

Glutz inside

ISSUE 01/18 – CH | BUSINESS INFORMATION BY GLUTZ AG

In focus: Living space for the elderly

With demographic changes in society, the requirements of our domestic environments are also changing. Sophisticated access solutions will continue to gain significance in the future.

- Assisted living with Glutz: ideal applications offering convenience and security.

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- Reference report: Senevita Sonnenpark in Pratteln (CH): the retirement village has been perfectly adapted and equipped thanks to over 350 perfectly adapted Glutz components at all access points.

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Photograph: provided by Senevita



Esteemed business partners,

2018 will be a very exciting year, both for Glutz and our customers. We will be launching a series of new products, enhancing our range of services and implementing plenty of marketing measures. However, let's take a brief look back at the past twelve months. In this context, two figures are particularly delightful: Glutz Group boosted its revenue by around 10 percent in the past twelve months. Within the context of solution-based access systems, we were able to generate over 30 percent growth. These success stories would have not been possible without you – our partners and end users. Thank you very much for your loyalty and great collaboration.

We are also looking very confidently into the future. Growth in the construction industry has stalled, yet remains at a high level. In this process, we are benefiting from low interest rates, a growing population and the prevailing sociodemographic development. "Convenient living" and "assisted living" are areas that are gaining significance. Glutz is concentrating activities on these two segments by using elements including consistent access, lock and escutcheon solutions. We will be enhancing the eAccess system by additional innovations in terms of its range and functions.

In this edition, we will demonstrate the advantages of a sophisticated and accurate system solution that has been geared towards user demands by showcasing the Senevita retirement and care facilities.

We also invite you to visit us at the upcoming exhibitions. Let our specialists personally showcase new Glutz products to you. We are looking forward to meeting you and hope you enjoy the read.

Kind regards,

Bruno Rätz
Head of the Access Systems business division

Convenience and security solutions in every situation

The demands of our domestic environment are also changing with an increasing life expectancy.

It must adapt to the physical, sensory and cognitive abilities of the elderly. The demands are very varied, especially in retirement and care facilities.

Independence, convenience, privacy and hygiene must be a given. This requires sophisticated planning for residential facilities that also takes into account future developments and thus the involved influences. Implement first-class convenience and security solutions together with Glutz that are characterised by flexibility, functionality, quality and long-term investment security. Birth rates in Europe are dropping and the working population is also dwindling. In contrast, the number of elderly persons is continuously increasing. The average life expectancy of women is currently 81 years, whilst men are at 75 years of age.

Consequently, the number of persons requiring care is ever increasing. According to a study by national German authorities dated 2015, this figure already totals three million and it is said to increase sharply. Three quarters of people requiring care are either looked after in their own homes – in most cases by family members – or they benefit from support by around 13,300 mobile care assistants. The remaining persons requiring care are looked after in the around 13,600 care homes. With increasing age, the need for care also increases – up to 66% in the population of over 90-year olds.



Residents of contemporary retirement villages, such as Senevita Sonnenpark in Pratteln, can enjoy their retirement in a convenient and safe environment.

Consequently, creating living conditions that meet the demands of an ageing population and providing support is increasingly gaining significance. Glutz has analysed the issue in great detail and developed first-class solutions in terms of access systems.

Intelligent access solutions for assisted living

Elements such as barrier-free access, security, hygiene, convenience and independence, boost the quality of living for residents of retirement villages and care homes. For this reason, the Glutz portfolio includes door handles geared towards the needs of the elderly

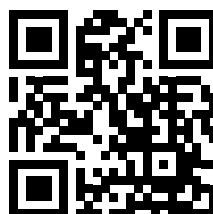
and escutcheons featuring antibacterial coatings as well as barrier-free access solutions and convenient control elements – from parcel lockers to medication cabinets. "We can meet any demands to living in retirement and care facilities thanks to eAccess, the individually controlled access system", Bruno Rätz explains.

Convenience thanks to innovation

We permanently evolve all Glutz products to meet the strict requirements set by facility owners, operators and residents. "We offer high quality, secure and simple solutions where convenience is a

crucial factor. Depending on the application, it is possible to simply manage privacy and access authorisations using keyless access solutions", Bruno Rätz explains. In this process, careful, individual

planning and the demand for an ideal solution are always at the core. And thanks to its well trained system partner network Glutz will also guarantee reliable service at any time even after repairs.



This animation illustrates more information about Glutz access solutions and how user-friendly the system is.
www.glutz.com/media

Sources: National German Office of Statistics, care statistics 2015, results for Germany, Wiesbaden, 2017. www.destatis.de www.statista.com, 2018



Access to a higher quality of life in old age

Senevita and Glutz products: working together for greater convenience and safety

It's nine in the morning at Senevita Sonnenpark in Pratteln, Switzerland. There is already plenty going on. Resident Ms Kessler is also part of the hustle and bustle. She carries a badge that she uses to effortlessly open the eAccess escutcheon of the laundry door where she does her ironing. She also uses the badge to collect her personal post from the locked letterbox. The small key ring featuring an

integrated chip grants her access to anywhere she needs to go. Ms Kessler doesn't need keys and she also need not remember a combination of numbers. Thanks to the saved access authorisations she can conveniently move around the facility as she wishes.

