



INNOVATIVE TECHNOLOGY DESIGN

Prepare your community for the
future with Technology Design Lite
services from Direct Supply.

**DIRECT
SUPPLY®**



Improve Outcomes with **SENIOR LIVING** **TECHNOLOGY DESIGN**

Whether you need to refresh outdated tech or incorporate the latest innovations into a new construction project, count on our Senior Living experts and Technology Design Lite services for technology that helps you keep residents safe, improve marketability and enhance staff efficiency.



Nurse Call



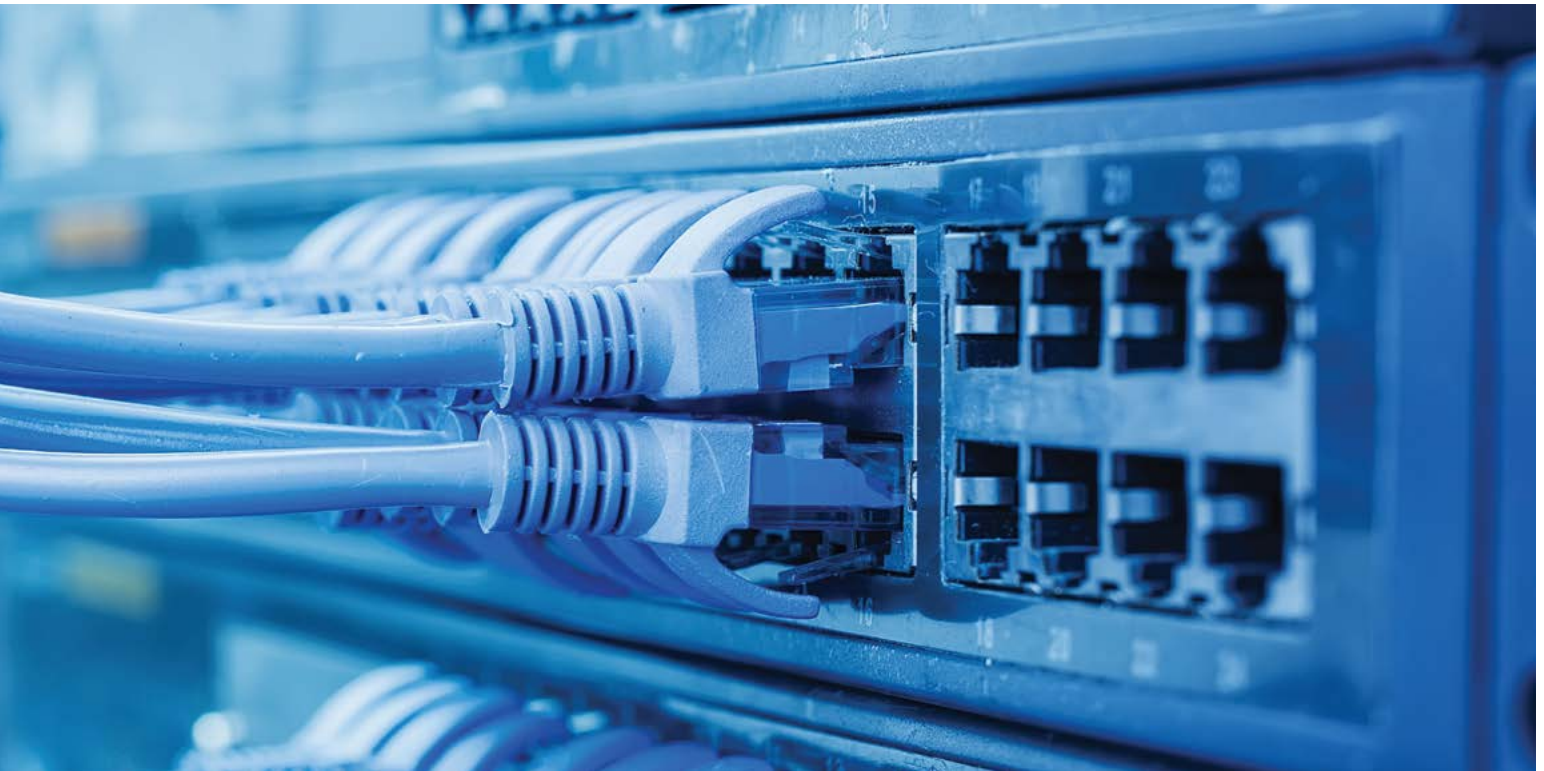
Wander Management



Access Control



Wireless Locks



- STEP 1** Project Kickoff
- STEP 2** Technology Scope & Budget
- STEP 3** Design Presentation
- STEP 4** Design Documentation
- STEP 5** Implementation & Transformation



