



## GREATCALL INC. ACQUIRES HEALTHSENSE

*Adds predictive analytics to improve safety of seniors and reduce cost of care*

**SAN DIEGO – December 20, 2016** – [GreatCall Inc.](#), the leader in connected health for active aging, has acquired [Healthsense](#), the leading provider of passive remote monitoring services for the senior care continuum. The acquisition greatly expands GreatCall’s portfolio of connected health services for senior living and healthcare.

“As GreatCall continues to expand in these key markets, Healthsense is a natural fit – with our missions of increasing independence, reducing total cost of care and improving the resident, family and caregiver experience,” says David Inns, CEO of GreatCall. “Acquiring Healthsense brings important capabilities in predictive analytics that dovetail with our deep customer knowledge, expands our offering, as well as increases our exposure in senior living and healthcare.”

“We are both extremely focused on the end user, and in keeping customers along the aging continuum safe and healthy. Our goals are so closely aligned that we expect the integration to be seamless. Healthsense has more than 20,000 lives monitored in senior living, managed care and home care. This acquisition puts us in the rare group of companies with validated data that proves technology reduces the healthcare costs of seniors,” adds Inns.

An independent 12-month study with Fallon Health found that using Healthsense remote monitoring in connection with Fallon’s model of care for seniors reduced total medical expenses by \$687 per member per month – a nearly 16 percent reduction for pilot members as compared to a control group. The Fallon population using Healthsense demonstrated a 32.2 percent reduction in fees for inpatient hospital visits, a 39.4 percent reduction in emergency department costs and a 67.7 percent reduction in expenses for long term care vs. the control during the year-long study.

Healthsense uses wireless sensors to monitor everyday living activities of daily living such as eating, sleeping and movement. It gathers information to establish patterns, evaluate data and enable caregivers to act proactively when they spot changes indicative of early onset of a negative health event. “GreatCall is the ideal partner to take the company to the next level,” says A.R. Weiler, Healthsense CEO and president. “We know that older adults want to age independently as long as possible, and the technology and support that GreatCall can provide will allow more of them to achieve this goal.”

**About GreatCall**

GreatCall is the leader in connected health for active aging. With health and safety solutions for older adults and their family caregivers, GreatCall's innovative suite of easy-to-use mobile products and award-winning approach to customer care helps aging consumers live more independent lives. Products and services include: Lively, Jitterbug Flip, Jitterbug Smart, Lively Wearable and health, safety and wellness apps Urgent Care, GreatCall Link, MedCoach and 5Star. GreatCall is headquartered in San Diego, CA. To learn more about GreatCall products and services, please visit [www.GreatCall.com](http://www.GreatCall.com). This news release and other corporate assets are available at [www.greatcall.com/newsroom](http://www.greatcall.com/newsroom) or follow our news on Twitter [@GreatCallinc](https://twitter.com/GreatCallinc) and on Facebook at [Facebook.com/greatcall](https://facebook.com/greatcall).

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