



Aging Services Technologies: Opportunities for Partnership with Long- Term, Post-Acute and Community Care Providers

with MAJD ALWAN, PH.D.

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Why CAST? Why is Technology a focus area for LeadingAge?



- Technology is a business imperative.
- Increasing demands for documented quality.
- Increasing pressures for improved communication and coordination.

Models & Enabling Technologies

Integrated/ Coordinated Health Care

- + Interoperable EHRs & HIE
- + Remote Monitoring/
Telehealth
- + Care coordination tools

Community-Based Support Services

- + Interoperable EHRs & HIE
- + Remote Monitoring/
Telehealth
- + Care coordination tools

- + Remote monitoring and
assistive devices
- + Wellness & quality of life

Real Estate Based

- + Interoperable EHRs & HIE
- + Remote Monitoring/
Telehealth
- + Care coordination tools

- + Remote monitoring and
assistive devices
- + Wellness & quality of life
- + Facility management

[http://www.leadingage.org/uploadedFiles/Content/
About/CAST/CAST_Scenario_Planning.pdf](http://www.leadingage.org/uploadedFiles/Content/About/CAST/CAST_Scenario_Planning.pdf)

Aging Services Technology (AST) Study



U.S. Department of Health and Human Services
Assistant Secretary for Planning and Evaluation
Office of Disability, Aging and Long-Term Care Policy

REPORT TO CONGRESS:

AGING SERVICES TECHNOLOGY STUDY

June 2012

<http://aspe.hhs.gov/daltcp/reports/2012/ASTSRptCong.pdf>

<http://aspe.hhs.gov/daltcp/reports/2012/ASTSRptCong.shtml>

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Care Issues, Prevalence and Cost

- Chronic Conditions 80% \$484B + \$279B Caregiving
- Medications 400K ADEs <50% Adherence \$177B
- Falls 33% \$19B
- Cognitive Impairments 16% \$183B
- Vision (44%) and Hearing Loss (up to 40%) \$179B
- Depression 1-25% \$83B
- Immobility 4-11% \$17.1B
- Functional Decline 25-83% \$236B ADL/IADL, \$375B (\$522B is the 2014 estimate) in family caregiving.

**8 Conditions
Cost over \$1
Trillion**

Prevention

offers the Best ROI

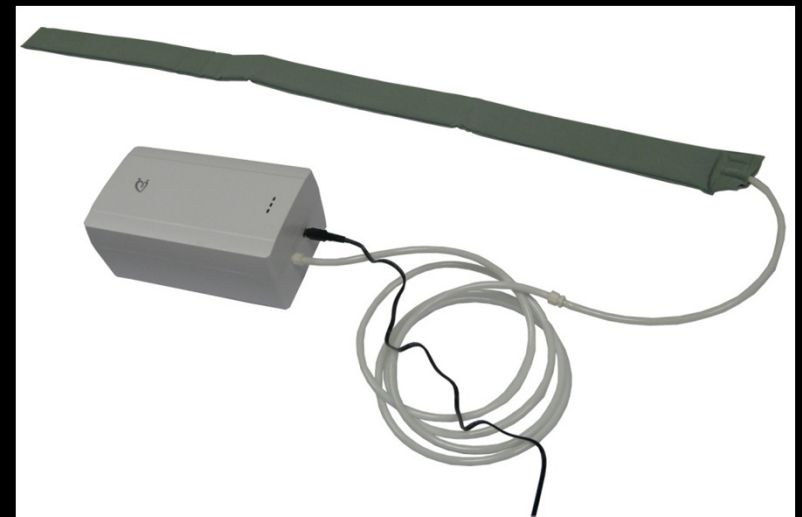
TECHNOLOGIES FOR TELEHEALTH



TECHNOLOGIES FOR MEDICATION ADHERENCE



TECHNOLOGIES FOR WELLNESS (ENVIRONMENT)



Vision

High-Tech Aging:

<http://www.leadingage.org/high-tech/>

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Challenge

Slow Adoption

Why is Adoption Slow?

- Lack of Awareness
- Variability of Evidence of Value
- Absence of Business Models.

Evidence of RPM Technologies

- Strong evidence of efficacy, especially when patient and physician are engaged
- Evidence of cost-effectiveness is weaker.

Important Immediate Opportunities

- Health Reform Initiatives:
 - *ACOs*
 - *Bundling of Payments initiatives*
 - *Duals Programs*
 - *Medicaid Managed Care*
 - *Hospital Readmission Reduction Program.*
- **National demonstrations of innovative care models that are led by, or truly emphasize long-term and post-acute care:**
 - Start with cost-effectiveness evaluation of efficacy-proven technologies
 - Large scale demonstrations
 - Evaluations should be conducted in partnership with payers (CMS, Medicaid, private insurance, employee benefit programs, etc.) and providers, supported by technology companies.



