**Kent company wins high-tech Dorset contract**

Immediate release

Kent’s high-tech health care specialist Red Alert Telecare has landed a major new contract to support heart disease patients across Dorset.

The Ashford-based company will be installing and maintaining state-of-the-art monitoring devices that will allow hundreds of people to remain living safely and independently at home.

By carrying out their own daily checks on a number of vital health indicators and forwarding the data to their GP or health specialist, the 500 coronary care patients will be able to live normal lives, safe in the knowledge that any issues will be flagged up by the technology and will alert medical help.

Two years ago, Red Alert Telecare played a leading role in a Department of Health trial – called a whole systems demonstrator – that proved the merits of the life-changing technology, known as ‘telehealth’.

Now the company, which was 2009 KEiBA (Kent Excellence in Business Awards) *Start up Business of the Year,* is working with leading provider Telehealth Solutions to install their technology in homes across the county on behalf of NHS Dorset, Bournemouth and Poole.

The equipment, which is freely available to those with long-term chronic obstructive pulmonary disease (COPD), allows people to monitor their blood pressure, blood oxygen level, weight and heart rate and record the results using a simple, menu-driven touch-screen tablet computer. It also asks a number of routine questions about how the patient is feeling.

“This is remarkable technology and it can make a huge difference to patients who would otherwise have to visit outpatients for regular checks or contact their GP if they thought something might be wrong,” said Red Alert Telecare managing director Clive Gawler.

“It has been clearly demonstrated that this type of equipment reduces emergency admissions to hospital and, more importantly, has saved lives by drawing attention to potentially fatal conditions.”

“We are delighted to be working with Red Alert on this important project,” said Tim Shaw, Operations Director at Telehealth Solutions. “Installing and maintaining this technology is not just specialised but plays a vital part in ensuring that the systems work correctly.”

When the data has been collected, the patient sends it to a central computer using a roaming mobile phone connection and it is compared against that person’s normal parameters.

“If anything is flagged up as being unusual, the system alerts the right medical person, who can then take action,” explained Clive. “It allows the patient to become more involved in managing their own condition and prevents them undertaking what might be a long or difficult journey for a check-up that just proves nothing has changed.”

Red Alert Telecare has been asked to manage the whole rollout, from contacting the patient and making the appointment to installing the equipment and training the user.

“As well as giving people back their independence, telehealth has the potential to save the health service millions of pounds in unnecessary appointments and emergency admissions, as well as freeing up professionals’ time and hospital beds,” said Clive.

ENDS

Notes to Editor:

**Red Alert Telecare**

Red Alert Telecare is a sister company of Ashford-based security specialists Red Alert Ltd. and was set up by Clive Gawler to install and maintain telecare and telehealth equipment across the south east and beyond. It works with a number of local authorities to install this vital equipment and played an important role in the Whole Systems Demonstrator (WSD) prograrmme outlined below.

**Telehealth Solutions**

Telehealth Solutions, founded in 2006, is a pioneering UK-based telehealth company providing high-quality, low-cost systems available for use in homes, GP surgeries and pharmacies. Telehealth Solutions has a simple mission: to design and deploy patient-focused solutions that can assist in the improvement of patients’ health whilst at the same time reducing the cost of health delivery.

The company is renowned for its flexibility and forward-thinking technology and its commitment to providing the highest levels of customer service. Telehealth Solutions partners the NHS in the UK and private sector clients both in the UK and overseas. http://www.thsl.com

**The Whole Systems Demonstrator Programme**

The Whole System Demonstrator (WSD) programme is the largest randomised control trial of telehealth and telecare in the world, involving 6191 patients, 238 GP practices across three sites, Newham, Kent and Cornwall.  WSD was set up to look at cost effectiveness, clinical effectiveness, organisational issues, effect on carers and workforce issues. It focused on three conditions, diabetes, COPD and coronary heart disease.

The headline findings (December 2011) can be found at: <http://www.dh.gov.uk/en/Publicationsandstatistics/Publications/PublicationsPolicyAndGuidance/DH_131684>