



Open API distribution - an opportunity for your Health Tech company?

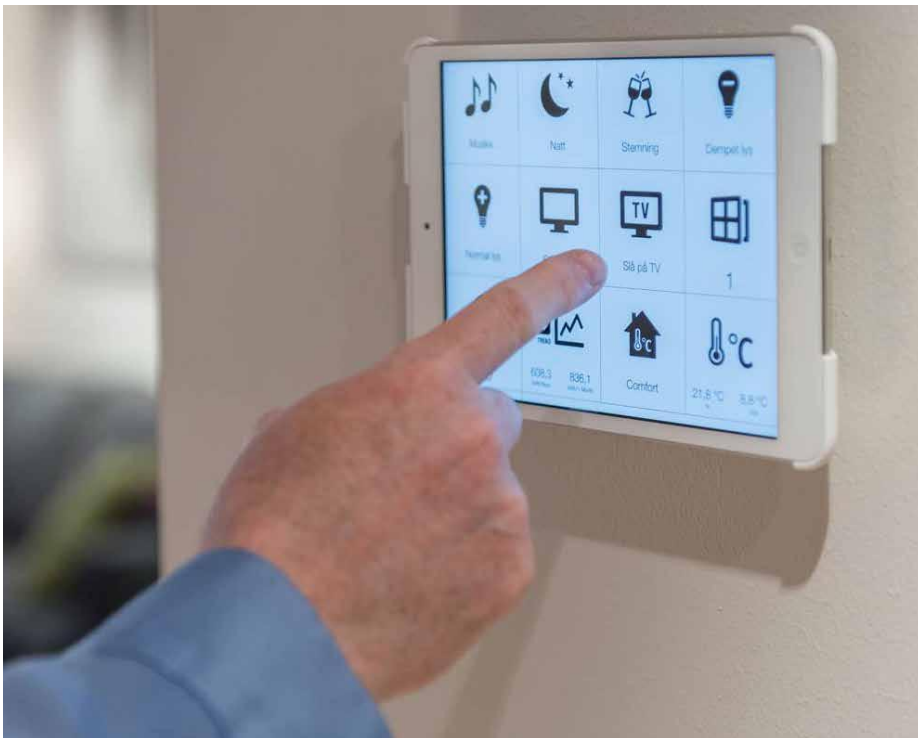


Johan Anstensrud
– CEO Sensio

Sensio

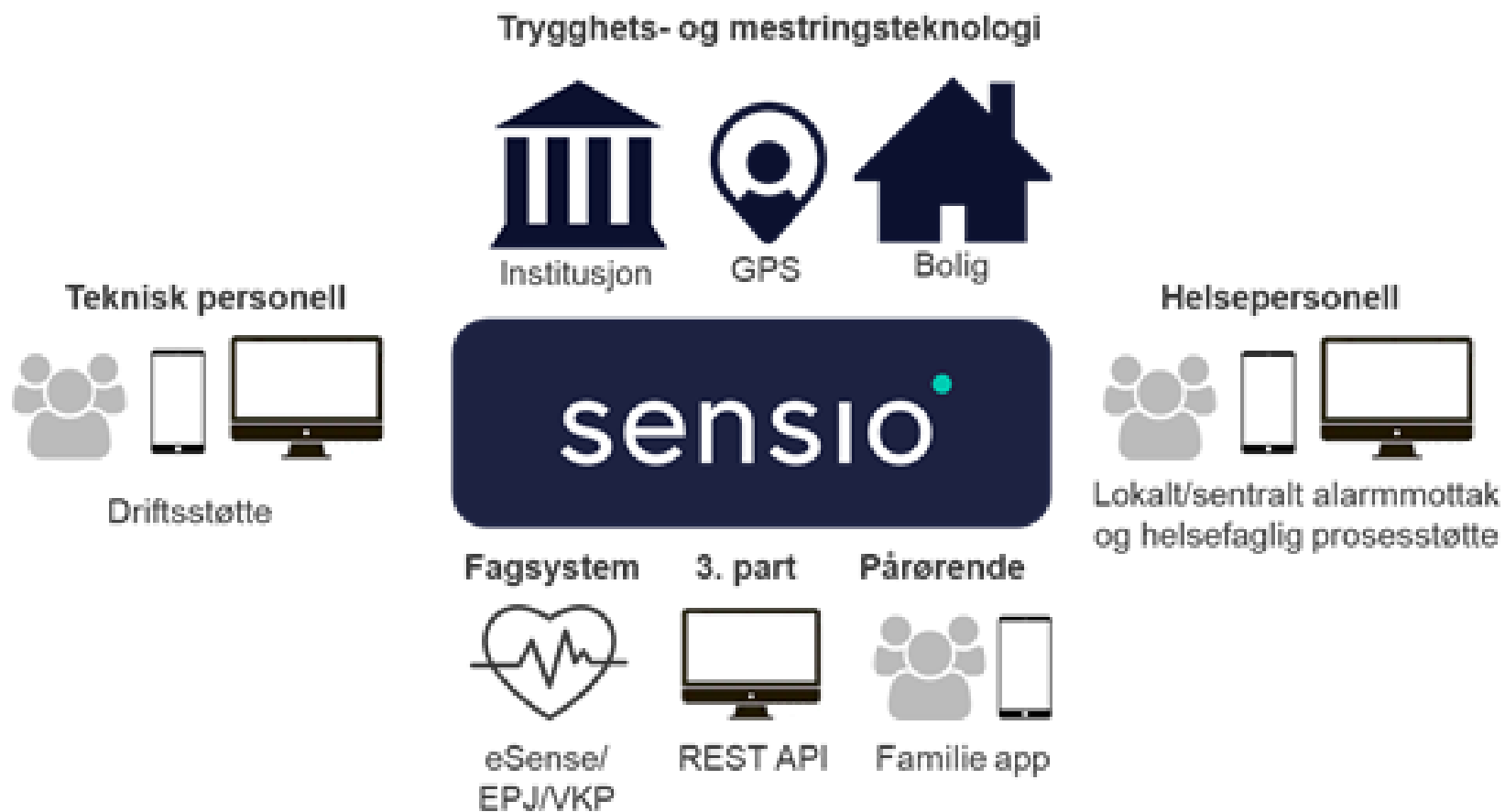
sensio

- Started as a provider of user-interface for EATON X-comfort for smarthouse applications in 2008
- Headquartered in Oslo



- Today, Sensio is focused on Health Tech solutions for buildings
- Grown organically and through acquisitions to about NOK 200m in turnover
- 70 persons in Oslo, Sandefjord, Sofia and Baku

Sensio – at a glance?



4 Sensio brands...

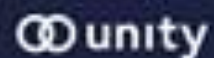


Hjemmetjeneste

Omsorgsbolig

Sykehjem

Tjenestekontor



Plattformen som får teknologi og sensorer til å spille sammen på tvers av de ulike delene av tjenesten. Sikrer enhetlig signalhåndtering og brukergrensesnitt for ansatte og pårørende



IKOS digitale tavler sikrer gode pasientforløp, pasientsikkerhet, god pasientflyt og samhandling, effektive tjenester og innsikt for tjenesteforbedring




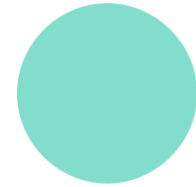
Trygghetsskapende omsorgsteknologi for at mennesker kan mestre sine liv på egenhånd lengst mulig