Many access points – one solution

All 45 residential units at

Senevita Sonnenpark have been geared towards the needs of senior citizens. Here Ms Kessler can enjoy her usual liberties within the comfort of her own home. If necessary, Senevita specialists can provide support as part of any day-to-day activities. In this process, consistent equipment from Glutz makes life easier, not just for residents, but also for staff. From letterbox system to en-

trance and lift control system as well as medication cabinets, all important access points are monitored electronically and authorisations have been clearly assigned. If in doubt, Ms Kessler can transparently track when she used her badge to open the valuables locker or who had been authorised to access her flat. Even doors to rooms inside residential units feature plates, handles and largely also locks



Conveniently gain access without PIN or keys: Ms Kessler uses her badge to contactlessly open all required doors and personal lockers at Senevita Sonnenpark in Pratteln.

350 components have been installed throughout the facility that we can centrally control and monitor. The electronic access control system is easier to service and fully transparent for technical staff. We use it to not only control doors, but also letterboxes, parcel lockers, medication cabinets and lockers for valuables as part of a complete package solution."

CHRISTOPHE SPISSER, HEAD OF TECHNOLOGY AND SECURITY AT SENEVITA SONNENPARK

made by Glutz. Consequently, Ms Kessler can benefit from a consistently designed, high-grade access solution – and plenty of security and convenience.

"With Glutz we can rely on a very competent port of call with regards to all matters concerning access and benefit from consistent lock and escutcheon solutions. The access system is

comprehensive and merges high levels of convenience, cost-efficiency and security.

The network of system partners is very ample. It guarantees first-rate quality from project management to installation, commissioning and user training. The range of services is also outstanding.

Thanks to this overall package Glutz will continue to be our first choice and we aim to estab-

lish this standard throughout all residential facilities", Michael Winkler explains as the Head of Building Projects and Real Estate at Senevita.

Barrier-free throughout the residential facility

Ms Kessler greatly values self-sufficient living also as a senior resident. The railway station, pharmacy, post office, bank and various other busi-

nesses are in the direct vicinity of the retirement village. Barrier-free doors even within the residential development additionally make Ms Kessler's life easier. Operating them is straight-forward so that she as a senior citizen, can simply benefit from the range of available support and care services or visit her neighbours. Glutz escutcheon systems allow operating handles without the need for much force. They feature a remarkable lever force mechanism. The system is supplemented by specially designed rotary handles that have been installed in barrier-free sanitary facilities to replace unsuitable rotary knobs. Thanks to these innovations, it was possible »

» to crucially optimise senior residents' mobility at Senevita Sonnenpark.

Day-to-day security

Keyholes can be a challenge, especially for the elderly. In this context, contactless RFID transponders are the ideal solution. Ms Kessler must merely hold her badge in front of the electronic reader or escutcheon for a short period and doors are unlocked. Locks that automatically lock, like the models Glutz offers, addi-

tionally prevent users from forgetting to lock the door behind them. Consequently, security within the residential complex is guaranteed. In the event that Ms Kessler should lose her badge, there is no threat to security. Access authorisations have been saved on the electronic escutcheons and they can be centrally modified or deleted from a PC by technical service engineers at any time. Data is transferred and immediately updated over the air.

Christophe Spisser, Head of Technology and Security at Senevita Sonnenpark explains that "350 components have been installed throughout the facility that we can centrally control and monitor. The electronic access control system is easier to service and fully transparent for technical staff. We use it not only to control doors, but also letterboxes, parcel lockers, medication cabinets and lockers for valuables as part of a complete package solution."

Hygiene included

In addition to the high quality of living and security for residents Senevita greatly values hygiene throughout the retirement village.

Doors are frequently operated by many different people. All Glutz escutcheons have been coated with an anti-bacterial powder coating to prevent spreading pathogens and germs. The transparent layer of paint permanently protects from unwanted bacteria and infections and boosts the



Consistent look thanks to an identical series of escutcheons that meets different requirements.



quality of life of all persons living and working within the facility.

In addition to professional care and specialist medical support, our care team values one element more than anything else: our residents' independence. We support residents' everyday lives with genuine affection, tactfulness and a hint of humour. The facility's cutting-edge equipment helps us to ideally support senior residents and create a pleasant environment for them to spend

their retirement", Michael Winkler explains.

Ideal support in any situation

Ms Kessler will enjoy her own flat and the security of imme-

diante help should it be necessary for as long as she can. She looks forward to lunch every day and the company at the Senevita restaurant.

