

DEMOGRAPHICS

COMPANY NAME & LOGO



PRODUCT NAME

Remote Patient Monitoring

LINK TO MARKETPLACE PAGE

marketplace.athenahealth.com/product/Tellihealth-Intelligent-Remote-Care-RPM-CCM

SOLUTION DESCRIPTION

DESCRIPTION OF SOLUTION

Tellihealth provides an easy-to-use and fully integrated remote patient monitoring service that allows doctors and clinicians to improve patient care with concierge level service while reducing the cost to payers.

KEY PERFORMANCE INDICATORS (KPIs)

- Increased patient medication adherence by 20%
- Increase revenue for clinics by up to 100%
- Increased patient loyalty and retention

ATHENAHEALTH PRODUCTS YOUR PRODUCT INTEGRATES WITH

- athenaCollector
- athenaClinicals
- athenaCommunicato



CUSTOMER TARGET

SPECIALTIES OF FOCUS

- Internal Medicine Family Practice OB
- FQHC
- RHC
- Direct Primary Care Other - Cardiology
- Other - Endocrinology
- Other - Pain Management

INFORMATION TO INFORM SALE

REFERENCEABLE CUSTOMER WITH ATHENAHEALTH

Please see attached case study with Valley Medical / Dr. Paul J. Helmuth, Baystate Medical

INTEGRATION PRICING MODEL

Simple and transparent pricing available on our homepage

FEATURE

COST

EHR Integration	No cost
First device per patient	No cost
Additional device per patient	\$100 / device
Patient onboarding fee	\$15 / patient
Consumables	No cost
99454	\$27.50, every 30 days
99457	\$25.50 each, every month
99458	\$20 each, every month*

*2nd unit of 99458 is provided at no additional cost

ANY ACTIVE PROMOTIONS (INCLUDE START/STOP DATES)

N/A

ELEVATOR PITCH FOR PRODUCT

Tellihealth is a remote patient monitoring company that fully integrates with your processes and procedures, and provides you with a 24/7 Healthcare Operations Center which provides better care to patients and generate additional revenue for clinics. Remote patient monitoring proactively reduces hospitalizations by giving physicians vital information to stay more connected to their patients and better manage health outcomes.

KEY RESULTS CUSTOMERS CAN EXPECT

Overall reductions in cost of care, reduction in patient hospitalizations and better performance metrics for your patients.

CUSTOMER REVIEW

“ Integration into our system was seam-less, and the data is available in real time in Athena and in the Tellihealth portal.

Tellihealth offers a full range of services so should someone have a high BP reading they are being contacted by an RN during after hours, alerts go to our care management team, and in high risk cases our providers. The best part is that our patients and providers love this way of monitoring patient conditions. In addition we have seen a statistically significant improvements in reducing BP and glucose measurements.

I have found the company to be very easy to work with, and dedicated to the needs of our patients. I have vetted many vendors over the years and this process was the easiest in terms of implementation while have a significant impact on the health of our patients. This is a tool that is helping our organization start to bridge the health disparities gap for our patient population.”

– Gary B, EVP of Health Operations at an FQHC responsible for over 100,000 patients

CAN YOU TELL US WHY YOU SCORED US SO HIGHLY?