Varslingssystemer for boliger og lydutjevningssystemer til skoler

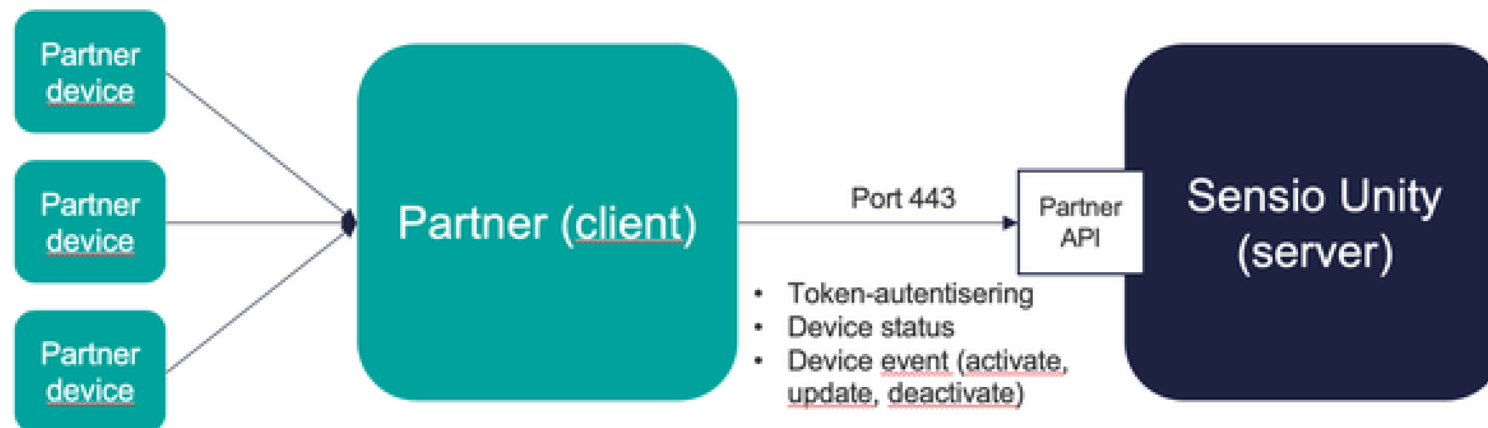
Sensio – open API opportunity

- Sensio software is used in more than 200 Norwegian municipalities
 - Norwegian municipalities are actively searching for innovative and Norwegian developed technology in the health tech / care tech area
 - Sensio is actively searching for companies with good products to enhance new and existing installations
 - Sensio has about NOK 50m in revenue from third party partner products – and growing very fast
- 
- **Sensio is offering every Norwegian Health Tech company the possibility to integrate to our Unity Plattform through our open platform**
 - **Sensio will actively bring our partner offering to the market by inclusion in public tenders**
 - **Sensio can carry partner products in Sensio's web-shop**



API

Sensio Partner API muliggjør enkel integrasjon av 3. parts velferdsteknologi til plattformen. Dette er et server-til-server API, og foreløpig 1-veis, som gjør at Partner (client) både utløser og avstiller alarmer i sitt system. Det er mulig å avstille alarmer i Sensio Unity, men det avstilles ikke da automatisk hos Partner (client).



We will provide a full API description (Not very long – 7 pages) to everyone that is interesting in developing a partner solution for Sensio. All products that physically should be CE approved

Commercial terms

- Partner company is setting its own pricing in the market
- If Sensio finds value or product quality not to reflect on the total Sensio solution in a good way – Sensio retain the right to delist the product
- Sensio is typically charging its customers a one time fee and an annual license for usage. We appreciate it if partner can adhere to same standard
- All partner products/solutions that are sold through Sensio will carry a mark-up of 30% to Sensio
- For larger deals we will include partner in negotiations directly
- Sensio is not expecting any exclusivity, appreciates good partner behavior



Marketing material and conditions

- 3 page ppt describing:
 - solution/value – what the product does
 - physical aspects of the product
 - a quick installation guide and where to find more information
- Solution description should focus on what the product actually does and not only high-level description – customers like to understand what they are buying. This is also the place to include references
- The physical description should contain:
 - Photo and dimensions
 - Electrical connections necessary
 - Description of how the product communicates
 - Limits with respect to physical conditions for operation
 - If the product contains batteries – description and usage
 - Can the product be repaired (what is the typical repair situation)
 - Can the product be re-used or recycled
 - Certification of production partner (if relevant) with relevant certificates
- The installation guide should aim to give a one page description and refer to where more information can be found (if necessary)



How to get started?

1. Send me an email – telling that you are interested: ja@sensio.no
2. We will return you full API description and this presentation
3. Send us your:
 1. Three page presentation,
 2. Date for when you will launch,
 3. Confirmation that the product works
 4. Pricing details
4. We primise that we will include your product in our webshop and our continous sales efforts after three weeks.