



The Ziegler Link-age Fund III, LP (“ZLF”) announces a significant investment in At Home Harmony, which delivers an innovative, integrated care model through which seniors experience the highest-quality geriatric healthcare from the comfort of their own home.

The At Home Harmony solution blends a collaborative team of physicians, advanced practitioners, pharmacists, nurses, care aides, therapists and social workers with the latest in-home technology and a specialized pharmacy built to help seniors manage complex medication regimens, all with the goal of supporting healthy aging in the home.

At Home Harmony currently serves seniors wherever they call home throughout central Virginia, including both in private homes and senior living communities. With the additional capital provided by ZLF, At Home Harmony plans to expand its reach to support seniors in a growing number of geographies.

The company was founded in early 2022 by Will Saunders, a healthcare and long-term care expert with a decades-long track of record of launching and growing healthcare companies that solve intricate healthcare problems for seniors and populations with complex needs.

After founding and successfully exiting a company that focused on improving the quality of care within nursing homes, Saunders noted a shortage of at-home solutions for older adults who wanted to stay at home while accessing high-quality senior care. His vision for At Home Harmony is to deliver a suite of integrated clinical services that help seniors thrive in the home.

“I am grateful for the support of the Ziegler Link-age Funds. As the premier partner for senior housing operators, ZLF’s endorsement is validation that our model addresses an unmet need, transforming the care of seniors in senior living settings and the home,” said Saunders.

For senior living and care providers, the flexibility of the At Home Harmony platform creates a variety of opportunities to differentiate their offering and help delay transitions to higher levels of care. “At Home Harmony’s turnkey clinical model has tremendous value, especially for smaller senior living operators who want to offer on-site clinical care to all residents, regardless of what insurance carrier they have,” said Laurence Gumina, CEO of Ohio Living and a member of ZLF’s investment committee. “Some senior living providers already offer personal care services or have deployed a remote patient monitoring solution, and At Home Harmony can wrap around those existing services to improve overall quality of care. Improved care naturally delays transitions to higher levels of care, thereby helping providers improve census.” Mr. Gumina will join Neil Borg, Chief Strategy Officer of ZLF and the Head of Healthcare Corporate Finance at Ziegler, as ZLF’s appointees to the company’s board as part of its investment.

“Older adults who are aging and managing multiple chronic conditions almost always prefer to stay in their own home, but the senior and their family often lack the support they need to do so safely,” continued Saunders. “The combination of my own experience in improving the quality of care within senior living communities, and new programs offered by Medicare inspired me to build a new type of senior care service that could help older adults age safely and affordably at home.”

“Every day our clinical team dedicates themselves to helping our patients manage multiple chronic conditions and complex drug regimens,” said Saunders. “This investment from ZLF will propel us forward in investing in our platform, expanding to multiple states, and recruiting the highest caliber

clinicians who share our mission to serve seniors and their families. It is also a validation of the value of our solution to senior living operators.”

The offering can be offered on a turnkey or ala carte basis to complement existing efforts of senior living providers and physician groups. Benefits of the solution include:

- Physicians and advanced practitioners visit the senior in their home and coordinate care with their existing trusted physicians. The clinician develops a personalized **At Home Harmony Plan** for the senior, tailored to their individual conditions, to enable them to thrive in their own home or senior living community.
- Home delivery of medications in specialized packaging aimed to help the typical senior adhere to complicated medication regimens. Additionally, At Home Harmony pharmacists provide free recurring counseling for the senior and their family.
- Access to high-quality care aides who are part of an integrated care team and are trained to keep the senior safe at home.
- Technology customized to the senior’s unique conditions that continuously monitors the senior and sends updates to the care team and family.
- Therapists, as needed, who work directly with the senior to improve their ability to safely live independently.
- Access to dedicated advanced practitioners, pharmacists, and nurses when the senior or their family has a question or concern.
- At Home Harmony delivers an integrated care model comprised of a collaborative team of physicians, advanced practitioners, pharmacists, nurses, therapists, care aides, and social workers.
- Services are generally covered by Medicare, at no cost to the patient other than applicable copayments.

#### About At Home Harmony:

Founded and based in Richmond, VA, At Home Harmony delivers an integrated care model comprised of a collaborative team of physicians, advanced practitioners, pharmacists, nurses, care aides, therapists and social workers. The At Home Harmony platform includes the latest in-home technology and a specialized pharmacy built to help seniors manage complex medication regimens. At Home Harmony is committed to transforming the aging-at-home experience for older adults everywhere. For more information about At Home Harmony, visit [www.athomeharmony.com](http://www.athomeharmony.com).

#### About the Ziegler Link Age Fund III, LP:

Ziegler Link-Age Fund III is the third fund managed by a joint venture between Ziegler ([www.ziegler.com](http://www.ziegler.com)) and Link-age ([www.LinkageConnect.com](http://www.LinkageConnect.com)) that seeks to support emerging companies operating in or developing businesses focused on aging and related care. The Fund’s investments align with the goals of its limited partner investors who consist primarily of organizations across the senior living and care, healthcare, and aging services landscape that have a significant interest in finding innovative solutions to improve the independence, quality and cost of care, and overall lives of the aging population.