The Ultimate Guide to

REMOTE PATIENT MONITORING DEVICES

telli health

www.tellihealth.com

The Ultimate Guide to Remote Patient Monitoring Devices

Will Dos Santos is a Remote Patient Monitoring Device Expert, Telecommunications Specialist and Head of Sales for Telli Health - the industry's most accurate and reliable RPM devices. Will successfully helped negotiate Telli Health's global cellular connectivity, gaining access to over 750+ cellular carriers in over 191 countries.

Virtual healthcare is officially an essential pillar to delivering value-based healthcare today. 90% of Patients want a digital health connection with their doctor, and Remote Patient Monitoring is expected to reach $31.1 Billion by 2023*.

Here is an overview of everything you need to know before choosing a device provider and investing in your connected care program. What to avoid and what to look out for.

The first rule of thumb is a simple one - **remote patient monitoring devices should always be easy to use and easy to understand for both patients and providers.**

Source mHealth Intelligence

What is Remote Patient Monitoring (RPM)?

In its simplest definition, **RPM or Remote Patient Monitoring is the use of technology that allows for healthcare to be provided to patients at a distance.** In other words, RPM simply entails using technology to collect, transmit, and analyze patient health data. Whether from home, or another remote setting external to a traditional clinic, RPM makes it possible to manage health without the added barriers created by physical care.

In addition to providing convenience, RPM improves accessibility to healthcare, and has been shown to increase care quality, lower health risk, and reduce financial burdens on both patients and healthcare systems.

Remote Patient Monitoring also makes it possible to better tailor care to the lived realities of patients and the diseases they manage. Many studies support this benefit, with RPM programs used for conditions both chronic and temporary seeing measurable improvements in patient health outcomes.

What are some examples of Remote Patient Monitoring (RPM)?

While RPM has existed in some basic form for a while, **as telehealth technology has advanced, so have the tools used to remotely monitor patients in safer, more effective ways.** Today, the devices and systems used in effective Remote Patient Monitoring provide 24/7 observation, alerting, and clinical support.

Common contemporary examples of Remote Patient Monitoring (RPM) include cellular-enabled biometric monitoring devices that continuously and accurately collect and analyze health data. This includes everything from blood pressure and glucose levels to weight fluctuations and signs of allergic reaction, temperature, and pulse oximetry, in addition to many other critical health insights.

What Are Some Common Applications of Remote Patient Monitoring and What Type of Devices Are Used?

While RPM has many contemporary applications, **the benefits of Remote Patient Monitoring have made enormous strides in the management of chronic conditions.** Chronic diseases, such as diabetes, hypertension, heart disease, and many more, affect nearly half of the American population.

Chronic conditions also account for the highest expenditures and burdens on our healthcare system. These facts illustrate the critical need for effective, accessible treatment models that accommodate the lived realities and limitations of over 133 million Americans.

Diabetes management is one example of enormously successful applied RPM. Patients suffering from this disease must be in constant awareness of their blood glucose levels, and must act quickly when levels become irregular. Without consistent observation of these frequently fluctuating levels, life-threatening complications are likely to occur.

Remote Patient Monitoring provides a unique solution to this incurable, high-risk disease. Professional RPM providers, such as Accuhealth, provide devices and platforms that create consistent data transmission, and that send alerts to both patients and their providers when readings become irregular or require medical intervention.

Diabetic patients using RPM services are best treated through the use of a **4G LTE connected glucometer that transmits data directly from patient to doctor.** This reduces the risk and occurrence of emergencies, including fatal complications.

Hypertension, also known as high blood pressure, is another example of how RPM can not only provide adequate care, but it can actually improve care quality over traditional methods. One third of Americans will suffer from hypertension in their lifetime. This wide-spread health crisis is in desperate need of effective treatment solutions.

The lack of visible symptoms associated with high blood pressure makes it a challenging disease to manage. leading to common life-threatening issues amongst patients such as heart attacks and strokes.

Fortunately, the realities of treating high blood pressure fit perfectly with the benefits Remote Patient Monitoring provides. Traditionally, patients with hypertension were required to go to clinical settings to have their blood pressure assessed, and then manually record their levels at home. This results in missed readings, and recurring misinterpretation of data, which increases the risk of emergencies.

Today, RPM provides a much better solution: around the clock monitoring and data transmission of blood pressure readings, all without leaving the house. With this model, the tedious and often inaccurate process of patients manually noting and tracking biometric readings is removed, lowering risk and empowering both patients and providers in managing and improving health. Using accurate, reliable and easy-to-use devices is paramount to the success of your RPM program, so let's get started...

What to look for when selecting a device provider?

Easy to Use Hardware

- **Plug-and-play devices that ship directly to your patients** and connect cellularly without any third party app requirements like Bluetooth or wifi.

- **Single-touch device reading** with the press of a button that automatically transmits to the provider/directly in the patient's EHR

- **RPM vendor should educate the patient** on how to take an accurate reading from home.

