

Tel-Tron Technologies

Company Description

“Tel-Tron is one of the best kept secrets in the senior living industry” is how many new clients describe Tel-Tron. We are a 65 year-old, high-end manufacturer of emergency call systems. Executives choose Tel-Tron because they are frustrated with the limited support and high cost of ownership of other systems, disappointed by the lack of training for their staff, and concerned about not dealing directly with a manufacturer, fearing that one day the product will suddenly no longer be available.

We have exclusive relationships with half of the top 12 senior living providers, but nearly all of the top 50 own Tel-Tron systems. Our clients find that Tel-Tron increases resident safety resulting in reduced liability, streamlines operations, and can help drive marketing and even create new revenue streams.

With a world class manufacturing and design facility and a nationwide network of installation and service technicians, Tel-Tron provides excellent service for clients in assisted living, independent living and memory care communities in multiple markets.

Using our Silent System technology, front line caregivers are notified of alarms immediately without filling the community with nursing home-like beeps and tones typical of other systems, helping preserve a non-medical, residential atmosphere.

Geographic Area Served: U.S. & Canada

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Self-Healing Wireless Mesh Networking:** Our new self-healing wireless mesh networking products are setting the standard for network performance and reliability.
- **Lifetime Warranty:** Tel-Tron is leveraging its position as the manufacturer and offering a lifetime warranty program covering all components from all damage (including lightning and staff carelessness) - including pagers!
- **Resident Care Reminders:** Reminders for bathing, meds, housekeeping, errands, etc. can be programmed into the Tel-Tron system and staff will be alerted at the appropriate time/day.

Suggested Consultative Discussions

- **Avoiding Complaints in Assisted Living:** It is a fact that one of the top five complaints in AL is the response time to emergency calls. We have the tools to ensure your staff is operating at superior levels.
- **Measuring Staff Productivity:** Because of state requirements or operational needs, operators are always wondering if staff is doing their job and how efficiently. We have a tool to ensure you know the answer to those questions.
- **Implementing an Effective Incontinence Program:** With a Tel-Tron system, we can offer you an incontinence program that improves care, helps make your staff more efficient and can create additional revenue over what you and your competitors are doing today.



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