



FOR IMMEDIATE RELEASE

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**ZIEGLER PUBLISHES WHITE PAPER ON THE ECOSYSTEM OF
WORKFORCE TECHNOLOGY SOLUTIONS FOR SENIOR LIVING & CARE**

CHICAGO, IL – JUNE 2, 2021 – Ziegler, a privately held investment bank, is pleased to announce the publication of its new white paper, “Understanding the Technology Ecosystem for Senior Living & Care – Volume 2: An Overview of Workforce Solutions” authored by Clayton Wilson, a research assistant at Ziegler, and Lisa McCracken, Ziegler’s director of senior living research and development.

To help educate providers and other smart aging constituents on the array of relevant healthcare technology offerings currently available, Ziegler is publishing a series of whitepapers titled, “Understanding the Technology Ecosystem for Senior Living & Care.” Our first paper in this series – “Volume 1: An Industry Primer” – provided a high-level overview of key technology subsectors relevant to smart aging. This whitepaper – titled “Volume 2: An Overview of Workforce Solutions” – serves as the second release in our technology-related publications and focuses exclusively on solutions that address labor-related challenges in the smart aging sector.

Workforce challenges such as employee recruitment, retention, engagement and cost have plagued smart aging providers in recent years. However, given the labor shortages that the sector is facing, and the strain that COVID-19 has placed on provider workforces, addressing labor-related dilemmas has become the top priority for many senior living and care organizations. As such, we have written this whitepaper, which discusses key workforce-related trends impacting the smart aging sector, including industry-wide challenges to recruit and retain employees, the shifting demographics that will likely exacerbate labor challenges, and the potential consequences of labor challenges for smart aging providers. Additionally, this paper explains and presents our view of key smart aging workforce technology sub-sectors, and lists a number of companies who are providing relevant and/or leading technology solutions that aim to help solve workforce challenges. It is our



hope that this document can help readers better understand the ecosystem of labor-focused technology solutions available to the smart aging community, and help providers explore the various ways workforce-centric technology can assist one's staff and community.

To help senior living and care providers and operators navigate the numerous technologies available to the smart aging community, Ziegler expects to continue publishing supplemental white papers that will review additional technology subsectors in depth and detail.

Ziegler's comprehensive healthcare approach integrates the company's domain knowledge, market insight, and industry relationships with its long-standing healthcare investment bank, leading healthcare M&A advisory practice, and healthcare industry focus.

To obtain a copy of the white paper, please visit: <https://www.ziegler.com/technology-ecosystem-volume2>

For more information about Ziegler, please visit us at www.ziegler.com.

About Ziegler:

Ziegler is a privately held, national boutique investment bank, capital markets and proprietary investments firm. It has a unique focus on healthcare, senior living and education sectors, as well as general municipal and structured finance. Headquartered in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory services, fixed income sales, underwriting and trading as well as Ziegler Credit, Surveillance and Analytics. To learn more, visit www.ziegler.com.

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.