# **Endeavour Foundation Connect**

## Maximising consumer connectivity and engagement



ITAC Presentation March 2020 - Brent Suhr / John Perkins

## **Overview**

- Video
- Customer insights What families want
- 2 way Communication is key!
- Human centred design approach
- Initial vendor engagement
- The collaborative vendor design approach
- Connect CheckedIn Care Philosophy
- Endeavour Foundation Connect 1.0
- Customer re-engagement
- Endeavour Foundation Connect evolution
- Where to from here?
- Key Learnings





https://youtu.be/8sYte2pKOxY



## **Customer Insights – What Families Want**

Taking a human centred design approach was key to meeting Customer needs.

Initial Customer engagement April 2017

- Carer customer research in April 2017
- Approximately 20 existing / potential carers, customers and staff were interviewed
- Carers strongly referenced being connected and meaningfully engagement
- *Transparency* seen as a key attribute of communication
- Carer, customer and staff feedback captured / workshopped
- Key themes developed around '*meaningful* and transparent 2 way communication'

## **2 Way Communication was a high priority**

Delivering a fit for purpose two-way communication platform was deemed to be a high priority.

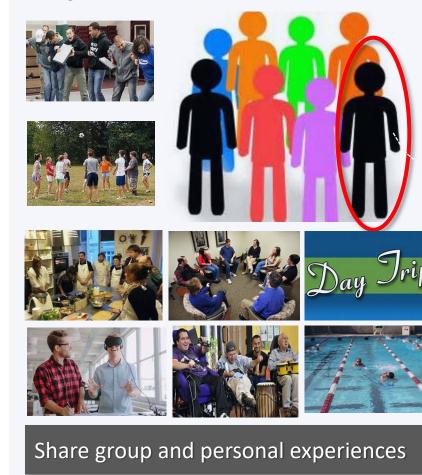
We needed a platform that was;

- $\circ$  mobile and easily accessible
- highly intuitive to understand / use
- able to provide visibility of individual family member activities and 'development progression of their goals."
- o able to be accessed from anywhere in the world
- o a safe, locked down environment for sharing sensitive information
- locally administered (35 sites)
- $\circ~$  able to grow alongside the needs of our carers / business

## The Initial Concept / Human Centred Design prototype

#### Concept 4 – "Two way"

Program / Activities & Personal Goals



Daily site driven log of activity accessible via a number of mediums

Daily log April 24th Daily log April 25th **Daily Log April 26th** Today we all worked in our community garden. **Tom** weeded the plants carrots and can now identify what the plants and which are weeds. **Tom** helped in the kitchen to prepare lunch with produce from the garden.









EMAIL

### **Re-engaging customers / carers & staff** June 2017



# Initial search / engagement of vendors



### Where to start?

- Worldwide solution search largely unfruitful
- Childcare apps feature rich but not customisable
- Looked to aged care sector solution
- Identified CheckedIn Care as a leader and a superior platform owner in this space
- Shared values / partnership rather than just commercial

## **Taking a collaborative Design Approach**

#### **From an Endeavour Foundation Perspective**



- Eager to partner and explore opportunities in the sector
- No preconceptions and actively wanting to listen
- Leveraged learnings from the aged care sector
- Ability to leverage components an existing platform and rapidly prototype

#### From a CheckedIn Care Perspective



- Co design approach, and eager to evolve from Client feedback
- Focus on outcomes, and not features