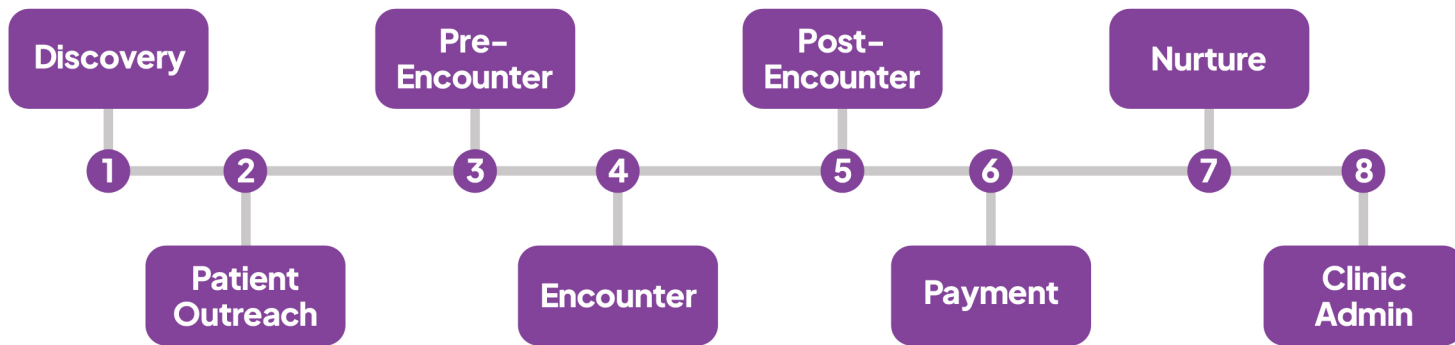
- Tellihealth has been extremely helpful in trying to control those difficult hard to reach patients. A lot of information, beyond just the vitals is communicated about some patients in order to help them that would normally never be understood.
- Reliable and a great resource for health care providers!
- Great support team, excellent service for the patient.
- Well run company

KEY PRODUCT FEATURES

- True EHR integration with athenahealth (patient readings go directly into actual vital sign fields, not just a PDF)
- 24/7 Clinical Response Team (English and Spanish speaking)
- Cellular enabled medical devices
- Autoclaims for billing
- Integrated referral process
- Clinical interactions *automatically* time tracked (for more secure audit trail)

DOES YOUR SERVICE OCCUR ON THIS PATIENT JOURNEY MAP?

IF SO, HIGHLIGHT WHERE IT TAKES PLACE

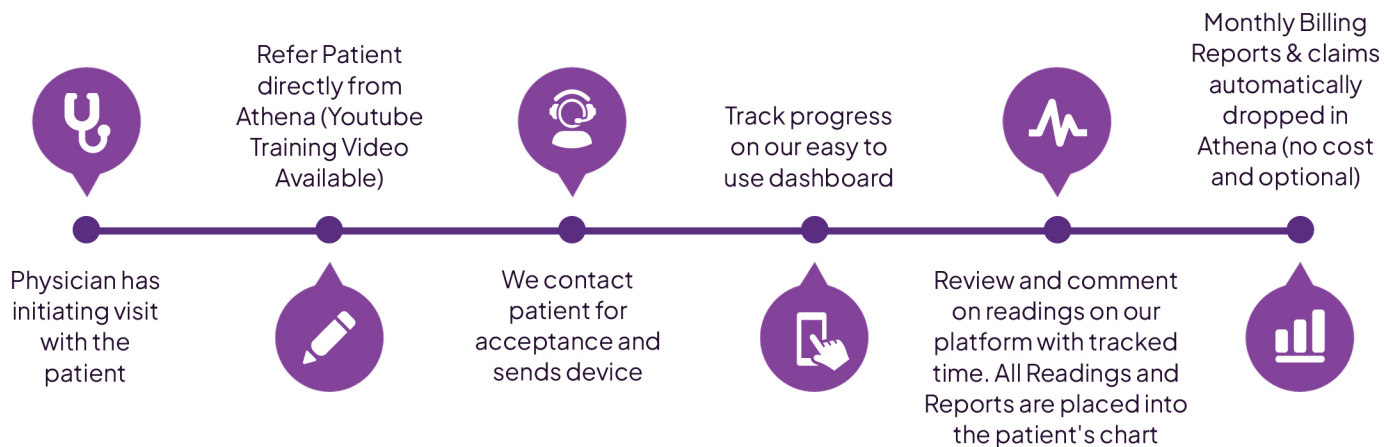


Our service occurs from Discovery phase all of the way until Post-Encounter to Clinic Admin

WORKFLOW

PLEASE PROVIDE INFORMATION LAYING OUT THE WORKFLOW THAT CUSTOMERS WILL USE WHEN THEY PARTNER WITH YOU

Easy 6 Step Process...



Simple Transparent Pricing

We bill you every month for the previous month's work. We only charge you for patients who meet billing thresholds.

