



Safety Infrastructure for Remote Healthcare

GuardianOne and EzyHealth SaaS by Ezybandz



Medicare-certified and funded safety infrastructure and medical alert solution

Built for post-discharge, ageing population
monitoring, RPM, CCM and RAM category -
Remote Activity Monitoring (RAM)

Medicare aligned

CCM

RPM

RAM



The screenshot shows the Ezybandz dashboard with the following data:

- Active Devices:** 5 (Updated just now)
- Open Alerts:** 2 (Updated just now)
- Avg Battery:** 82% (Updated just now)
- Devices Online:** 4 (Updated just now)

Device Locations: Live status updates. A world map shows several active devices with blue location pins.

Recent Alerts:

- Fall Detected:** Eric Grayson, 2 min ago - Los Ag, CA (CRITICAL)
- SOS Triggered:** John Jones, 10 min ago - Boston, MA (CRITICAL)
- Geofence Alert:** Eric Grayson, 1 hr ago - Later, Ag, CA (WARNING)
- Low Battery:** Tony Martelli, 2 hrs ago - Chicago, IL (WARNING)

View All >

Hardware + cloud software + recurring renewals

What problems do we solve?

RPM

RPM safety gap

RPM tracks vitals. GuardianOne and EzyHealth track activities - falls, SOS, location, inactivity, and safety events between readings.

RAM

RAM activity gap

Remote Activity Monitoring (RAM) is the new category. GuardianOne and EzyHealth give activity, inactivity, routine change, and movement visibility.

Aging

Aging population monitoring gap

Older adults want independence. Families and care teams want reassurance, visibility, and faster escalation.

Medicare-supported

Medicare-supported fit

GuardianOne and EzyHealth are built for Medicare-aligned RPM/CCM care-at-home pathways and HSA/FSA-friendly purchasing conversations.

GuardianOne and EzyHealth are a safety infrastructure solution for care at home. It adds the missing safety and activity layer around RPM, CCM, RAM, and aging population monitoring with Medicare-certified and funded RMP/CCM and HSA/FSA-friendly funding and purchasing options.

The care gap and who buys first

The care gap

- 1 Between visits**
Most of the day is spent at home without a clinician present.
- 2 Between RPM readings**
Vitals do not show a fall, wandering event, SOS press, or sudden drop in activity.
- 3 Between care manager calls**
CCM teams need a way to prioritise outreach earlier.
- 4 Between discharge and recovery**
The post-discharge risk window is real, even when the patient is home.

Who buys first

Home health / hospital-at-home

Medicare funded RPM and CCM providers prescribed by Doctors at hospital discharge

Aging-in-place / senior living using HSA/FSA funds

Community care / VA / Medicaid-style programs

Separate the hardware from the software

HARDWARE

GuardianOne hardware

Purpose-built for continuous safety monitoring in home and community settings.

- Stand-alone SoftSIM LTE-M / WiFi connectivity with no base station required
- Passive + active fall detection, SOS escalation, GPS and geofencing
- Activity + inactivity monitoring with QR-based on-wrist medical identity
- USB-C charging, ~7-day battery life, and IP67-rated durability



SOFTWARE

Ezybandz Cloud SaaS

Turns device events into dashboards, workflows, integrations, and recurring renewals.

- Fleet-level visibility and device health dashboards
- Workflow routing, alert escalation, and event analytics
- API-ready architecture for RPM, EHR, and care-management workflows
- Over-the-air updates and administrative control across the deployed fleet

Device events

Rules engine

Care dashboard

APIs & reports

Hardware opens the door. SaaS creates stickiness, workflow value, and recurring renewals.

How GuardianOne supports RPM, CCM, and RAM

RPM

RPM support

Physiologic monitoring needs a safety layer

- Adds falls, SOS, location and inactivity between readings
- Helps post-discharge programs see what vitals alone miss
- Better story for safety and escalation

CCM

CCM support

Chronic care needs real-world context

- Gives care managers daily visibility beyond periodic calls
- Helps prioritize outreach when activity drops or alerts appear
- Strong fit for chronic disease populations living independently

RAM

RAM leadership

Remote Activity Monitoring is the new market

- Tracks motion, routine change, inactivity and movement trends
- Creates a new category around aging population monitoring
- Let's Ezybandz lead with safety + activity, not vitals alone

Hardware deep dive

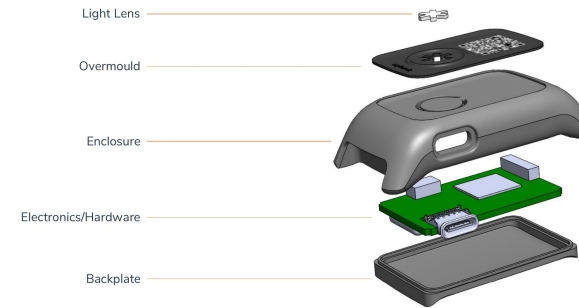


Key hardware proof points

- No base-station dependency for institutional deployment or mobile users
- GPS, geofence, fall detection, inactivity, pedometer and SOS in one wearable
- On-wrist QR medical identity and distress button for faster escalation context
- USB-C charging and ~7-day battery life
- IP67-rated daily-wear durability