Video Surveillance



A/V Theater



Structured Cabling



WiFi & Networking



STEP 1

Project Kickoff

Meet your Direct Supply project team and discuss your community's technology goals.

You get:

- › Meeting with Senior Living technology designer
- › Alignment on project goals and timeline
- › Optional site visit

STEP 2

Technology Scope & Budget

Align on the scope of work and cost to ensure your goals are met.

You get:

- › Access to Direct Supply's Innovation & Technology Center to see the future of Senior Living tech
- › Invitation to Direct Supply's Technology Design & Demonstration Center to experience technology firsthand
- › Technology scope of work narrative
- › Estimated budget for system installations

Technology Systems We Offer

Find everything you need for your community



Nurse Call



Wander Management



Access Control



Wireless Locks



Video Surveillance



A/V Theater



Structured Cabling



WiFi & Networking



Digital Signage



Fall Prevention



**Real-Time
Location Solution**



Thermal Temp Scanners



STEP 3

Design Presentation

Before final approval, review system design and selections at Direct Supply's campus or over video conference.

You get:

- › Full presentation of all recommended technology systems
- › Optional system demonstrations of recommended technology
- › Revisions to design and system selection prior to finalization
- › Value engineering recommendations as needed

STEP 4

Design Documentation

Receive all the documentation needed for implementation.

You get:

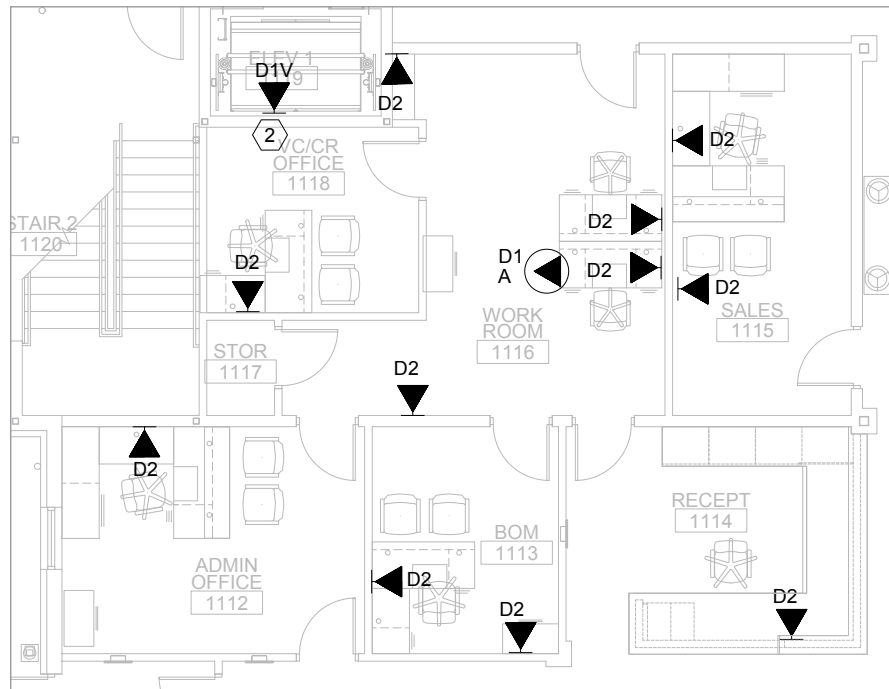
- › Floor plan markups with technology system layouts
- › Typical technology sketches to coordinate with other design consultants
- › Full technology systems quote
- › Final scope of work and complete bill of materials
- › One revision to floor plan markups



