
- Two way voice

Strategic Partners and Key Customers





































The Ziegler Link·Age Fund: Priorities of the Fund and How Its Portfolio Companies Are Responding to the Covid-19 Crisis



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Nancy Koenig
CEO,
Caremerge

WHAT'S NEXT LONGEVITY ACADEMY

MARY FURLONG and ASSOCIATES
Intelligence • Insight • Impact

QUESTIONS FOR DISCUSSION?

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

JOIN US NEXT WEEK

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

MARY FURLONG and ASSOCIATES
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QUESTIONS?

If you have questions you'd like addressed in next week's session, "How the Covid-19 Crisis Presents Opportunities for New Partnerships", 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:**

- March 31, 2020: **"Why Technology for Older Adults Matters in 2020 and Beyond"**
- April 28, 2020: **"Fostering Innovation During Covid-19 & Beyond"**
- May 5, 2020 at 2:00pm est: **"Caregiving During Covid-19 – How Self-Care & Wellness Take Center Stage"** (will become available this week)
- May 12, 2020 at 2:00pm est: "**The Ziegler Link·Age Fund: Priorities of the Fund and How Its Portfolio Companies Are Responding to the Covid-19 Crisis"**
- May 19, 2020 at 2:00pm est: **"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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