Pensioners at Senevita Sonnenpark also have the option to move to an assisted care facility should they need more intensive support. Certain care departments, for instance for persons suffering from dementia, are provided with special levels of security thanks to the Glutz system. Consequently family members can rest assured that carers exclusively can open main doors using their PIN codes or badges. Senevita Sonnenpark is also ideal for the elderly to recover from a hospital stay or in the event of temporary care. Technical service staff can also grant authorisations to individual, temporary residents so

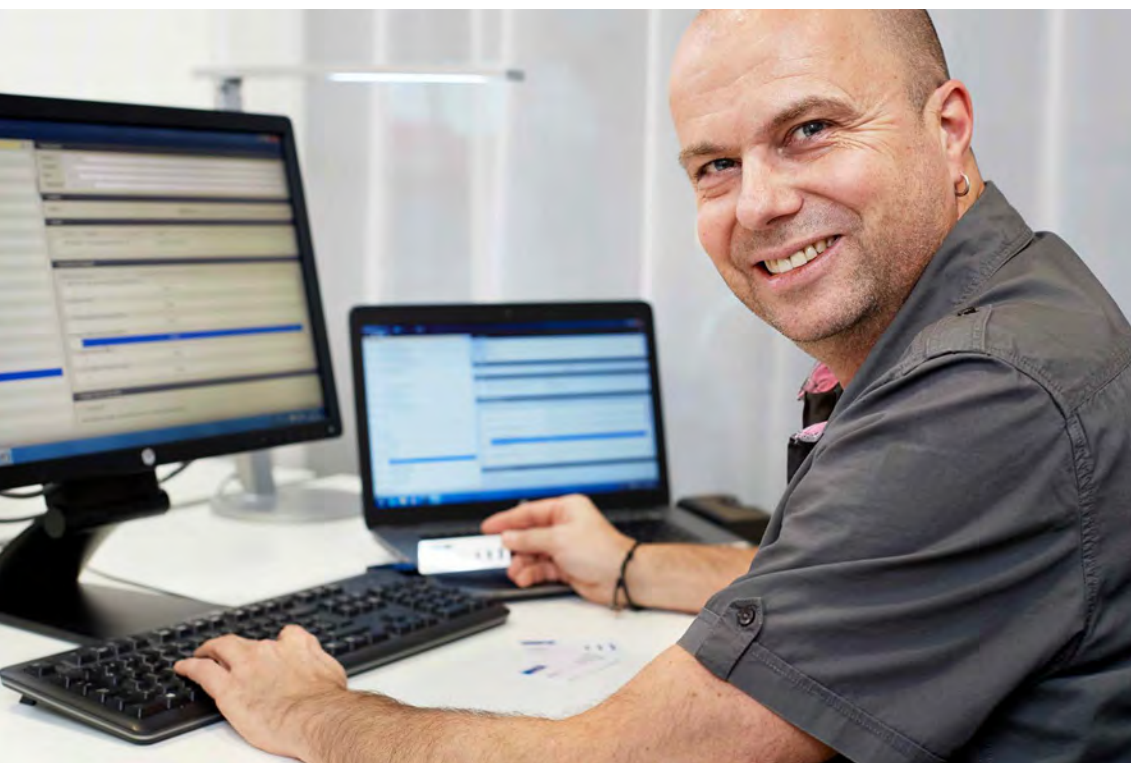
they can freely move around the facility just like Ms Kessler can as a permanent resident.

"Up to 250 residents requiring different levels of care live in our facilities plus 150 employees in the largest developments. In these cases, it is necessary to individually, transparently and quickly be able to adapt access control system management. An access control system like the one Glutz offers, perfectly meets these requirements", Michael Winkler explains.

When Ms Kessler shuts the door to her flat at Senevita Sonnenpark in the evenings, she can rest assured that she lives in a perfectly equipped facility providing caring, all-round support. A convenient environment we can all hope for once we retire. «



Be it for suppliers, carers or residents: thanks to the centrally controlled system all persons' corresponding authorisations, schedule-based profiles and if required, trackable data records are saved on their access media.



Glutz Inside interviewed **Christophe Spisser,** Head of Technology and Security at Senevita Sonnenpark in Pratteln:

For how long have you been working for Senevita and for which areas are you responsible?

I have been working for Senevita for two years and together with my team we introduced access control systems at Senevita Erlenmatt in Basel and Senevita Sonnenpark in Pratteln. We cover a wide range, from fire alarms to security training courses for staff and facility management as well as overall access authorisation management.

What kind of requirements must an access control system meet at a Senevita facility?

It must be possible to control all access points using a single system. Thanks to the Glutz system, we have no issues in doing so. Monitoring and system management are easy to handle because all components have been geared towards each other. Should residents lose their badges, we would briefly need to log in to the system and all

access authorisations could be effortlessly reassigned. In the old days, we would have had to tour the entire facility, nowadays we can do it all centrally from a PC.

