
Tunstall Healthcare Strengthens its Position in the German Home care / Telecare market



UK based, leading global provider of software solutions, services and technology for the telecare and telehealth markets, Tunstall Healthcare, has expanded its German presence and service offering with the acquisition of BeWo Unternehmensgruppe (BeWo) for an undisclosed fee.

Following the rapid acceleration in the adoption of smart technology and digital health solutions worldwide, the acquisition sees Tunstall together with BeWo deliver its first home emergency call centre in Germany to support vulnerable people at home. The centre will combine the technical possibilities of telehealth and the smart home via a uniform central platform.

The revolutionary service will be made possible with Tunstall Cognitive Care®, a market leading innovation that will use advanced AI in combination with technology in the home to detect whether someone's health could be about to deteriorate, spot a potentially undiagnosed condition, or resolve an immediate social care need.

The acquisition will also mark a shift in the current social care operations in Germany, with emphasis on a solution focussed platform that hospitals and care homes can also access. The platform will also include outpatient monitoring and will alleviate pressures on time-poor staff.

Peter Nicklin, Chairman of the Board of Tunstall Integrated Healthcare, commented: "We are pleased to have found a strong partner in the BeWo Group. We're looking forward to working with Matthias Sandrock and the team to combine our strengths and support the further digitisation of health and care services across Germany.

"Our innovative approach will offer professionals and service users an opportunity to explore new ways of delivering and receiving enhanced health and social care services at home, therefore increasing health and wellbeing, and the efficacy of the care services available."

The acquisition marks the emergence of a pioneering platform in Germany to develop more proactive and predictive services across health and social care. Services will have the potential for increased cost savings, a reduction in pressure on health and social care services, and an opportunity for more people to live safely and independently at home for longer.

Matthias Sandrock, CEO of the BeWo Group of Companies, said: "We are delighted to now be part of the Tunstall Group. Tunstall is an innovative partner with whom we have been working successfully for many years. We have long been convinced of the quality of their products and can now offer our customers and cooperation partners an even wider range of solutions from the areas of telehealth and smart home solutions."

BeWo is a provider of call centre services, social alarm and device technology and management in Germany, alongside innovative concepts for the group living sector and different options for mobile protection via mobile alarm solutions. The acquisition supports Tunstall's strategic, global expansion in digital solutions and services.

Tunstall integrates smart technology with high quality monitoring and support services to give individuals increased independence, improved quality of life and wider choice in their care options. Tunstall designs, manufactures and sells monitoring units, sensors and software in six key regions; UK and Ireland, the Nordics, Spain, France and Benelux, DACHME and Australasia that enable the elderly, frail or the chronically ill to continue to live independently and to reduce social care and hospital visits or medical attention.

Kristoffer Axelsson, Chief Commercial Officer at Tunstall Healthcare, added: "Innovating the care available to vulnerable people across the globe is a crucial aspect of what we do at Tunstall. We're always looking to partner with companies which have a similar ethos to us and BeWo certainly stood out for this reason. Having the opportunity to deliver a first-of-its-kind service to the people of Germany is extremely exciting and we're really looking forward to seeing the positive impact that this will have on service users across the country."

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Tunstall is a pioneer in the global technology space within the health and social care sectors. The company was the first organisation to use technology to enable older people to summon help in an emergency, and to transmit alarm calls over the public telephone network. The business also pioneered the introduction of telecare and telehealth in the 2000's which created the technology enabled care market as it is today.

Tunstall currently operates across 19 countries and supports more than five million people, including those living with dementia, learning disabilities, physical disabilities and long-term health conditions.

Source: [Tunstall Healthcare](#)

Published on : Tue, 1 Mar 2022