STEP 4

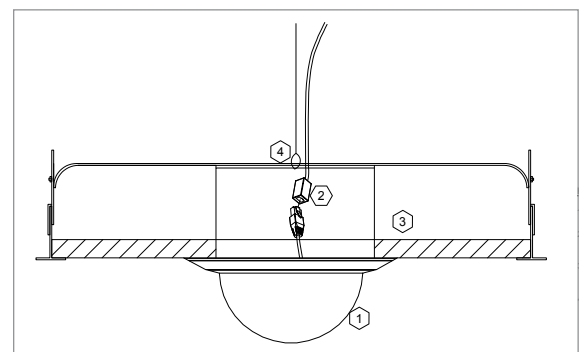
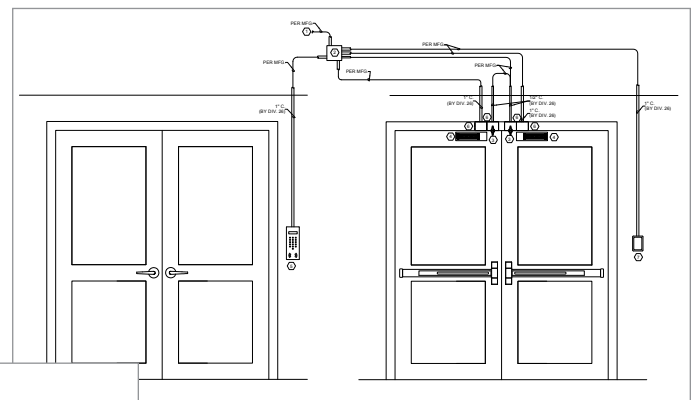
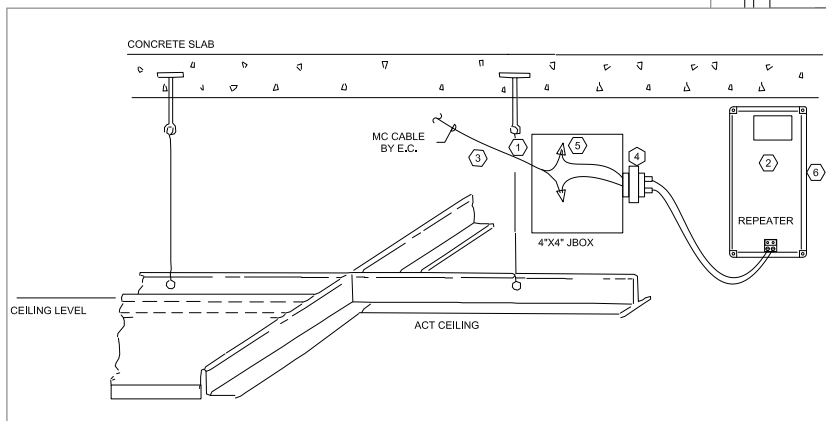
Technology Floor Plans

View room-by-room technology layouts



Typical Tech Sketches

Published sketches help you coordinate with other design consultants



Systems Quote

Receive the final systems quote and bill of materials



Products & Services Detail Schedule: Technology

Date: 06/07/2019
Quote #: 10380728

System Summary

Wireless Emergency Call – PalCare	\$76,100.00
Wander Management – Accutech	\$23,400.00
Access Control and Wireless Locks	\$27,800.00
Intercom	\$6,500.00
Surveillance	\$32,700.00
Area of Refuge	\$9,800.00
Audio Visual	\$43,500.00
=	
	Total: \$219,800.00
Freight & Delivery Services:	Total (est.): \$2,000.00
	Tax (est.): \$10,990.00
	Grand Total (est.): \$232,790.00

