

Enrich Living's transformation journey, and how AlayaCare underpinned our vision of a Mobile Health Care Business.

















# Enrich Health Group



Deliver a Mobile, digitally enabled,  
integrated multidisciplinary  
Health & Care solutions  
to improve people's ability to  
live the life they aspire

# Transformation Business Case



# Age Care Puzzle

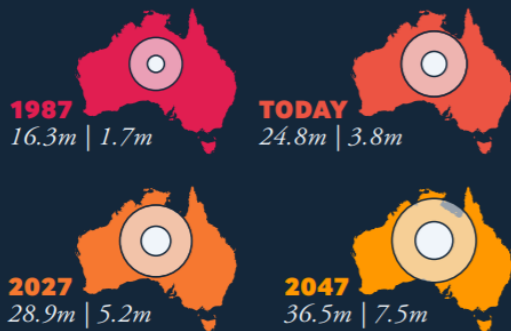
## DEMAND

VS

## SUPPLY

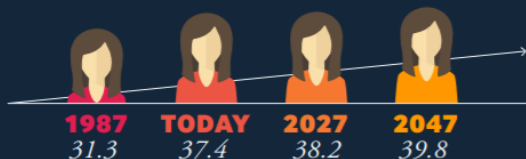
### GROWING POPULATION

*Australian | 65+ Population*



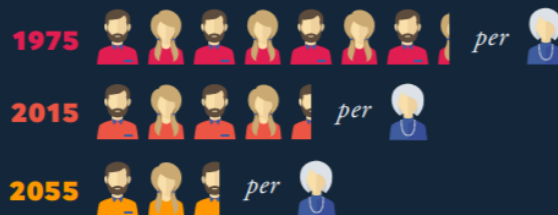
### AGEING SOCIETY

*Median Age*



### DECLINING WORKFORCE RATIO

*Ratio of workers : retiree*



### AGEING WORKERS

*Median age in workforce sectors*



# Age Care Puzzle

## DEMAND

VS

## SUPPLY

### INCREASED LONGEVITY

*Life Expectancy at Birth*



### POPULATION PYRAMIDS

*Age vs. Population (Thousands)*



### MASS RETIREMENT

*Retiring Aged Care workforce*

**350,000** workers in the Aged Care sector

**HALF**

the workforce will be of retirement age in...



↓ ↓ ↓ **THIS EQUATES TO** ↓ ↓ ↓

**11,667**

retirees per year.



OR

**972**

farewell lunches/month for the next 15 years.



### MASS RECRUITMENT

*To keep the current ratio of aged care workers to people aged 85+*

**WE NEED TO ADD +129,945 WORKERS IN THE NEXT 10 YEARS**

↓ ↓ ↓ **THIS EQUATES TO** ↓ ↓ ↓

**A RECRUITMENT GOAL OF 1083 /MONTH**

**+972 /MONTH**



*to replace the retiring staff.*



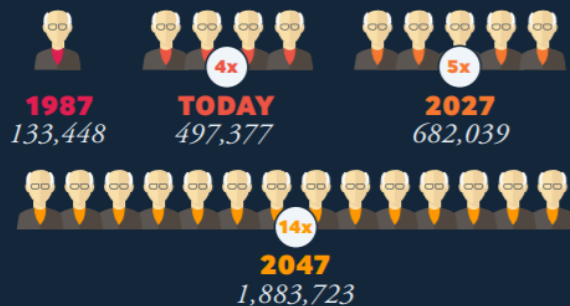
# Age Care Puzzle

**DEMAND**

**VS**

**SUPPLY**

## 85+ POPULATION



## LETTERS FROM THE QUEEN

No. of Australians turning 100 (Calendar Yr)



