Driving Scale in Remote Patient Monitoring

Live tweet - #telehealth2016
Remote Patient Monitoring

- **14** Years in Business
- **3** Continents
- **28** Hospital Groups
- **10** million readings
CareMore Heart Failure Program

 Participating CareMore patients experience:

• **45%** Fewer Admissions
• **27%** Lower Hospital Days
• **47%** Fewer Readmissions

With a **97%** Adherence Rate

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**Notes**
CareMore 2013 health metrics. Based on program participants with diagnosis of CHF who received Ideal Life wireless scale (In Program) and individuals who did not (Not in Program).
Community Paramedicine Remote Patient Monitoring Program

• Implemented across Ontario to keep chronically ill patients safe at home and out of the hospital
• $2M Funding by Canada Health Infoway and CFDC
• 1,500 patients, 6 month duration, 2 year period
• Community Paramedics perform all services
• Reduction in Hospitalizations, ER Visits, and Transport Time
Key Factors in Driving Scale

- Strategic organizational fit with executive buy-in
- Vendor as a partner
- Program Champion
- Unobtrusive technology with simple patient interface
- Seamless integration into current processes
Key Factors in Driving Scale

- Leveraging existing resources and investments
- Outcome measurements (Cost, Quality, Utilization)
- Alternative outcomes (Staff Time, Patient Activation, Brand Loyalty)
- Inclusion of reimbursement (If available)
- Return on investment
Resource Considerations

Up to 100

• Individual Identification
• Pairing/Kitting
• Home Installation
• Current Staff
• Inventory On-Site
• Price

100-500+

• Mass Identification
• Auto Pairing
• Direct Ship
• Call Center
• Vendor Management
• Cost

Importance of Standardization
Thank You

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