- ✓ No long-term contracts
- ✓ No minimum commitments
- ✓ No capital outlay if you only order one device per patient
- ✓ Net 30, so that you have enough time to get paid first

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How Valley Medical Associates turned COVID-19 into an opportunity to provide better care and boost practice revenue using Remote Patient Monitoring

METRICS AT A GLANCE

150

patients onboarded in the first 60 days

210%

ROI in the first 60 days

Average reimbursements of **\$150**
per-patient/per-month

3500+

Number of readings per month

97%

patient adherence

all metrics provided by Tellihealth and Valley Medical Assoc.

“ In addition to helping us maintain good patient care and establish a new revenue stream, Tellihealth's RPM platform helps our practice acquire the digitally-recorded blood pressure readings we need to report to payers. Presently, over 60% of the patients in our practice have insurance coverage that includes upside and downside risk related to clinical quality measures. Tellihealth positions us for ongoing success in these value-based care arrangements. ”

*- Paul J Helmuth, M.D., Baystate Medical Practices
Medical Director for Quality & Population Health*

CHALLENGE

COVID-19 caused nationwide drops in in-person patient encounters and made it difficult for physicians to monitor their patients with chronic conditions

Valley Medical Associates, a primary care practice in Massachusetts providing adult and pediatric care, was seeking a solution to monitor and continue to provide high-touch care to its patients with chronic conditions such as hypertension and diabetes, but without exposing their patients or their staff to additional risk from in-person visits during the COVID-19 pandemic. Valley Medical sought an RPM program that would ship monitoring devices such as internet-enabled blood pressure machines and glucometers directly to patients' homes and manage all hardware and software issues remotely; they did not want to store devices and bring patients into the office to onboard them. Also, the practice wanted to avoid the complexity of smartphone apps, Bluetooth integration, logins and passwords for patients, knowing that these would be barriers to use for many older patients.

SOLUTION

Valley Medical partnered with Tellihealth to provide its complete turnkey RPM program including no-cost devices shipped direct to patients, seamless integration with clinic's existing processes and athenahealth EHR

Valley Medical searched the athenahealth Marketplace for a partner to provide a remote patient monitoring (RPM) solution that would integrate with its EHR and found Tellihealth. Tellihealth met all of Valley Medical's key requirements, including the ability to order RPM directly from the EHR, ability for readings to flow back into the EHR into the vital sign fields so that they can be reported for quality reporting purposes, turnkey management of all hardware and software, free EHR integration, automated RPM claims creation, 24/7 English and Spanish speaking clinical team to provide first-line clinical monitoring, automated time tracking for time-based codes, cellular-enabled (non-Bluetooth) devices, and a secure audit trail. Valley Medical was able to onboard and start ordering RPM within 48 hours through Tellihealth's seamless athenahealth EHR integration.

RESULTS

Valley Medical was able to rapidly onboard more than 150 patients, providing high-touch care to their most in-need patients and generating significant recurring revenue to replace and exceed revenues lost from in-person visits due to COVID-19

Valley Medical was able to achieve the Quadruple Aim to optimize the healthcare experience for patients and its providers: 1) They improved their patients' experience by providing a safe and easy way for patients to have their chronic conditions monitored without needing to expose themselves to COVID-19; 2) They improved the health of their patient population by providing closer monitoring and increased opportunities for care despite the pandemic; 3) They helped reduce the cost of care for these patients by helping reduce complications from chronic conditions by managing them more tightly; and 4) They improved the work life of their provider team by maintaining financial viability without increasing stress or workload in an era where many practices were folding. Seeing the tremendously positive feedback from patients and their families, each month the providers are adding more patients to this invaluable program.



**Integrate with Tellihealth today by visiting
the athenahealth marketplace**

athenahealth is in financial agreements with both Tellihealth and Valley Medical Associates.

SOCIAL CHANNELS AND CONTACT INFORMATION

For all sales inquiries please contact sales@accuhealth.tech

or book a demo using the link demoRPM.com

 Facebook facebook.com/Telemonitoring

 Twitter twitter.com/accuhealth15

 Instagram @telemonitoring

 LinkedIn linkedin.com/company/telli-health



INTELLIGENT CARE, ANYWHERE

www.tellihealth.com

