



**SUCCESS STORIES:
NEW CARE MODELS**

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Corporate Overview

Our Vision :

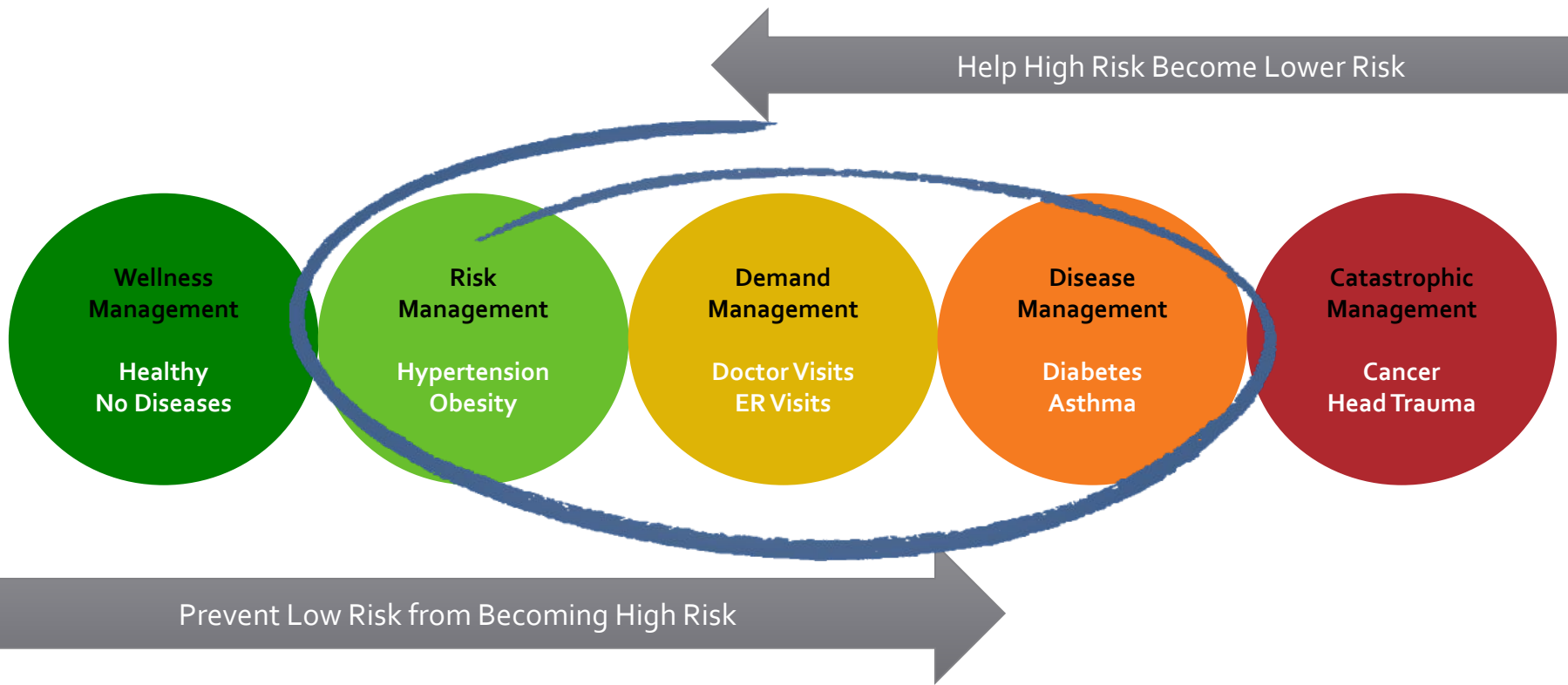
Bring the future of healthcare into focus by uniting providers, processes, and technologies to deploy highly effective yet cost-efficient care to patients



Strategic Partners



Chronic Care Management



Remote Patient Monitoring

Remote Patient Monitoring: A Chronic Care System where “High Touch” meets “High Tech”



Claims are analyzed to identify suitable patients



Patients and medical providers are trained on system



Patients measure and track health data



Patient health data sent securely to RPM nurses



Health trends are displayed on a user-friendly dashboard



Regular review of health trends provide teachable moments



Patients modify their behavior and take ownership of their health



Alerts are escalated to the medical provider



Medical Providers review health data and make real time adjustments in care

ROI for RPM

RPM delivers a staggering ROI for each individual with chronic disease:

Without RPM:

VS.

With RPM:

One day hospital stay* \$2,090

One ER visit** \$2,168

One ER visit +
hospital stay

\$4,258 VS. \$3,000

 InScope Health



One YEAR Remote
Patient Monitoring

One year of RPM pays for itself when saving one night in the ER.

Data sources = * <http://kff.org/other/state-indicator/expenses-per-inpatient-day/>

** <http://www.theatlantic.com/health/archive/2013/02/how-much-does-it-cost-to-go-to-the-er/273599/>

Traditional Settings for RPM FQHC

64 Participants	Pre RPM 6 Months Prior to RPM	During RPM 6 Months During RPM	Post RPM Proven Long-term Results Over 3 Years
Hospital Bed Days	199	99	83% Reduction
ED Visits	27	5	79% Reduction
Hospital and ED Charges	\$1.34M	\$382K	87% Decrease

The RCCHC study was validated by the Wake Forest School of Medicine, and demonstrates that Remote Patient Monitoring influences patient behavior which leads to persistent health benefits and cost containment.

Traditional Settings for RPM

Rural CHC

Central Oregon Telehealth Network (COTN)

- Medical home teams to rapidly enhance the efficacy of its Patient-Centered Medical Home (PCMH)
- After 6 months:

4% reduction in BP Readings greater than 140/90
Average Weight Loss: 5.1lbs
% reduction in A1C
4% reduction in LDL



New Settings for RPM

Self-Insured Enterprises

National Trucking Company

Clinical Outcomes

- ▣ **8%** : Reduction in A1c Levels
- ▣ **4.2%** : Average BP Systolic Reduction
- ▣ **3.1%** : Average BP Diastolic Reduction
- ▣ **100%** : Final PAM Score 3 or Higher

National Restaurant Chain

Cost/Compliance Outcomes

- ▣ **83%** : Cost Savings during RPM
- ▣ **12%** : Additional Savings 3-months Post-RPM
- ▣ **80%** : Participant Compliance
- ▣ **13%** : Increase in PAM Activation Scores





THANK YOU

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