How do you rate the maintenance efforts and what was your experience when working together with Glutz?

At two facilities in the Basel region, Senevita Erlenmatt and Senevita Sonnenpark, we are able to rely on smooth processes without much to do. Thanks to system monitoring we can identify initial malfunctions very quickly and are able to react immediately. Dealing with my Glutz specialist advisor is very pleasant and I benefit from direct contact. I feel very well looked after and greatly value the fact I can rely on one contact for the entire system. This makes my everyday activities significantly easier. «





What is Senevita?

Senevita is a company based in Muri near Bern employing a workforce of around 1,800 employees who look after more than 2,100 senior citizens. Managed by Hannes Wittwer (Managing Director) the company has been managing, planning and consulting retirement facilities in Switzerland since 1989. Senevita offers assisted living and care facilities. Assisted living is ideal for elderly persons who would like to live independent lives, yet benefit from support in their everyday lives. The residential units of the assisted living facilities are cleaned each week, lunch is included and in emergencies residents can rely on qualified staff to help them at any time. Within care facilities residents are provided with comprehensive care. Thanks to a right to lifelong residence and assistance, residents can move from assisted living to care facilities if necessary without having to leave their familiar environment.

As required, residential models include a perfect combination of self-determined living, caring support, demand-based assistance and comprehensive care. Consequently, residents can enjoy the overall range of offers available at a care home in a homely environment featuring innovative equipment.

At present, Senevita runs 25 facilities throughout Switzerland. Senevita retirement facilities operate ownership, tenancy or publicly funded models. In November

2016 Senevita took over Spitex (out-of-hospital support and care) on behalf of the city and federal state. Consequently, the company has become a comprehensive outpatient and inpatient service provider as part of out-of-hospital support and care, retirement living, assisted living, retirement as well as care facilities.

Why is Senevita relying on Glutz?

People with many different demands live and work at Senevita facilities. For this reason, an access control system must satisfy numerous requirements. As part of a comprehensive business concept Senevita requires universal solutions for its infrastructure that not only operate cost efficiently, but are also convenient to use. Senevita was convinced by the comprehensive Glutz solution since the company's system was initially installed in a retirement facility in Basel in 2014: exclusively Glutz products have been used as part of all construction projects throughout the past three years.

This is also the case for the current project, Senevita Bernerrose in Zollikofen, where around 800 Glutz eAccess components are being used – from escutcheons to letterbox control systems. The facility will be inaugurated in April 2018 and features 57 residential units for senior citizens as well as a care capacity for 169 patients.



Photographs provided by Senevita

No longer miss deliveries

Conveniently organise deliveries

using the electronic parcel locker and protect them from theft.

Entrance doors, lifts, underground car parks, basement compartments, furniture locks, letterboxes and PO boxes – Glutz AG eAccess system controls all access points within a building using a single access medium. In this process, monitoring goes far beyond the mere control of locks. Thanks to temporary codes or remote access, it is possible to use the Glutz app and grant

certain persons access to doors, such as workers or delivery service providers. With the increase in online trade, the parcel locker control system from Glutz eAccess is particularly practical. The times when you missed deliveries of certain goods because you weren't home are finally over. Thanks to the innovative parcel locker system, delivery service providers can place

shipments in an available, appropriately sized locker at any time and securely lock it. Successful delivery is confirmed by email and the locker is subsequently opened simply by using a badge or code. Return shipments can also be conveniently handled using the electronic parcel locker system. Delivery service providers receive a message containing a corresponding

code and they are then able to remove letters and parcels from the locker.

The innovative parcel locker system is compatible with all logistics service providers' systems. It goes without saying that the system is also suitable to leave items for neighbours or friends and make everyday life easier.





2018 trade fair outlook

We will be showcasing the most recent developments within the context of access including the eAccess web client as well as Appenzell and Comfort product line sets and window handles at specialist trade fairs in spring and summer. We will also be showing the new Glutz product lines, such as the 2.5 millimetre slim Piattolino rosettes for residential developments as well as the new Appenzell door and window handles.

WE ARE LOOKING FORWARD TO WELCOMING YOU:

21 – 24 March 2018

Fensterbau Frontale

Hall 2/booth 2-408

Exhibition Centre

90471 Nuremberg, Germany

www.frontale.de

7 – 9 May 2018

Windorex + Glass & Aluminium

Oman Convention & Exhibition

Centre, Oman

www.windorexoman.com

27 – 28 June 2018

Sicherheitsexpo

Hall 3/booth D16

MOC Munich

Lilienthalallee 40

80939 Munich, Germany

www.sicherheitsexpo.de

Please contact your market centre if you have any questions about Glutz products.

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