CAST Tools

CAST Technology Selection Tools



EHR



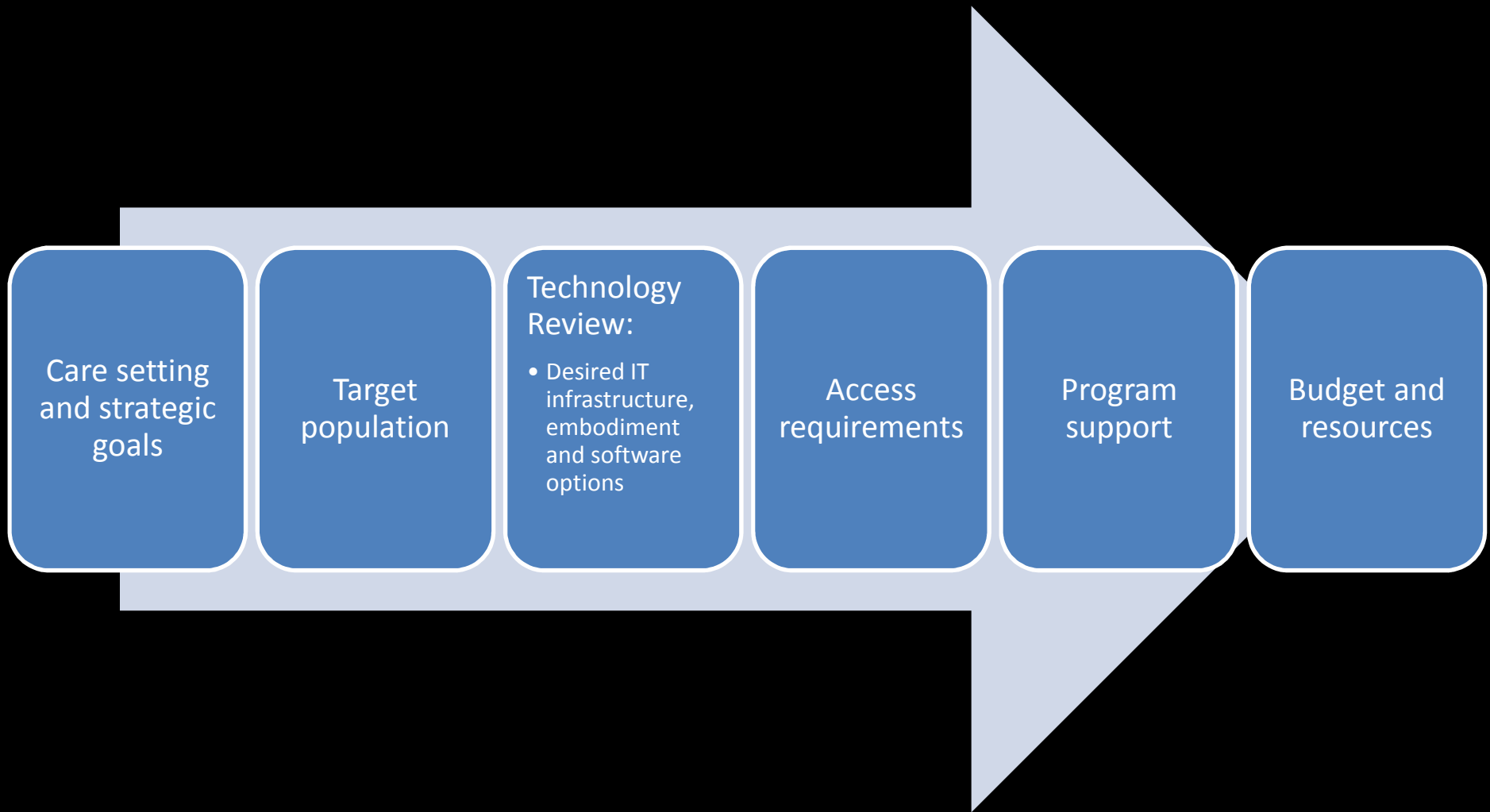
Telehealth/RPM



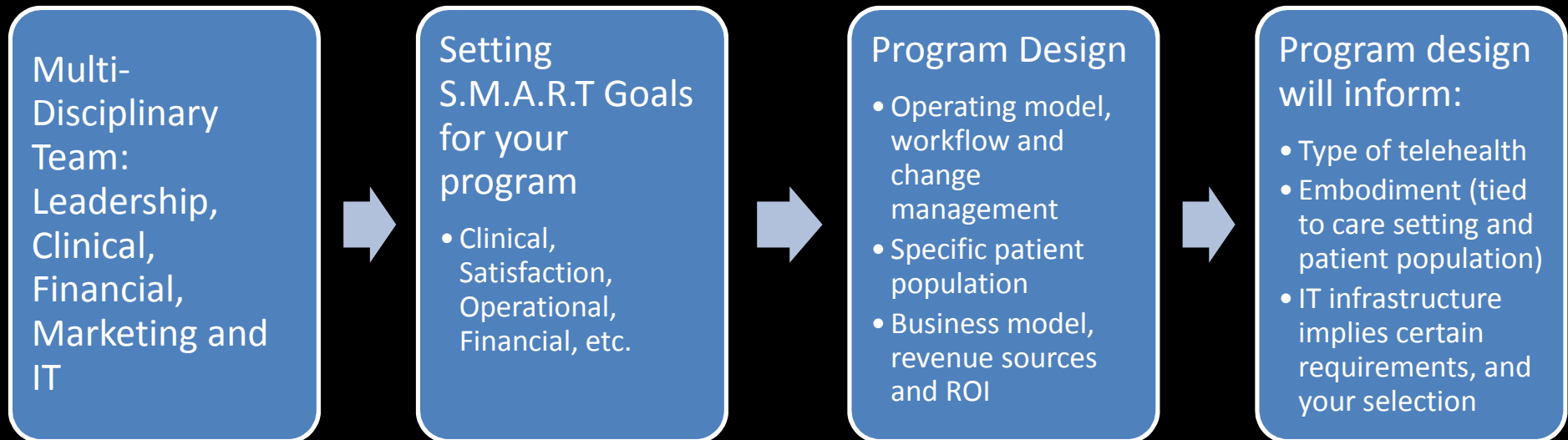
Medication Management

http://www.leadingage.org/Technology_Selection_Tools.aspx

Visioning & Strategic Planning



Operational Planning



Participating Vendors



Online Telehealth Selection Tool



CAST Telehealth and RPM Selection Tool

Thank you for using the CAST Telehealth and Remote Patient Monitoring (RPM) Selection Tool. This tool will be most useful after you have read our [2014 Telehealth & RPM Whitepaper](#) to understand the planning and requirements identification process.

We highly recommend convening a multidisciplinary team to define requirements for your organization's telehealth program.

Once you have defined such requirements, this tool can help you learn which of the reviewed telehealth and RPM products might meet your needs.

If you receive no results, consider excluding less important requirements to broaden the possibilities.

Our [2014 Telehealth Selection Matrix](#) provides a detailed review of available products and the functionalities they offer that allows you to drill down on the products shortlisted using this tool.