Always Accurate & Reliable

- Make sure devices are clinically validated and rigorously tested, **CE certified and/or FDA approved,** so you and your patients can trust your readings each and every time.

- There have been reports of inaccurate Blood Pressure devices in the marketplace, so make sure your devices are accurate - otherwise you could be putting your patients and your practice at risk.

Cellular Connectivity

- Demand cellular connectivity that is plug-and-play / one-touch operation so that your patients are not reliant on another barrier to technology with third party apps like Bluetooth or wifi.

- Choose a hardware provider who has negotiated access to all major cellular carriers across the US (and globally) to ensure your devices will work seamlessly anywhere. This should include Verizon to ensure the best coverage possible and the greatest reach.

- Cellular connectivity of devices should always have the ability to roam multiple networks anywhere in the world for global coverage.

- Telli Health devices are Verizon certified and work in 655+ networks and 190 countries.

Cost Effective

- **Volume Tiered Pricing** - Find cost-effective devices with flexible pricing models so that you can focus on growing your RPM program without worrying about monthly costs.

- Look for bulk discounts / cumulative volume pricing, so that you can scale your RPM program with ease.

- **You should have multiple purchasing options** - directly through the vendors website, through a member of the sales team (for bulk orders) or through the device providers purchasing API.
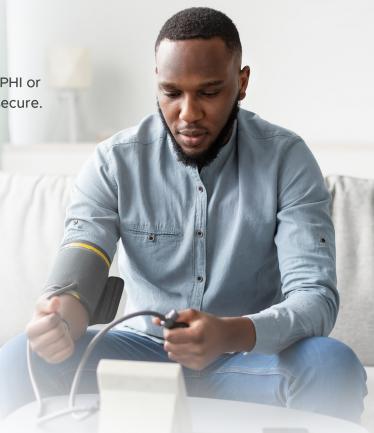
Privacy Requirements

- Choose a device provider who doesn't house any HIPAA PHI or PCI data, to ensure your patient data is always safe and secure.

- **Patient data and patient readings should always be encrypted at-rest, as well as in-transit.**

Batteries & Device Memory

- **Only use devices that store old readings in the device memory.** In this case, if any connectivity issues occur, old readings will be stored in the device and transmitted or 'pushed' once a secure connection is established so that no old readings will be lost.

- Make sure the devices you select only use lithium ion batteries, so that the power lasts the longest on a single charge.

Patient Adherence

- Devices that work on multiple cellular networks will transmit readings more consistently and enable providers to increase patient adherence and thus increase revenue.

- **Complicated or difficult to use devices always lead to trouble for patients and providers.** Physicians are not tech-support and should never be asked to troubleshoot devices for their patients.

- If your device is not plug-and-play and relies on third party connectivity like Bluetooth or wifi, your patient adherence will drop significantly because of the complicated setup for patients and difficult pairing issues like the need for passwords or wifi connectivity.

Inventory & Shipping

- Make sure to choose a hardware provider with an Inventory Center that houses a full stock of products and can process thousands of orders a day to keep up with demand. There are device shortages and SIM card shortages regularly in the market.

- Ensure all devices can be easily shipped to the provider (or drop-shipped directly to the patients' homes) with tracking numbers provider and confirmation of fulfillment and delivery.

Device Consumables

- Your hardware provider should be able to offer all Glucometer device consumables from the same point of sale.

- Test strips and lancets should be available on a subscription basis or a la carte, depending on your customers' needs.

CUSTOMER TESTIMONIALS

★ ★ ★ ★ ★

Dr. Evan Levine, Cardiologist with over 35 Years of Experience

" *Your patients deserve the best. The Telli Health devices are hands down the most accurate and easiest to use connected care devices on the market. One-touch readings are a breeze for my patients and most importantly, readings are always accurate. If you have a remote monitoring program and are not using Telli Health devices, you're making a mistake.* "

★ ★ ★ ★ ★

Accuhealth CEO Stephen Samson

" *Patient care is always our primary concern at Accuhealth. Knowing that our devices are always accurate, without geographical or connectivity limitations is truly revolutionary for remote monitoring. Telli Health devices give us an edge over our competitors by allowing us to deliver value-based in-home healthcare to patients living in the most remote locations across the United States.* "

See some metrics at a glance from RPM Vendor Accuhealth, once switching to Telli Health devices...

35% COST SAVINGS	**30 mmhg** REDUCTION IN SYSTOLIC & DIASTOLIC BLOOD PRESSURES	**30%** IMPROVEMENT IN UNIQUE DAILY TRANSMISSIONS

50% REDUCTION IN PATIENT CHURN	**90%** REDUCTION IN SUPPORT COSTS

To start using the industry's most accurate and reliable connected care devices today, please schedule a meeting with Will Dos Santos using the button below or visit **www.tellihealth.com/meeting**

CLICK HERE TO SCHEDULE A 1:1 MEETING

See improvements in patient adherence and quality of care!

1 (888) 458 - 5423

support@tellihealth.com

telli health

tellihealth.com