Full Quote



Systems Scope of Work

Emergency Call System Equipment and Installation

- Provide all labor and materials for a PalCare eCall system consisting of the following:
 - Solid State Server and UPS
 - (20) 3W 2-Way Radios to be used for primary caregiver notifications over (2) channels. This bundle includes the 2-Way radios, (2) Radio Bases, associated cabling and (2) UPSs. Also included is (1) 2-way radio repeater along with UPS.
 - 5W Paging base with (4) Pagers to be used as a fail-safe method of alerting caregivers should the 2-way radio system fail.
 - Wireless indoor coverage throughout entire building with Advanced Location for accurate pendant location.
 - eCall Fixed Devices
 - Assisted Living
 - In resident room
 - When toilet and shower are adjacent, (1) AIO pull cord between toilet and shower
 - When toilet and shower are split, (1) AIO pull cord by toilet and (1) standard pull cord by shower
 - Standard pull stations in common restrooms, (1) by toilet
 - Memory Care
 - In resident room, (1) standard pull cord by each bed and (1) standard pull cord between toilet and shower
 - Standard pull stations in common restrooms, (1) by toilet
 - (45) Lanyard style pendants
 - (18) Wrist style pendants
 - Integration to networked Fire Alarm System
 - Integration to Wander Management System - cable, cable installation, cable termination and cable testing in structured cabling scope
 - Integration to Access Control System via Universal Transmitters. Integration will be made at locations of access control controllers.
- Testing and training of system with customer

Scope of Work

STEP 4

Systems Quote

Receive the final systems quote and bill of materials [continued]



Bill of Materials

Item	Description	Quantity
Wireless Emergency Call – PalCare		
#E0837	PalCare Enterprise System with Bronze EMP	1 Each
#E0840	Repeater with PalatiumCare Power Supply	24 Each
#PAL-112240	Hardwired Transformer for Repeaters	24 Each
#E0838	Advanced Locating License	1 Each
#E0852	Fire Panel Interface	1 Each
#E2810	PalatiumCare Wandering Interface Server	16 Each
#E0863	PalCare AIO Standard Pull Cord	80 Each
#J0840	Outdoor Wireless Doorbell	2 Each
#G1695	Original Magnetic Pull Cord	161 Each
#E4349	Single Button Waterproof Pendant with Neck Lanyard	45 Each
#E4350	Single Button Waterproof Pendant with Wristband	18 Each
#E4351	Caregiver Alarm Clearance Card for Waterproof Pendant	8 Each
#E0856	Universal Transmitter - Single Input	
#J0822	Digital Two-Way Radio Interface Bundle with 20 Radios	
#E4355	Battery Backup for PalatiumCare System	
#Z-111450	Female DB9 Breakout	
#Z-111451	Male DB9 Breakout	
#PAL-FCCLIC	FCC License (Radio Interface)	
#PAL-214406DS	Radio Repeater (Repeats Up to (2) Channels)	
#SMT750RM2UC	APC Smart UPS RM 2U 500W/750VA 120V	
	Installation, Implementation, and Training	
Wander Management System – Accutech LS2400		
#C7680	Accutech™ ResidentGuard LS2400 Door Wander Controller	
#C7684	LS2400 Nurse Station Display - Flush Mount	
#650213	LS2400 Gate Kit w/ outdoor keypad	
#E2031	15 V DC 4.5A Central Power Supply	
#G6791	LS Start-Up Kit with ID-TAD and Tag Test Station	
#C7687	LS2400 Transmitter with Band	
#1076CD-N	Interlogix Recessed Steel Door Mount 3/4" D, DPDT White Door Contact	
#E3419	Door Cable Kit	
#E0962	Indoor Digital Keypad - KP103	

Proprietary & Confidential

Bill of Materials

Products & Services Agreement

Almond Heights – Ruckus In Room



Client Responsibilities

Successful projects are the result of coordinated communication between Direct Supply Technology Solutions and our clients. Below, we have outlined our standard client responsibilities. The Direct Supply Project Manager will be managing your project's pre-installation process. Please contact your Direct Supply Project Manager with any questions.

