Remote Patient Monitoring (RPM)

WHAT IS RPM?
THE USE OF DIGITAL TECHNOLOGY TO MONITOR A PATIENT’S HEALTH REMOTELY.

This enables improved care while reducing healthcare delivery costs. Consistent monitoring improves an individual’s quality of life by allowing their provider to monitor trends and provide early detection of health issues.

WHO QUALIFIES?
Your patients with one or more chronic conditions.

45%
Average physician patient population who would qualify.

 earning more money while providing improved patient care with little to no extra work.

STEPS TO SUCCESS
1. Prescribe kit: Kits are acquired and given to the patient.
2. Develop care plan: Providers develop a specific care plan.
3. Monitor Patients: 20–60 minutes per month via staff.
4. Alerts occur: Notifications allow the provider to intervene.
5. Unprecedented revenue opportunity: Providers are paid incremental reimbursements.

HOW IT HELPS

Reduced overall costs of care by 34.5% measured through reductions in hospitalizations, days in the hospital, professional services and outpatient costs.

Reduced hospitalizations by 49.5% from a monthly rate of 10.9 hospitalizations per 100 patients before the program to a rate of 5.5 acute and long-term hospitalizations after enrollment.

Reduced number of hospital days by 50% from a monthly average of 60 days per 100 patients before enrollment to 30 days per 100 patients after enrollment.

Improved patient satisfaction by 25% measured after enrollment across 25 healthcare organizations.

Reduced the 30-day readmission rate by 75% from 20 percent prior to enrollment to 5 percent after enrollment.

Improved medication compliance by 13% measured after enrollment across 25 healthcare organizations.

Source: Banner Health AIC Program - Health Intelligence (2017), KLAS Study (October 2018)
3 KITS COVERING 4 DISEASE STATES

All kits come equipped with an Android tablet and appropriate medical device for condition being monitored.

**DIABETES KIT:**
- Android tablet
- Connected blood-pressure cuff
- Connected scale
- Test strips control solution
- Wireless blood-glucose monitor with lancing device
- A1C testing option

**HYPERTENSION KIT:**
- Android tablet
- Connected scale
- Connected blood-pressure cuff

**CHF KIT:**
- Android tablet
- Connected scale
- Connected blood-pressure cuff
- Pulse oximeter

RPM reimbursement falls under the following CPT codes:

<table>
<thead>
<tr>
<th>CPT Codes</th>
<th>CPT Code Description</th>
<th>Reimbursement*</th>
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</thead>
<tbody>
<tr>
<td>99453</td>
<td>Initial setup and patient education on use of equipment</td>
<td>$21.00 (onetime fee)</td>
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<tr>
<td>99454</td>
<td>Supply devices, collection, transmission, and report/summary services to the clinician</td>
<td>$69.00</td>
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<tr>
<td>99457</td>
<td>Remote physiologic monitoring services by clinical staff/MD/QHCP for first 20 minutes of RPM services</td>
<td>$54.00</td>
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<tr>
<td>99458</td>
<td>Remote physiologic monitoring services by clinical staff/MD/QHCP that exceeds first 20 minutes of RPM services</td>
<td>$43.00 (estimation)</td>
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* Based on current CMS Physician Fee Schedules

**NOTE**—No cost to patient or provider if dual eligible health coverage.

**Differences Between RPM and Critical Care Medicine (CCM)**

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<thead>
<tr>
<th></th>
<th>RPM</th>
<th>CCM</th>
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<tbody>
<tr>
<td><strong>Patient Eligibility</strong></td>
<td>Any</td>
<td>Patients with 2+ chronic conditions</td>
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<tr>
<td><strong>Reimbursement</strong></td>
<td>Up to $209 per member per month</td>
<td>$42 per member per month</td>
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<tr>
<td><strong>Staff Requirements</strong></td>
<td>Physicians, QHP, Staff</td>
<td>Physicians &amp; QHP</td>
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<tr>
<td><strong>Monitoring</strong></td>
<td>20 minutes/month</td>
<td>20-60 minutes/month</td>
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<tr>
<td><strong>Availability</strong></td>
<td>Virtual Dashboards</td>
<td>24/7 access required</td>
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<tr>
<td><strong>Billing</strong></td>
<td>Calendar month</td>
<td>Calendar month</td>
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