



# Kinsetsu BEAI

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22<sup>nd</sup> February 2023

# Kinsetsu snapshot.

- An IoT disruptor founded in 2016.
- Scaling with over £1.5 million VC investment.
- Releasing the power of data for public and private sector organisations.
- Our software enables visualisation and understanding of your assets. To streamline daily processes and accumulate insights along the way.



A single platform with multiple use cases.

# Caring for our customers and our people through innovative technology.

Healthcare



'Knowing where things are and where they have been'

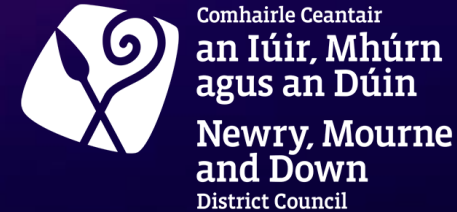
Defence



'Are personnel on board?'

'Are they in the location they need to be (mustering)?'

Government



'What are the conditions?'

'How many people are in the area?'

Commercial



'Do we have all the equipment we need?'



Improving human experience and supercharging critical sectors.



A solution to evolve and scale with your operations.

Innovating with problem solving solutions

 **ktrace**<sup>®</sup>

 **kcrew**<sup>®</sup>

 **kcare**

 **kscan**

 **ktrack**<sup>®</sup>

 **kstop**<sup>®</sup>

Tags, Sensors & Detectors

API





# Healthcare

## Insights



Visualisation, Analytics, BI Reporting, Workflow and Alerting.

## Connectivity



3g/4g/5g, SigFox, LoRa, BLE, NB-IOT, LTE-M

## Sensors



Identify, Count, Locate, Health, Temp, Level, Shock etc.

## Assets



Patients, Equipment, Gasses, Records, Buildings and Vehicles.





We unburden healthcare professionals and give unprecedented levels of confidence, traceability, cost savings and time efficiencies.



## One platform, multiple use cases.

- APIs to existing systems
- No siloed data
- Strong Return on Investment

## Data driven insights to:

- Drive efficiency
- Ensure compliance
- Improve safety
- Lower operational risk
- Release Staff Time
- Reduce over-stocking



# Healthcare

## Use Cases

- Medical Devices, BiPap, Cpap
- Medical Records
- Beds, Mattresses and Pumps
- ED Patient Flow
- Wound Evacuation Pumps
- Field Hospitals Clinical & Non-Clinical Devices
- Covid-19 Contact Association (Community)
- Capital Equipment
- Medical Gas Cylinders



Visibility

Safety

Traceability

Savings



Belfast Health and  
Social Care Trust

caring supporting improving together



## Medical Records Tracking

### Problem

- Misplacing/misfiling Medical Records – Leading to cancelled procedures and patient discharge / recall.

### Solution

- Each medical record is now tagged with a low-cost RFID label and its location is immediately visible via 2D digital map.

### Outcomes

Reduction in cancelled procedures and improved patient experience.





GIG  
CYMRU  
NHS  
WALES

Bwrdd Iechyd Prifysgol  
Hywel Dda  
University Health Board



## Medical Device Tracking and Locating

### Problem

- Managing medical devices and assuring staff safety throughout the pandemic while installing required medical equipment, completing 11 moves per week.

### Solution

- RFID solution with traffic light COVID-19 zones (red, orange and green) managed infection control and sterilisation process.

### Benefit

- Full traceability of medical devices, and the team has accumulated substantial data on how the equipment moves within the facilities, which can be analysed and used to develop greater efficiency.

"When equipment moves in or out one of those areas, our asset management systems update to keep a history of when it went near COVID-19 patients, so we've got that infection control tracking. It was something that we never anticipated but something that has been invaluable."

Robert Salter - Healthcare Scientist, Cwm Taf Morgannwg University Health Board





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## Medical Gas Cylinder Optimisation

### Problem

- Understand the location and usability status of cylinders across hospital sites, traditionally manual, labour-intensive, and timely process.

### Solution

- Reusable plastic RFID tags which can be recoded for new cylinders. Instantly visible via 2D map and status report available on expiring or expired cylinders.

### Benefit

- Empowering pharmacy, nursing and porter teams to locate cylinders within seconds.




"At a glance, I can see the location of cylinders and traceability of their journey. Additionally, I can identify what cylinder is due to expire and its last known location. Having this information helps us manage supply and reduce risk, seamlessly, which is important particularly as we are now managing various logistical and supply issues remotely."

John Harris - R & D Lead Pharmacist and Clinical Procurement Lead.







Thank you  
Questions?