Business Line/Care Applicability

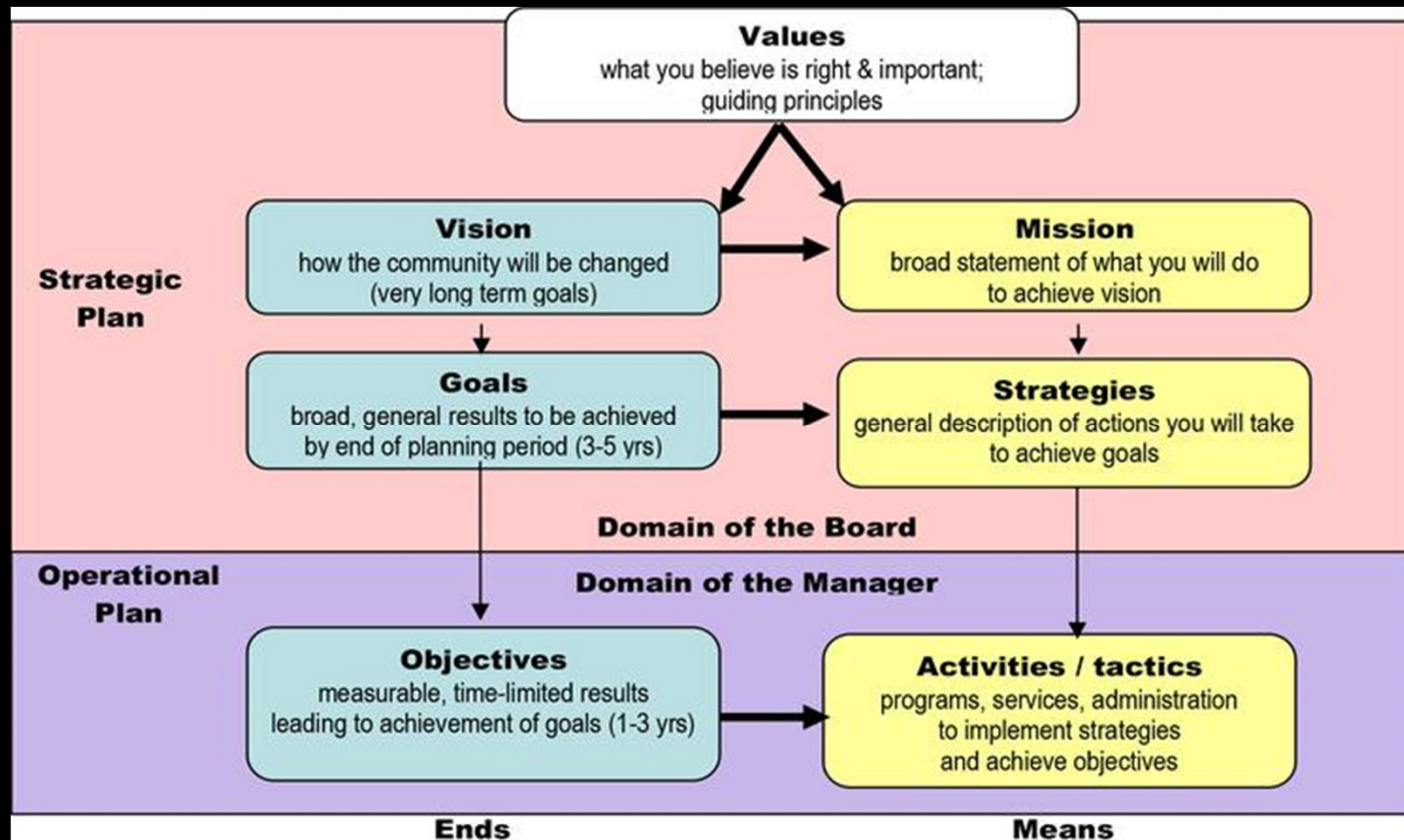
I need a telehealth and/or RPM system for:

- | | |
|--|--|
| <input type="checkbox"/> Physicians' Offices | <input type="checkbox"/> Long-term Acute Care Hospitals |
| <input type="checkbox"/> Emergency Department | <input type="checkbox"/> Long-term Care Rehab Facilities |
| <input type="checkbox"/> Hospitals | <input type="checkbox"/> Skilled Nursing Facilities |
| <input type="checkbox"/> Attending LTPAC Physician | <input type="checkbox"/> Intermediate Care Facilities |
| <input type="checkbox"/> Housing with Services | <input type="checkbox"/> Intellectual Disabilities/Mental Retardation/Developmental Disabilities (ID/MR/DD) Facilities |
| <input type="checkbox"/> Home Health/Home Care | <input type="checkbox"/> Continuing Care Retirement Communities (CCRC) |
| <input type="checkbox"/> Hospice | <input type="checkbox"/> Program of All-Inclusive Care for the Elderly (PACE) |
| <input type="checkbox"/> Adult Day Care/Senior Centers | <input type="checkbox"/> Accountable Care Organizations (ACO)/Integrated Delivery Networks (IDN) |
| <input type="checkbox"/> Assisted Living Facilities | <input type="checkbox"/> Multiple Site Integration |