\*The year Queen Elizabeth became sovereign



## GROWING NEED

*In the next 30 years Australia will have*

**+1,400,000** MORE PEOPLE AGED 85+

*The average older Australian will live*



**1.5 YRS**  
LONGER THAN TODAY



**THIS EQUATES TO**



**AN EXTRA**

**2,100,000** YEARS OF CARE



# Consumer Directed Care – February 2017

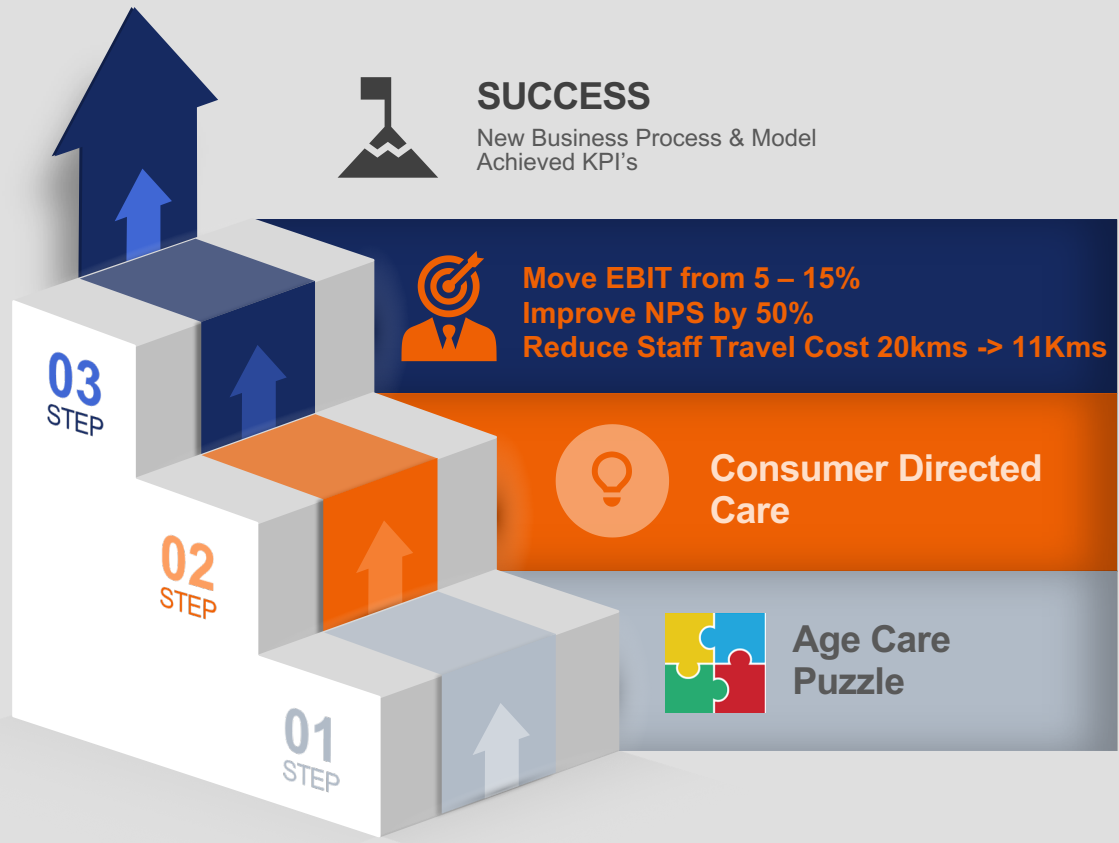
CDC puts *you* in complete control when making choices about the types of care and services *you* wish to access.

This means you can choose any approved provider, suited to your individual needs and circumstances, to provide the care that you want to receive.


