Ally Resident Monitoring Proves Sound Investment

Technology has been used to alert on resident needs for quite some time. Interesting fact - the origins of alerting to patient needs were likely as far back as Florence Nightingale and the Crimean War in the 1850s when small bells were placed by the beds of patients in field hospitals. Since then, manual technology has moved on from handbells to the call bell systems we know now. More recently acoustic monitoring has developed as a proactive way to monitor and alert carers when residents need help.

Ally Labs has moved acoustic technology even further to include true artificial intelligence that identifies sounds and is personalised to the individual resident, plus we added wireless technology and a pay-monthly business model to remove the capital expenditure headache for some care homes.

One of the challenges for any care home when deciding to deploy new technology is the financial justification as to the cost vs benefits received. We are extremely conscious of this and have ensured that the benefits of using Ally are financially quantifiable and far outstrip the operating costs.

The following details those financial advantages, improvements in staff satisfaction and retention, plus resident benefits.

ROI calculations are based on an annual Ally fee of £7,200 for a 40-bed care home, with 4 staff on shift during the night and a total of 16-staff employed for night shifts.

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Friends of the Elderly

greensleeves care
You're among friends

NHS England

Safer Care Increases Occupancy - 500% ROI

Improving safety and the quality of care via Ally's Wireless Acoustic Monitoring will not only help maintain occupancy but will help you stand out from other local care homes, reducing the cost to attract new residents.

With the average 40-bed care home having 4-8 empty beds, by filling just one additional bed per year you **will give you a 500-700% ROI** depending on the fees you charge your clients.

> *" Acoustic Monitoring enables staff to respond more promptly and appropriately to people's support needs during the night. "*
>
> *CQC 2016*

Better Marketing:

Our data shows that using Ally, residents sleep better, no longer being woken up once every night. Whilst early assistance and a better night's sleep have helped our care home customers reduce night-time falls by 55% and hospital admissions by 20%.

Ally helps your home stand out when relatives and residents are choosing which local care home to reside in.

Longer Stays:

By reducing hospital admissions and improving residents' wellbeing, your beds will stay full for longer, ultimately helping to increase your occupancy rates.
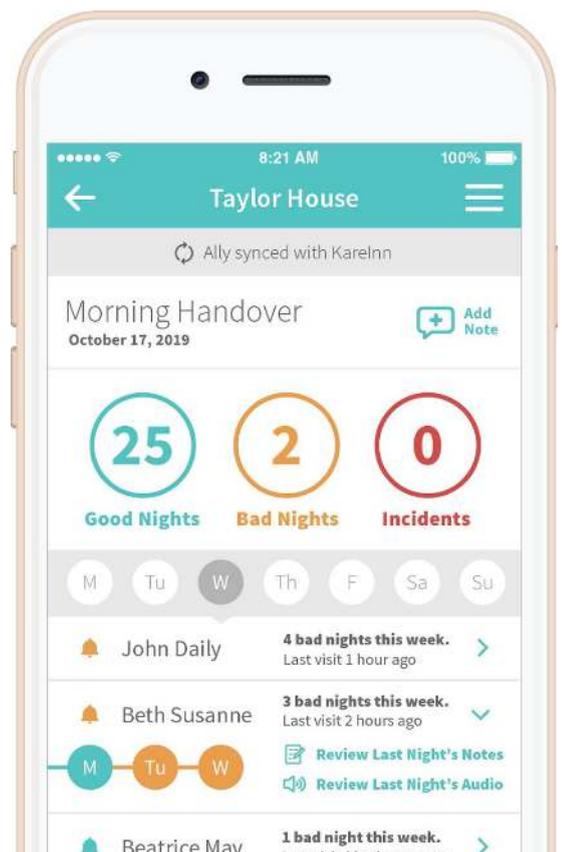
TRANSFORMING NIGHT-TIME CARE:

Improve Culture & Retention - 230% ROI

Ally helps your night-staff become an integral part of your home, improving staff satisfaction, reducing turnover, recruitment, and agency use, along with having a significant impact on the quality of care.

> " *My night staff are so much more engaged, they really feel like they are part of the home because they can now proactively hand over to day-staff and play an active role in care planning, which was much more difficult to do before they could put context around the resident's wellbeing.* "
>
> *Sue, Care Home Manager*
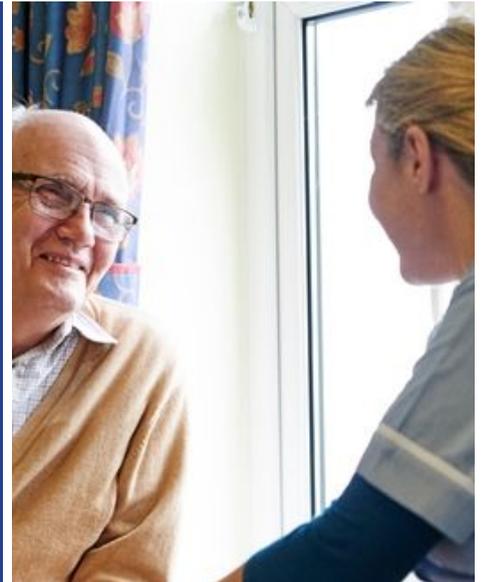
If your home provides the best level of satisfaction then why would carers move to another local home?

Reduced Recruitment Spend - 130% ROI

Depending on the source, churn rates of care home staff vary greatly but the average is 30% per year, with 10% considered very good. Meaning 5 staff will need to be replaced each year for a 40-bed that employs 16 night-staff.

It typically costs ~£5,000 to recruit and train each new staff member, reducing churn down to 20% would save the costs of recruiting 2 new staff per year, **which provides a yearly 130% ROI.**

Reduced Agency Use - 100% ROI

Additionally high churn rate often also correlates with higher use of agency since staff who are far less committed to going the extra mile. With an agency shift costing ~£400, reducing the need for agency staff by just 18 shifts in a year would **add a further 100% ROI.**

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Increased Fees - 100% ROI

Using Ally is proven to give staff back ~40% of their time. This means you can admit residents with more complex needs and be paid the higher fees associated with them. To be cost-neutral you would need an increase of just £15/resident/month over the year, equivalent to ~1.5% fee increase across the home.

Change your Night-Staff Numbers - 800% ROI

Switch to 8-hour Night-Time Shifts

In between personal care rounds, staff using Ally have 40% more time, doing on average just one physical check per hour (including pad checks and turnings).

Ally allows you to safely lower your staff number during this 8-hour period (10pm-6am). In a 40 bed home reducing staff from 4 to 3 gives care homes the equivalent of a **400% ROI or a saving ~ £31,000 p.a.**

No need for 1 to 1's

For residents that have 1 on 1 care 24/7. Ally gives the provider the opportunity to have staff monitor two residents at one time. Halving staffing costs, whilst maintaining the revenue.

This represents a **cost saving of ~£60k / year or an 800% ROI.**

To discuss how Ally Smart Check-In's can transform your night-time care and explore a return on investment specific to your homes, contact us at:

info@allycares.com   www.allycares.com

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