<http://www.leadingage.org/telehealth/search.aspx>

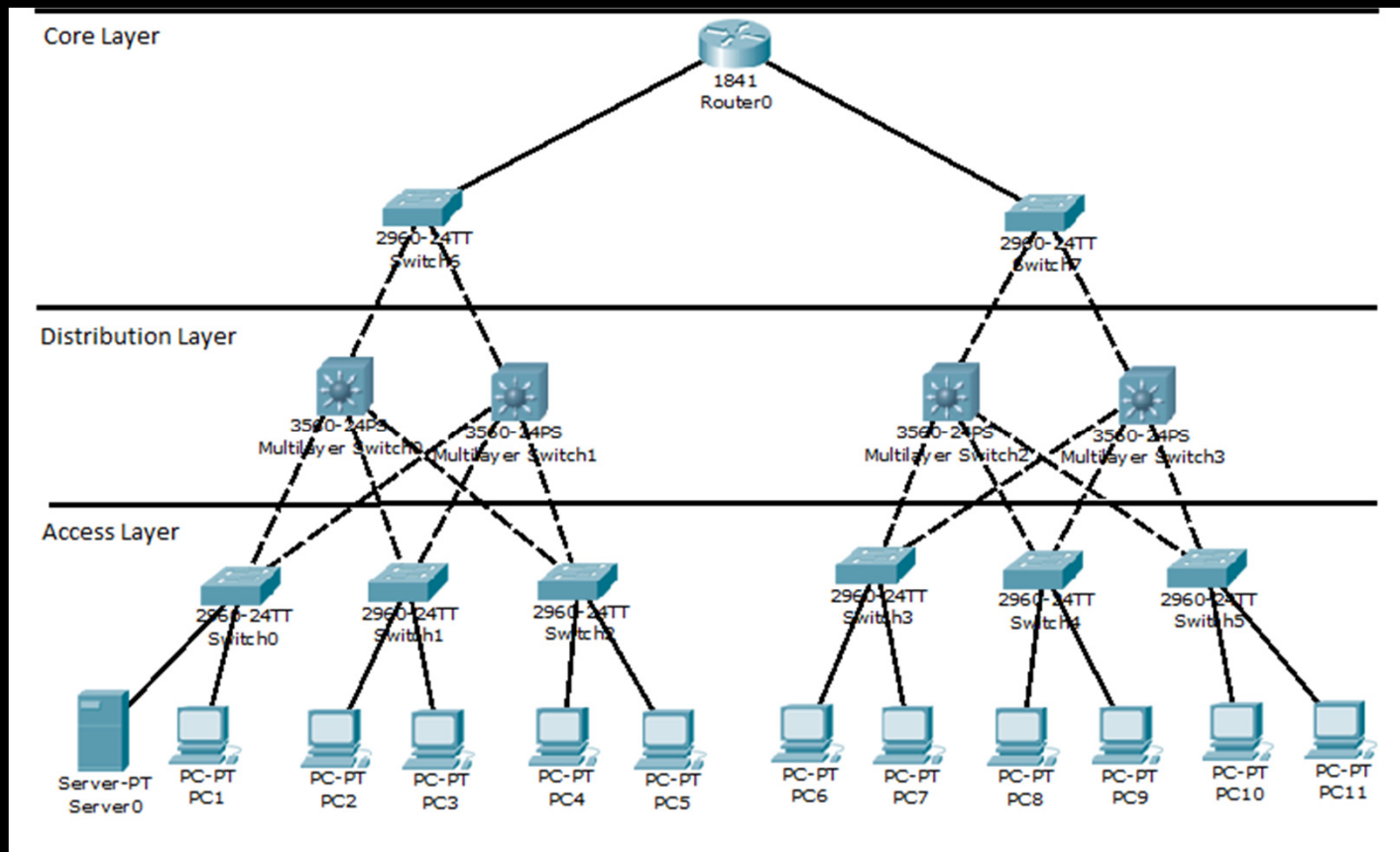
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CAST Strategic Planning & Strategic IT Planning Workbook



<http://www.leadingage.org/strategicitplanning.aspx>

CAST Strategic Planning & Strategic IT Planning Workbook



[http://www.leadingage.org/
strategicitplanning.aspx](http://www.leadingage.org/strategicitplanning.aspx)

Strategic Planning and Strategic IT Planning for Long-Term and Post-Acute Care (LTPAC) Providers:

A "HOW TO" WORKBOOK

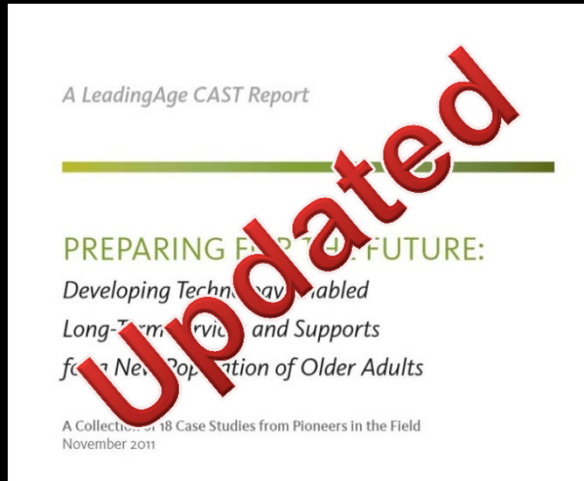
WORK
BOOK

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[http://www.leadingage.org/
strategicitplanning.aspx](http://www.leadingage.org/strategicitplanning.aspx)

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More CAST Tools to Come...



Update Business
Case Studies



Educational
Modules



Activity/
Behavioral
Monitoring

Encouraging Continuing Innovation



ABOUT

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Engage With Age

Solving Challenges Related to Aging.

Special Thanks to The Asbury Group and Ziegler

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<http://leadingagehackfest.org/>

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Thank You...

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