## Funding @ Risk



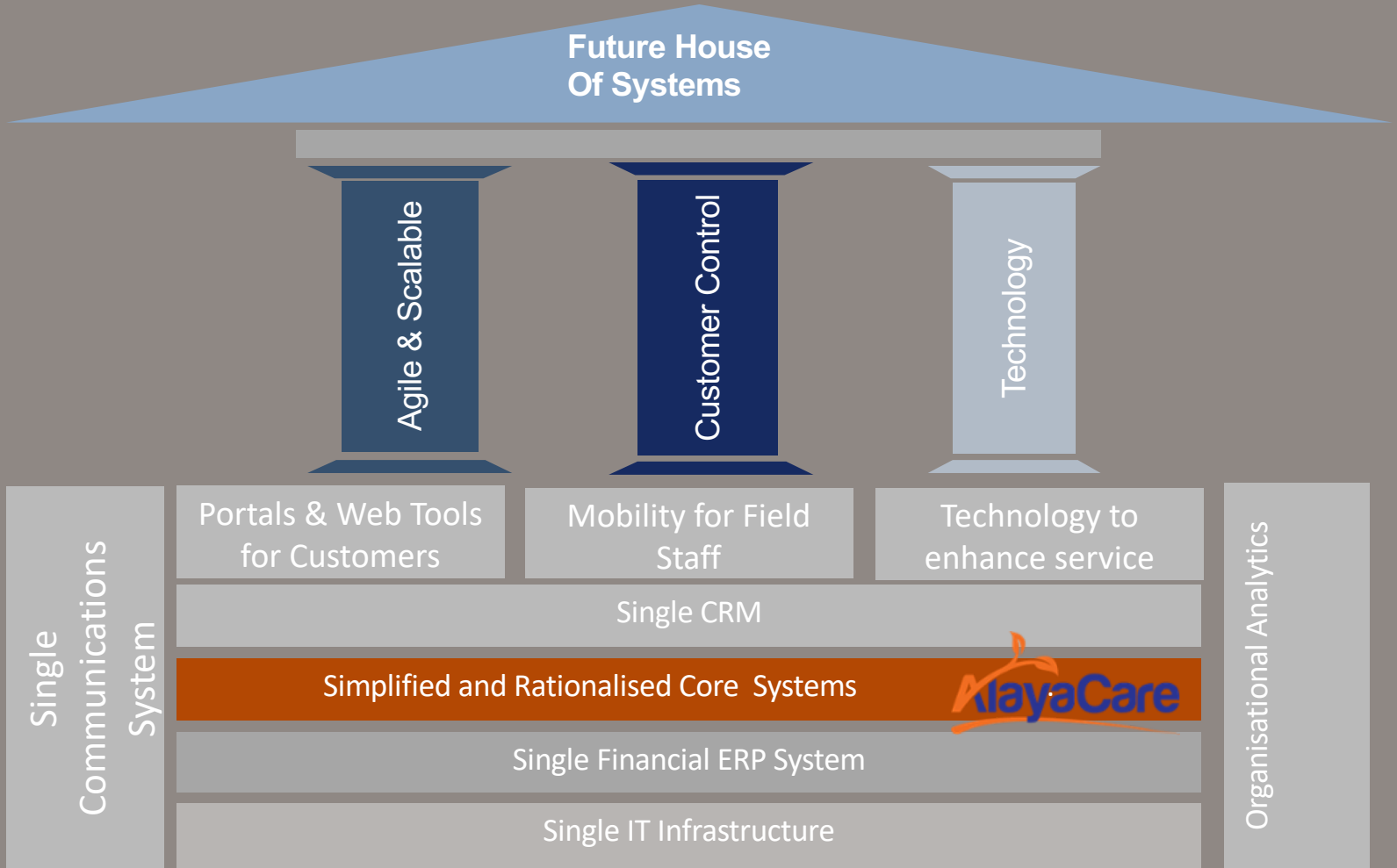
# Enrich Living Business Case For AlayaCare

