



Live well,  
live longer at home,  
with MonitorMe



## CUSTOMER CASE STUDY

MonitorMe from Sanandco is an intelligent landline telephone that captures vital signs from remote locations. It makes possible earlier hospital discharge and introduces a new way to provide long term care of the elderly. Visit [www.sanandco.com](http://www.sanandco.com)

Sanandco offers a unique solution. A phone system for the NHS allowing patients to be monitored in their home and thus removing some of the pressure on beds. The phone has been specifically designed by them with ongoing support from SMS – Smart Made Simple for over four years. The phone system will monitor the patient for the following; Temperature, Heart Rate, Oxygen, and a proxy for blood pressure.

### THE CHALLENGE

Sanandco had a wonderful product concept but were looking for supply chain support and network to realise their idea.

### THE PROJECT

Sanandco were launching and introducing a new product, the 'MonitorMe' to the NHS.

### THE SOLUTION

Our 100 years' experience of manufacturing home telephones enabled SMS – Smart Made Simple to collaborate with our internal developmental and engineering team as well as reach out to our supply chain partners to support the requirements of this project.

### BENEFITS TO SANANDCO

- Partnering with experienced communication and network manufacturer
- Supported by our ISO 13485 Medical Certification
- Introduced to our SMS – Smart Made Simple supply chain who help massively with the design and build of the phone cases and handsets
- Our engineering focus and feedback on manufacturing techniques to improve the design for manufacture and test

### BENEFITS TO SMS – SMART MADE SIMPLE

- Advanced our Medical capabilities
- Strengthened our foothold within the Medical market
- Encouraged further engagement of Vertical Integration partners (design) through our Knowledge Network

### THE HAPPY OUTCOME

- Sanandco introduced an innovative product into the market place – first!
- Sanandco drove a key shift in the market place for patients monitoring
- Sanandco now have the management of the supply chain allowing them to have visibility of the NPI process and continued feedback on manufacturing improvements and cost-saving initiatives



# SMS

SMART MADE SIMPLE