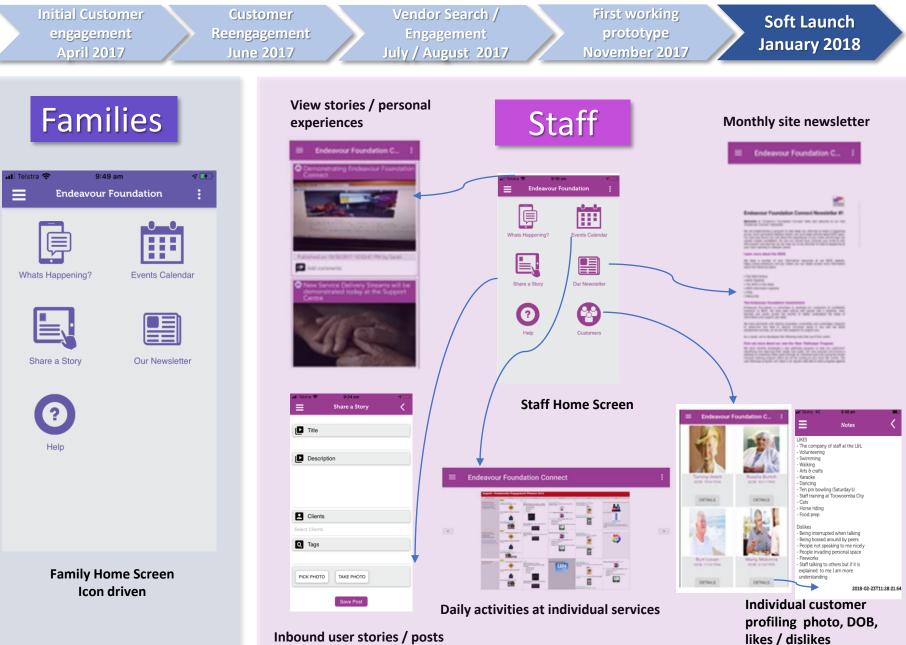
## **Design Philosophy**



#### **Social outcomes**

- Focus on outcomes, not features
- Do not re invent the wheel Partner where possible
- It is the design that limits the user's ability, not the ability that limits the use
- Social isolation is one of society's biggest issues Commercial Outcomes
- Activate existing resources
  - Existing devices
  - Existing relationships and communities of Support
  - Automate, simplify, ease of use

## **December 2017 – Staff version 1.0**



Inbound user stories / posts

## **Ongoing Look and Feel - enhancements..**

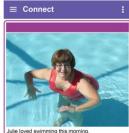
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Photos and stories capturing achievements and activities that your loved one has participated in.			uil Teistra 4G     8:48 am       Image: State of the state of	-





**≡** Connect

Max's daily living skills is improving every day. Today he really enjoyed the meal Preparation session and learned how to make his lunch!



Julie loved swimming this morning. She loved splashing around and said the water was not too cold.

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=	
	John Roche
	DOB: 3/5/1977
	DITTA IL O

Jennifer Newport

DOB: 1/9/1968

**Ross Watherston** 

DOB: 2/3/1956

Patrick O'Shea

DOB: 4/12/1947

DETAILS

- Karaoke

- Dancing

- Horse riding - Food prep Dislikes

- Fireworks

understanding

- Cats

Ten pin bowling (Saturday's)
 Staff training at Toowoomba City

Being interrupted when talking
Being bossed around by peers
People not speaking to me nicely
People invading personal space

- Staff talking to others but if it is explained to me I am more

## **Connected Family / Carers**



#### Total Connected Families / Carers by Month 2018-2019 30+sites connected North 1112 112 AUG 2013 OCT NORT DECTO 1012 FEB NORTH APT NORTH 112 112 112 AUG 2013 OCT NORTH W31-18 APT-18 Dec.19 Jan-18

#### Note:

Graph does not include where more than one family member is connected for each family

# Where to from here? – July 2019 >





#### New functionality / customer enhancements 2019 / 2020

- ✓ Customer access now available via fixed web interface 2019
- ✓ Increased business reporting and analytics tracking carer usage and engagement - 2019
- ✓ Customer notifiers for posts, new newsletter and calendars 2019
- ✓ New marketing + broadcast capabilities 2019
- ✓ Inclusion of customer goals progressing 2019/2020
- Inclusion of medical support information , progress notes and customer feedback – *currently under investigation*

## Learnings



- Taking a human centered design approach ensures optimal product design features and core customer experience elements are captured
- Partnering with vendors who share your vision and values is highly beneficial
- Customer experience can always be improved so re-engaging with your customers on a regular basis is key!