



## SimplyHome Connects to In-Home Healthcare with the Aeris IoT Services Platform



CASE STUDY

*“We partnered with Aeris because of its flexible pricing structure and comprehensive network coverage, as well as its overall ability to support mission-critical applications. Aeris has been huge for us.”*

Jason Ray, Vice President,  
Business Development,  
SimplyHome

New IoT technologies are changing the way health services are delivered, allowing recipients to remain in their homes to receive care and to avoid costly hospital stays. Companies are expanding in-home services, providing solutions for independent living specifically tailored to serve aging and disabled populations nationwide.

To accelerate adoption of healthcare solutions, companies need an alternative to high-cost, unwieldy traditional Internet connections. Often, networks would rely on Ethernet cable service, which drastically slows the build-out of such amenities. These network connections run up costs by taking hours to install and are subject to outages and slowdowns. Faced with these difficulties, potential in-home care customers, such as nursing homes, independent living facilities, or apartment houses for the elderly, remain reluctant to adopt such systems.

State and federal healthcare agencies encourage in-home care programs as a vital way to deliver efficiencies.

Under increased pressure to find more cost-effective solutions without compromising care, companies are turning to the Internet of Things (IoT) for connectivity, reliability, and cost efficiencies.

### Case in Point: SimplyHome

SimplyHome designs and installs wireless technology products and related healthcare-focused services. Its systems proactively alert patients and caregivers to changes in behavioral patterns by communicating with multiple sensors to observe activities of daily living. Text, email, or phone alerts can be generated by a single event, an intersection of multiple events, or by inactivity. Components, such as motion-sensors, door/window contacts, and bed pressure pads, alert caretakers to falls, wandering, or changes in sleep patterns. The SimplyHome system helps residents remain independent with environmental controls that operate beds, lights, TVs, doors, and more via tablet or voice activation.

SimplyHome required a cost-effective IoT / MTM cellular solution to provide connection for its services, regardless of the patient's location. The company also wanted to be able to expand its reach into less accessible rural areas.

### Aeris IoT Services: Flawless Service through Strong Partnerships

To overcome these problems, SimplyHome needed an IoT / M2M partner that could guarantee reliable, easy to manage service. For SimplyHome, the Aeris IoT Services platform delivered a more reliable, stronger signal than any other carrier. Aeris' carrier-agnostic solution provided SimplyHome customers with the strongest cellular signal from more than 50 carriers in North America. Unlike traditional cellular carriers, Aeris did not favor its own cellular network and, for this reason, it offered better coverage than any other one carrier. Also, Aeris offered service providers

both CDMA and GSM connectivity, and SimplyHome required both solutions for different applications.

The ability of Aeris' service to move across different cellular coverage areas let SimplyHome expand its business reach to different areas of the country. This type of access would not have been possible if tied to a single cellular provider.

The complete SimplyHome solution involved an IoT / M2M cellular gateway to power the connection and, after a thorough testing phase, SimplyHome chose Aeris partner CloudGate because of the gateway's intelligence, reliability, and flexibility. This provided the open and modular architecture SimplyHome needed for its IoT / M2M platform.

The result of the Aeris integration was a solution that included an intelligent gateway, an open IoT / M2M application development environment with a wide portfolio of expansion cards, and a

cloud-based provisioning service. This met all the market requirements for a robust, secure, feature-rich routing platform that supported customers in the field.

For SimplyHome, Aeris created a customized, low-cost structure to enable its unique business model. With Aeris' IoT / M2M cellular network services, SimplyHome now can offer a more competitive pricing to their customers, thereby significantly reducing end users' monthly bills.

As an added bonus, the time needed to install SimplyHome's services dropped from two hours to a few minutes as cellular modules and connections simply can be plugged in to begin operation.

Today, SimplyHome customers are more satisfied because their service is extremely reliable. Aeris' carrier-agnostic cellular network is not subject to the power outages or slowdowns common to other wired Internet services.

## Customer Benefits

 <b>GLOBAL SOLUTION EASILY DEPLOYED IN MINUTES, NOT HOURS</b>	 <b>REAL-TIME DATA ACCESS</b>	 <b>IoT / M2M CELLULAR GATEWAY PROVIDED RELIABILITY AND FLEXIBILITY</b>	 <b>ROBUST, SECURE, FEATURE- RICH ROUTING PLATFORM</b>
 <b>CARRIER AGNOSTIC (MULTIPLE CARRIERS, ONE SERVICE)</b>	 <b>GSM, CDMA CONNECTIVITY, INCLUDING 2G, 3G, AND 4G LTE</b>	 <b>CUSTOMIZED, LOW-COST SOLUTION ENABLING SIGNIFICANT CUSTOMER COST SAVINGS</b>	 <b>CUSTOMER SATISFACTION LEVELS ROSE MEASURABLY</b>
 <b>COST-EFFECTIVE MODELS WITH MINIMAL UPFRONT COMMITMENT</b>			

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## ABOUT SIMPLYHOME:

SimplyHome designs and installs wireless technology products and related care-focused services. It is known for its highly-customizable systems that are tailored to meet each customer's specific needs. SimplyHome products and services range from voice-activated environmental controls, personal emergency response systems, GPS watches, motion sensors, and stove monitors to Virtual Care Management® — SimplyHome's model for client care.

Visit [www.simply-home.com](http://www.simply-home.com) or follow them on Twitter [@simply\\_home](https://twitter.com/simply_home) to see their progress and get in touch with them.

Contact them at [info@simply-home.com](mailto:info@simply-home.com) or **877 684 3581**.



## ABOUT AERIS:

Aeris is a technology partner with a proven history of helping companies unlock value through IoT. For more than a decade, we've powered critical projects for some of the most demanding customers of IoT services today. We strive to fundamentally improve their businesses by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, Aeris IoT Services are based on the broadest technology stack in the industry, spanning connectivity up to vertical solutions. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler.

Visit [www.aeris.com](http://www.aeris.com) or follow us on Twitter [@AerisM2M](https://twitter.com/AerisM2M) to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

United States Contact:  
[info@aeris.net](mailto:info@aeris.net)  
or **+1 408 557 1993**

Europe Contact:  
[eu\\_info@aeris.net](mailto:eu_info@aeris.net)  
or **+44 118 315 0614**

India Contact:  
[india\\_info@aeris.net](mailto:india_info@aeris.net)  
or **+91 01206156100**