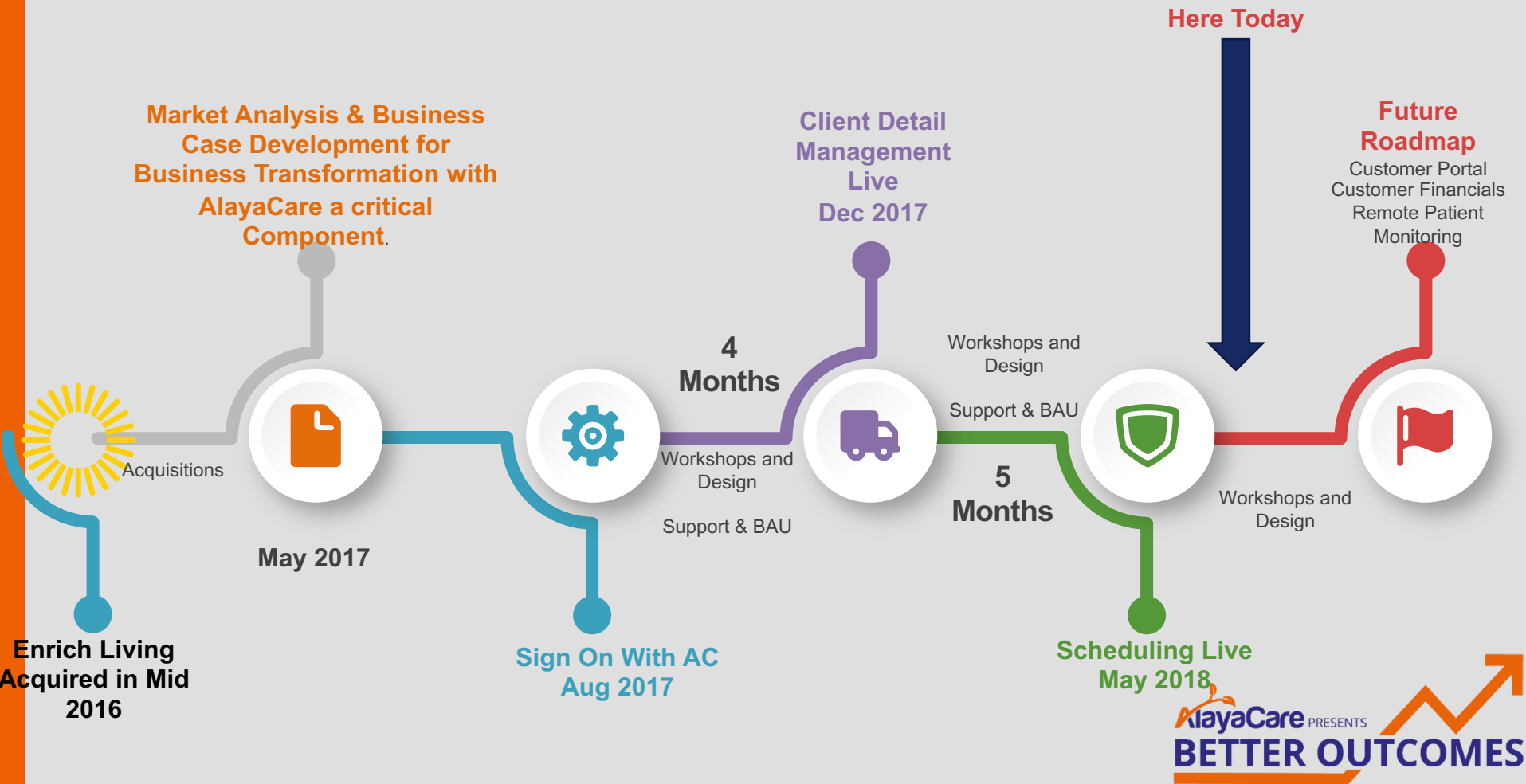


# Why AlayaCare

Criteria	Weight %	TRACCS (existing)	AlayaCare	iCare	EpiCor	Procura	Dynamics	ComCare
Time-Frames & Costings	25%	14%						
Functionality	25%	8%						
User Interface	15%	4%						
Outlook/Roadmap	15%	6%						
Support & Technology	10%	3%						
Finance & Reporting	10%	3%						
Totals	100%	37%	81%	61%	40%	53%	64%	50%







# What has Alaya Care Meant for Enrich Living on the ground

# Client Profile / Clinical Documentation



- Single View of Customer
- Accuracy of Information
- Everything in one place
- Ability to effect service at the speed of now.





# Scheduling

- Consistency of Service
- Servicing the Employee
- Client Needs, Employee Skills
- Cost of the Schedule.

This is where the rubber hits the road.



# Mobile



- Field Staff Able to know exactly what they need to do in the home.
- Removal of Paper Based slow process.
- Better intuitive interfaces
- Electronic Visit Record



# Measurable Business Benefits

Efficiency Initiative	Revenue	Direct Operating Cost	Indirect Operating Cost	Admin Cost
1. Reduced travel distance per episode of care	<div>Over \$3.06 million in annualised benefits have been identified with the implementation of AlayaCare.</div>			
2. Reduced travel time per episode of care				
3. Increased scheduling to client ratio				
4. Increased case management to client ratio				
5. Increased case management billable hours				
6. Reduced accounts receivable workload				
7. Reduced accounts payable workload				
8. Reduced claims processing workload				
9. Reduced incident reporting workload				
10. Reduced quality data analysis workload				
11. Improved business decision making capacity				
12. Reduced ops, finance & admin support costs				
13. Reduced admin employment costs				
14. Reduced IT support				
15. Increased annual costs (Tableau, middle wear and data)				
Total				

# Future For Enrich



Remote Patient Monitoring



Family Portal



Integration with CRM & Middleware  
Implementation of Budgeting  
Data Mining

















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# Thank You