



WHITE PAPER

Accountable Care Organizations (ACO) & Remote Patient Monitoring (RPM)

**Save your ACO millions
using RPM preventative
value-based care**

MEDICAL
accuhealth.

www.accuhealth.tech



MEDICARE SAVINGS

Using Accuhealth Remote Patient Monitoring ACOs see significant revenue savings within the first 30-60 days.

COST OF CARE BENCHMARKS WITHOUT RPM

\$16-22K COST TO MEDICARE

\$18K PER PATIENT BENCHMARK

- With RPM, total cost is **\$2160** to monitor patients 24/7/365, creating medicare savings for ACO as high as **\$15-18K/per patient**.
- Every preventable hospitalization/ED visit, can be considered as an average savings of **\$12K/per patient spend**.
- Of a **10,000 patient panel**, approximately **5% represent the majority cost** resulting from frequent ED visits and hospitalizations. With Accuhealth's effective 24/7/365 clinical monitoring, ACOs can benefit from reductions as much as **\$6,000,000 per annum** (*on the highest risk patients*).

X 10,000 PATIENTS = \$6,000,000 IN SAVINGS

(BASED ON 10,000 PATIENT PANEL)



ACO Deaconess Health System Case Study

ACO Deaconess Health System had been an early adopter of remote patient monitoring (RPM) technology when it was first introduced a decade ago, but manual data extraction left the impact of the program difficult to quantify.

Deaconess launched the program with one RN and 50 kits to target the high-risk readmission population. It expanded to include patients who frequently visit the emergency department and the ACO population.



"Since the program launched, we have monitored 342 unique patients," Flowers reported. "Three metrics we track are our 30-day readmissions, total readmissions and emergency department visits. By evaluating 180 days prior to starting RPM and 180 days post RPM, we have a good comparison to measure the impact of our program. **Our 30-day readmission rate dropped from 14% to 6%.** The data is analyzed in various ways with the same outcome."

Another metric being tracked is the total cost of care. Claims dollars are calculated using the same time frame of 180 days pre-and post-RPM start date. Deaconess has had a **\$7.4 million reduction in total cost of care** since the start of the RPM program. When the team analyzed the data by readmission risk cohorts (<10% risk, 10-19% risk and >20% risk of readmission), it consistently saw **total cost of care reductions in the >20% risk of readmission cohort**, Flowers said.

The overall patient satisfaction for RPM is 94%. The telehealth RNs establish a personalized care plan and build a relationship with each patient. The RNs focus on each individual patient's needs, in a proactive, rather than reactive way.

*Source <https://www.vivifyhealth.com/download/deaconess-2021/>

STAY UNDER THE BENCHMARK

Accuhealth will keep your spend under the benchmark. But how?

- › **24/7/365 clinical monitoring reviewing patient data** - capture the trends to prevent unnecessary hospitalizations.
- › **True EHR integration** so your RPM program feels like a natural extension of your clinic's existing processes and procedures.
- › By giving providers biometric patient data at their fingertips, **Accuhealth provides the tools and resources to prevent unnecessary hospitalizations.**
- › Data driven healthcare **allows physicians to provide proactive (rather than reactive) care.**

IMPROVED HEALTH OUTCOMES

The proof is in Accuhealth's data

OUR CLINICS' AVERAGE BLOOD
GLUCOSE IMPROVEMENT
OVERTIME WAS
-15 mgdl

AVERAGE SYSTOLIC BLOOD
PRESSURE IMPROVEMENT
OVERTIME WAS
-10 mmhg

AVERAGE DIASTOLIC BLOOD
PRESSURE IMPROVEMENT
OVERTIME WAS:
-8 mmhg

AVERAGE RESTING HEART RATE
IMPROVEMENT OVERTIME WAS:
-3 bpm

AVERAGE WEIGHT LOSS
IMPROVEMENT OVERTIME WAS:
- 16 lbs

*Improved patient experience, improved clinical experience,
better health outcomes, and reduction in cost of care.*

REDUCTION IN UNNECESSARY HOSPITALIZATIONS

How does Accuhealth Remote Patient Monitoring prevent unnecessary hospitalizations?

- › **Critical alert** by a nurse.
- › **Measurable biometric data** means better health outcomes.

Remote patient monitoring technology also has helped the health system **drop its 30-day readmission rate from 14% to 6%.**