General

- Client will provide an on-site contact for our team to work with throughout the duration of the project, and as the installation and implementation take place. This individual will be available to assist with accessing various sections/rooms of the campus (e.g., resident rooms) in a timely fashion, setting up the system, electrical work, questions regarding project requirements and general installation.
- Client contact takes responsibility for and will provide Direct Supply with access to the necessary areas of the building as well as a description of the door locations, pull-cord locations and locations of all end-user equipment.
- Client will assign an overall system administrator that will take responsibility for learning the proper administration of the systems and software. This person will serve as the front-line resource for the facility staff on an ongoing basis; he/she will also be responsible to utilizing the system on an ongoing basis. This person and other necessary staff must be available for training.
- Client is responsible for ensuring the accuracy of the floor plan(s) and promptly communicating any changes in building construction to the Direct Supply project manager within 24 hours. Please note that the current system and scope of work have been created based upon floor plans provided; any changes to those floor plans may result in a change to the scope of work and project pricing.
- In some circumstances, equipment may need to be shipped to the client site prior to installation. In these cases, the client is responsible for receiving the equipment and safely storing all boxes and equipment until the start of installation.
- If a union crew is required or if hours outside of regular business are required, Direct Supply must be notified before proposal is signed.

Local Permits and Codes

- Client site will assume final responsibility for acquiring all local permits and adhering to local, state and federal codes.
- If magnetic locks are to be installed on any doorway that has a height less than 6'11", client will be responsible for contacting the local fire marshal and building officials to ensure that they pre-approve the installation of the equipment.

Power, Data and Construction

- Client will provide 120V AC dedicated circuits in areas indicated on the floor plan or as otherwise specified. This work needs to be organized by the client and must be completed prior to installation.
- Client is responsible for removal of existing system(s) from the facility unless otherwise specified.
- If the system we are providing will be integrated with or receive information from your building's fire alarm systems, a client representative will need to contact the local fire alarm company or other applicable authority to coordinate the connection of these systems.
- Certain systems provided may require data network infrastructure to function. We will need an identified IT contact to coordinate data requirements prior to the installation.
- Client will need to ensure all doors to be equipped with a magnetic lock are in good working condition and in proper alignment for complete closure to meet magnetic lock specifications.

Installation

- Client must sign off on a Pre-Installation Checklist prior to the arrival of installers, confirming that any necessary pre-work as outlined by their project manager has been completed. If pre-work is not completed, charges for additional site visits may apply.

Customer Responsibilities



STEP 5

Implementation & Transformation

Select Direct Supply and experience how your new technology makes an impact on your community.

You get:

- › Project manager to coordinate professional, nationwide installation
- › Coordination with other design consultants and contractors during fulfillment
- › Testing and quality assurance sign-off
- › On-site staff training
- › System documentation and operations manuals
- › Contact information for 24/7 support
- › Ongoing system management checklist
- › System load into TELS

STEP 5

Testing and Quality Assurance Sign-Off

Project manager coordinates with other design consultants
and contractors during fulfillment



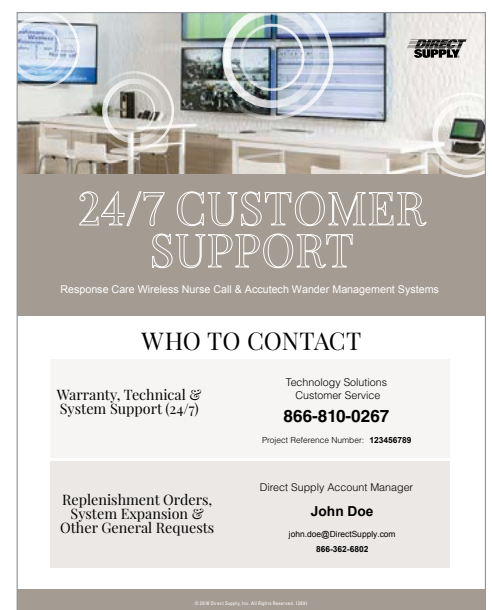
On-Site Training

Ensure staff knows how to use the new systems with comprehensive training



System Documentation

Receive system documentation, 24/7 support information and a technology startup checklist



WHICH SOLUTION IS RIGHT FOR YOUR PROJECT?