Exploded view

Exploded View



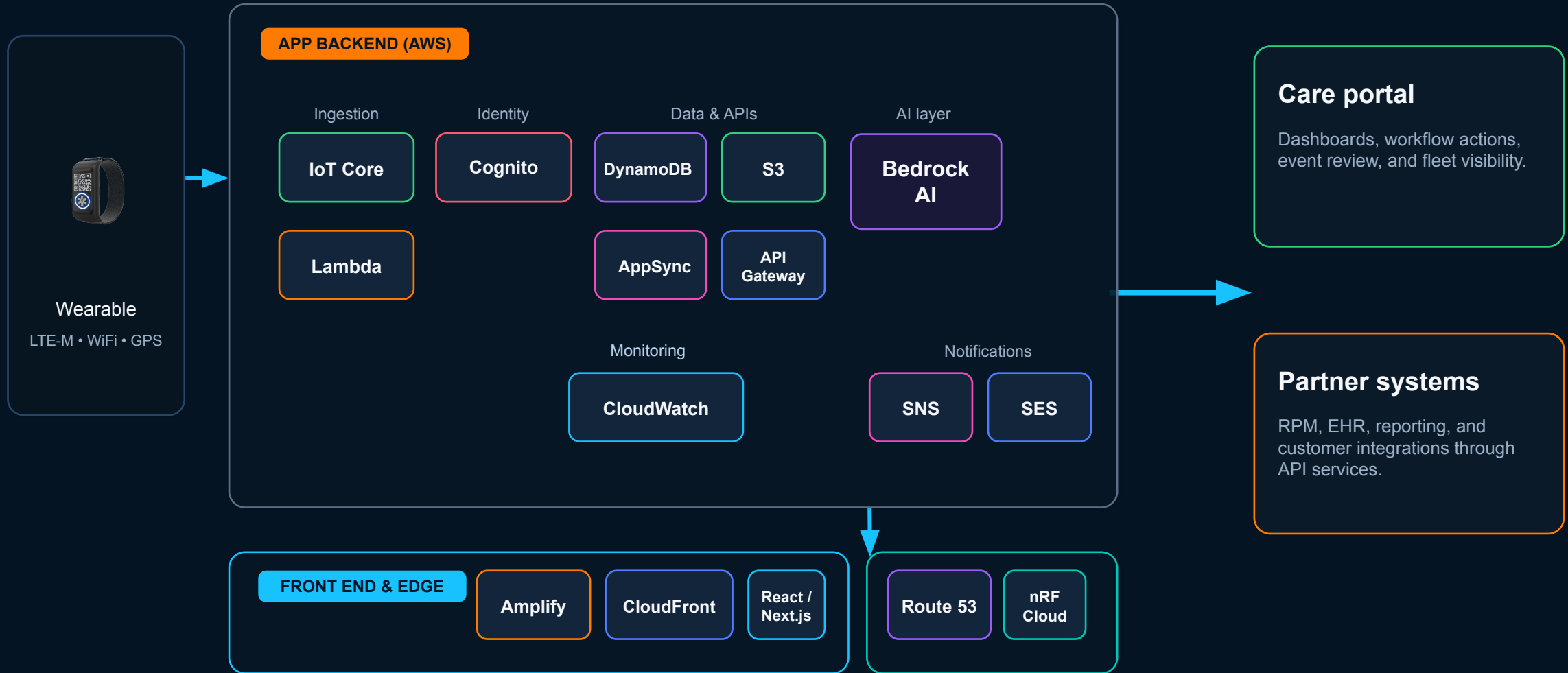
Feature overview

Feature Overview



GuardianOne cloud operating layer

Serverless AWS foundation for device ingestion, workflows, AI, notifications, and partner integrations.



Commercial value – Medicare Certified and Funded

GuardianOne is easier to position because it aligns to care-program budgets, Medicare RPM/CCM and HSA/FSA funding and purchasing pathways, and recurring renewals.

Program-backed care budgets

Fits post-discharge, chronic care, and aging-at-home programs where spend is driven by patient safety, risk reduction, and continuity of care.

Medicare / RPM / CCM fit

RPM adds vitals. GuardianOne and EzyHealth add falls, SOS, location, inactivity, and safety visibility between readings. CCM adds earlier insight between care-manager touchpoints.

HSA / FSA + renewal value

HSA/FSA provides a consumer healthcare purchasing pathway, subject to plan rules and eligibility. After the initial term, Continuous Care renewals create ongoing software and service revenue instead of a one-time hardware sale.