Source: Healthcare IT News



REMOTE PATIENT MONITORING

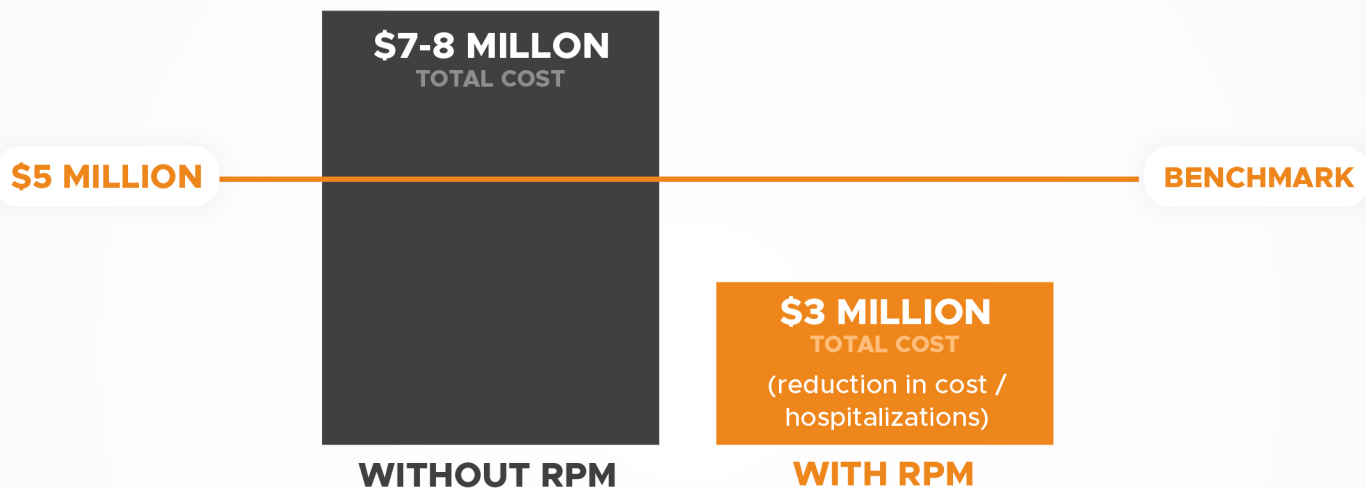
CORRELATES TO A 76% HOSPITAL READMISSION REDUCTION

Remote patient monitoring is reducing the risk of hospital readmissions. According to the University of Pittsburgh Medical Center, **RPM helped to reduce its readmission rate by 76%**.

Source: Business Insider

WITH VS WITHOUT RPM?

\$7 MILLION LOST vs **700,000 SAVED**



OUR CARE GOALS

- 1 Create a better patient experience**
by integrating a concierge-level care
- 2 Accomplish better provider participation**
by making it easy for physicians and clinicians to stay more connected to their patients and reducing cognitive overload
- 3 Reduce the overall cost of care**
by providing proactive care for chronic illnesses which reduces hospital visits, and therefore a lower overall cost of care
- 4 Enable better health outcomes**
by offering full EHR integration we are giving providers easily digestible patient information in their native application (we currently integrate with over 30 EHRs in the marketplace)

ACCUHEALTH'S AWARD-WINNING 'EVELYN' PLATFORM

Accuhealth remote patient monitoring includes 'Evelyn', our powerful AI-assisted technology that has been in production for the past 3 years. Evelyn has been aiding our HOC (*Health Operations Center*) and acts as a virtual assistant to enable better care coordination, increase patient engagement and reduce the burden on clinical staff.



By offering customers their preferred method of communication, via SMS, voice or telemedicine, **Evelyn sends personalized messages to drive patient involvement** in the management of their health, including monitoring reminders and follow-up on care instructions.

Evelyn also harnesses predictive analytics which can help providers identify high risk patients, anticipate adverse health events and reduce hospital visits.

To ensure the highest quality of care, Evelyn, combined with our 24/7/365 Health Operations Center, **routinely delivers 20,000+ touchpoints and over 72hrs of direct patient interaction each and every day.**

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BOOK A MEETING

Book a meeting today with an Accuhealth Sales Executive to design a customized Remote Patient Monitoring plan to keep your ACO below your benchmark and see significant revenue savings within the first 30-60 days.

Scan to easily book
a meeting or visit

www.demoRPM.com



Scan me!

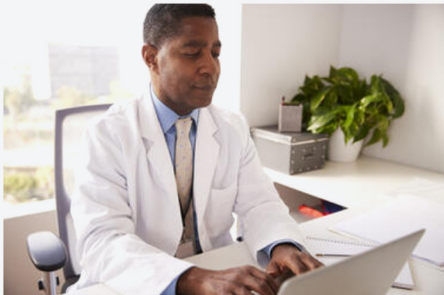
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CUSTOMER TESTIMONIALS



*"I have vetted many vendors over the years and this process was the easiest in terms of implementation while having a significant impact on the health of our patients. This is a tool that is helping our organization to bridge the health disparities gap for our patient population. The best part is that our patients and providers love this way of monitoring patient conditions. In addition, we have seen **statistically significant improvements** in reducing BP and glucose measurements."*

Gary B, Sr. VP of Health Operations, at a major FQHC serving over 100,000 patients annually



"Accuhealth has been an amazing resource for our practice, we have been able to follow trends of our geriatric patients much better. Their customer service has been top notch and they are very diligent and on top of all readings etc. This has also been a great revenue source in this financially hardened time due to the COVID-19 pandemic, it has created better care management when we can not see most of our patients due to geriatrics being such high risk."

Loetta W., Wasilla Internal Medicine

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