Deliverables

Free Offering	
All technology systems	✓
Invitation to visit the Direct Supply Innovation & Technology Center and Technology Design & Demonstration Center	✓
Preliminary budget estimate for systems	✓
Full demonstration presentation of all recommended technology systems online or at Direct Supply systems [via web or at Direct Supply]	✓
Tech drawings: plan view markups with symbols and legend	
File format of technology drawings	
One revision to drawings	
Site visits pre- and post-design	
Coordination with other design consultants and contractors during fulfillment	Included in procurement
Submittals if systems procured through Direct Supply [e.g., spec sheets, shop drawings]	Included in procurement
System specific quality assurance sign-off, on-site training, operations manuals, support contact information and more	Included in procurement
General technology scope narrative	
Floor plan technology markups with symbols and legend	
Typical technology sketches published for client to coordinate with other design consultants	
Project manager during design phase	
Schematic narrative with detailed technology system scopes and industry-standard construction requirements	
Full coordination with other design consultants [e.g., architect, electrical engineer, door hardware consultant]	
Technology design drawings during design development	
Construction document drawings with symbols and legend	
Technology drawings: risers, elevations, details and wiring diagrams for installation and coordination	
3-part written specifications using MasterFormat	
Construction administration [e.g., RFIs, submittals]	

Tech Design Lite	Tech Design Standard
✓	✓
✓	✓
✓	✓
✓	✓
✓	✓
PDF	AutoCAD or Revit
✓	✓
Optional	✓
Included in procurement	✓
Included in procurement	✓
Included in procurement	✓
✓	
✓	
✓	
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	✓
	✓
	✓

Count on
OUR
EXPERIENCED
TEAM

30+
years of Senior Living and
technology experience

20+
partners ready to
fulfill your project

200+
technology brands

1,000+
Technology Solutions
projects completed

WE'RE HERE FOR YOU



Patrick Mahoney
Senior Technology Designer



Nick Azarian
Project Manager II



John Mathias
Project Manager

“As a designer, I’m passionate about ensuring all technology systems not only meet the needs of the staff and residents, but are flexible and easy to use so they’ll serve you for years to come.”

WHY CHOOSE DIRECT SUPPLY?

With more than 30 years in Senior Living, we know exactly what communities need to prepare for the future of care. When Senior Living projects don't have a dedicated Senior Living technology designer, they often don't give technology the attention it deserves, leading to the following situations:

- › Technology isn't included in the building plans, leading to inadequate space for equipment and missing pathways for cables. This can cause premature equipment failure from dust and heat.
- › The electrical engineer may not understand the unique impact technology has on Senior Living, and may provide a list with parts from their preferred manufacturers that aren't ideal for senior care.
- › A vendor you select may install a system, but fail to integrate it with your other systems.
- › You might select ideal systems for your community, but the installers may not be familiar with Senior Living tech and incorrectly install them, leading to costly fixes.

“Senior Living technology is an exciting and expanding industry, and I’m always on the lookout for new products to help improve the lives of seniors across the country.”



Pat Finley

Corporate Account Manager



James Jansen

Senior Product Manager



Renae Buyeske

Program Specialist



Michael Mueller

Senior Operations Specialist

“We’re inspired by the amazing care our customers provide, and it drives our team to find the best possible solutions for you.”

To ensure your technology is properly implemented, trust Direct Supply.

- › While some general contractors and MEPs may not be familiar with Senior Living, our expertise, insight into technology trends and knowledge of Senior Living market demands allow us to create solutions that work specifically for you.
- › We leverage multiple integrated systems that are professionally designed and installed, offering a more streamlined project.

- › The technology designer will ensure the equipment, infrastructure, power, cabling and technology spaces are properly incorporated into your building.
- › The earlier technology is included in the planning, the better the results of the project.

We’ll make sure your building is catered to your unique operational goals, helping you, your staff and your residents thrive.



Direct Supply's Technology Solutions team designed and implemented the award-winning technology at



*Hunters Woods
at Trails Edge*



*Lifespace Communities'
Village on the Green*



*Lifespace Communities'
Abbey Delray*



*Lifespace Communities'
Abbey Delray* **FINALIST**



Start your technology project today

Visit **DirectSupply.com/TechDesign** or call **1-800-889-6504** to learn more.