

# Japanese company with expertise in sensor technology for usage in elderly care is looking for agents and distribution partners in the EU

## Summary

|                                  |  |                        |
|----------------------------------|--|------------------------|
| Profile type                     | Company's country                      | POD reference          |
| <b>Business Offer</b>            | <b>Japan</b>                           | <b>BOJP20230104001</b> |
| Profile status                   | Type of partnership                    | Targeted countries     |
| <b>PUBLISHED</b>                 | <b>Commercial agreement</b>            | <b>• World</b>         |
| Contact Person                   | Term of validity                       | Last update            |
| <a href="#">Alessandro PERNA</a> | <b>4 Jan 2023</b><br><b>3 Jan 2025</b> | <b>10 Jan 2024</b>     |

## General Information

### Short summary

A Japanese company specialised in sensor technology used for elderly care in nursing facilities is looking for partners in Denmark, Germany, the Netherlands, and Sweden. The potential partner should have an extensive knowledge of local elderly care market and ideally have access to potential users who are in shortage of caregivers. The company is aiming for a commercial agency agreement with potential partners.

### Full description

The Japanese company is a leading manufacturer of security alarm products (remote monitoring, sensor, residential security, access control, video surveillance and so on).

The company developed a solution for the elderly care field using their sensor technology, which has been cultivated over the years. The company's new sensor can address problems that conventional monitoring systems for care recipients cannot solve.

It enables caregivers to monitor the recipients' behaviors with their silhouette images in order to prevent any accidents such as falling from the bed.

The solution has been used in nursing homes, short-term residential care facilities and hospitals in Japan and has

been supporting not only many caregivers but also enabled care recipients' better quality of their living environment.

Currently, the company would like to develop marketing channels in the Europe, especially in Denmark, Germany, the Netherlands, and Sweden. They are seeking partners under commercial agency agreement with an extensive knowledge and customer networks in the latter elderly care markets.

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#### Advantages and innovations

Conventional care recipients' monitoring systems (such as a tension sensors) sometimes provide false alarms due to detecting irregular points or unreliable surface of the bed and send alerts while leaving the caregiver still unclear about the actual situation in the care recipient's room.

In comparison, the company's latest sensor, while using infrared technology and analytical algorithms, recognises the shape and movement of the care recipient as a 3D object. An alarm by the monitoring system is issued based on step-by-step behaviour of care recipients, such as sitting up first, being off the bed then going out of bed etc. This contributes to reduction of false alarms on monitoring.

In addition, the monitoring system enables caregivers to monitor the recipient intuitively with silhouette images on their mobile device even in the dark.

Differently from other similar products on the market, the company's monitoring system not only sends an alert to caregivers but can also show images of situations when recipients' behaviours change.

In addition, the sensor automatically records 3D images before and after the event and then caregivers can play back the recorded images. The company's monitoring system respects privacy and QOL (Quality of Life) of care recipients because it reduces unnecessary visiting of the room while supporting the nursing care service smartly and effectively.

Furthermore, the sensor does not need a dedicated computer and not much time for the installation. It only needs to be set up through the application software and can be relocated if/when needed.

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#### Technical specification or expertise sought

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Stage of development

Sustainable Development goals

• **Not relevant**

IPR Status

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## Partner Sought

Expected role of the partner



The company is seeking sales agents and distributors with extensive knowledge and customer networks in the elderly care market in Europe, especially in Denmark, Germany, the Netherlands, and Sweden.

Ideally, partners have access to potential users who are in the shortage of caregivers and tight working environment since the company's product can help reduce the burden of caregivers and the time of patrolling at night.

In addition, potential partners are expected to have contacts with network contract companies and system integrators because sensors normally require Wi-Fi or a wired LAN network.

Type of partnership

**Commercial agreement**

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **University**
- **SME <=10**
- **Big company**

## Dissemination

Technology keywords

Market keywords

- **05010001 - Safety for the elderly**

Targeted countries

- **World**

Sector groups involved

## Media

Images





[fig1.jpg](#)



[fig2.jpg](#)