Why buyers can fund it

Post-discharge

Chronic care

Aging at home

Consumer healthcare funds

Advantages over legacy PERS market solutions

The GuardianOne advantage over legacy medical alert solutions

Hardware differentiation	SaaS differentiation	Commercial impact for channel partners
Stand-alone LTE-M / WiFi wearable with no base-station dependency	Fleet dashboards and device-health visibility	Faster deployment, fewer environmental dependencies, and an easier support story
Fall detection, SOS, GPS, geofencing, and activity / inactivity monitoring	Workflow routing, response visibility, and escalation tracking	Stronger value narrative than a generic “medical alert button” alone
On-wrist QR medical identity and durable daily-wear design	Reporting, analytics, and API-ready integration posture	Improves differentiation in competitive reseller bids and customer demos
Purpose-built for institutional programs, not just consumer retail	Recurring subscription model with OTA updates and lifecycle control	Creates renewal, expansion, and longer-lifetime customer value

Pricing structure

Current list pricing structure designed to support full initial program packages before the continuous-care renewal pricing applies.

INITIAL PROGRAM

Device + subscription

SKU	Duration	Fee	Use case
GO-US-INIT-03M	3 Months	\$247	Short-term post-discharge safety coverage
GO-US-INIT-06M	6 Months	\$394	Transitional care and recovery programs
GO-US-INIT-12M	12 Months	\$588	Long-term care program

Program fee includes subscription and device provisioning in the initial term.

CONTINUOUS CARE

Post-term EzyHealth subscription

SKU	Duration	Fee	Use case
GO-US-REN-03M	3 Months	\$72.00	Continuous care monitoring
GO-US-REN-06M	6 Months	\$144.00	Continuous care monitoring
GO-US-REN-12M	12 Months	\$288.00	Continuous care monitoring

Use the initial package to land the customer, then position continuous care as the lower-friction renewal path.

Commercial Policy: Standard renewal pricing applies after completion of the initial 12-month program value

Where to place and win using Medicare RPM/CCM Funds

Post-hospital discharge

30- to 90-day recovery programs focused on fall exposure and avoidable readmissions.

Hospital-at-home / virtual wards

Continuous safety visibility while patients are being managed away from the facility.

Medicare Advantage / risk providers

Programs where quality metrics and cost of care matter to the operating model.

Home health / community care

Institutional oversight for teams that need more than a consumer-only device model.

“GuardianOne adds the always-on safety layer that periodic visits and traditional RPM workflows miss. It combines a stand-alone wearable with cloud workflows so providers can monitor safety risk, escalate events, and scale programs without call-center or base-station complexity.”

Sales pipeline by channel

Designed for distributors and resellers: where GuardianOne can land first, attach fast, and scale through partner ecosystems.

	Category	Illustrative target types	Why it fits GuardianOne	Current motion
1	Retailers	OTC / benefit platforms, pharmacy retail, family-led healthcare buying	Supports HSA/FSA and benefit-led access where the buyer wants low-friction deployment.	Priority target list defined for OTC / consumer-health pathways.
2	Resellers	Healthcare VARs, national IT resellers, channel partners enabled by Distributors	Fastest way to attach GuardianOne to existing hospital, RPM, and care-at-home deals.	Channel activation already in motion.
3	Solution providers	RPM vendors, hospital-at-home platforms, telehealth and integration partners	GuardianOne is a high-margin safety layer that complements existing care platforms.	Priority solution-provider list already defined for HIMSS follow-up.
4	Healthcare companies	Payers, MA plans, chronic-care operators, post-discharge program owners	Strong fit where spend is tied to readmissions, falls, continuity of care, and home-based monitoring.	Priority payer and healthcare-company outreach list identified.
5	Hospitals	Discharge planning, care management, ED, virtual wards, specialty systems	Clear wedge for 30-90 day post-discharge safety and RPM-adjacent deployments.	Hospital pilot targets already identified, with Houston as the first wedge.

Illustrative priority organizations

These names make the pipeline concrete for distributors. Keep them positioned as current targets / channel-fit examples, not signed customers unless separately confirmed.

1. Retailers

- CVS Health
- Walgreens
- Amazon Health
- NationsBenefits
- FirstLine Benefits

2. Resellers

- CDW Healthcare
- SHI
- Presidio
- Insight
- Connection
- WWT

3. Solution providers

- Philips Healthcare
- Biofourmis
- Current Health
- Vivify Health
- AMC Health
- Health Recovery Solutions

4. Healthcare companies

- UnitedHealthcare
- Humana
- Cigna
- Aetna
- Blue Cross Blue Shield

5. Hospitals

- Memorial Hermann
- Houston Methodist
- St. Luke's
- Kelsey-Seybold
- MD Anderson
- U.S. Veterans Affairs

How to use this slide in distributor conversations

- **Retailers:** consumer-health and OTC/benefit access points where HSA/FSA and member-benefit pathways reduce friction.
- **Resellers:** national healthcare VARs that can attach GuardianOne to existing hospital, RPM, and virtual-care programs.
- **Solution providers:** platform players that can use GuardianOne as the safety and activity layer around their current workflows.
- **Healthcare companies + hospitals:** buyers where spend is linked to readmissions, falls, continuity of care, and aging-at-home visibility.



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Thank you



- Medicare aligned
- RPM
- CCM
- RAM
- HSA/FSA

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