

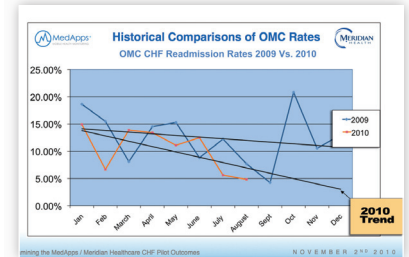
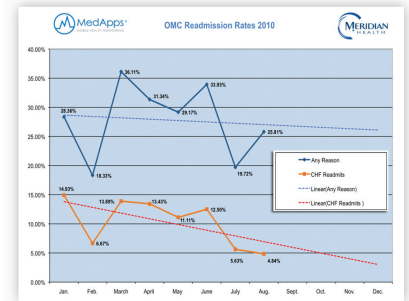


Using Remote Monitoring to Improve Rates of CHF Re-Admission

CASE STUDY HIGHLIGHTS: OCEAN MEDICAL CENTER (OMC)

A 2010 CHF pilot program ¹ with Meridian Health's OMC in NJ to remotely track CHF patients during the critical 30 to 90 day period following discharge from acute care, produced significant results. Meridian sought to improve their better than average CHF readmission rate. From the field of potential patients, 29 used the MedApps system + IVR and 52 declined participation. Here is a brief look at the resulting numbers:

- **0% CHF Readmission** after 30 days (vs 27% national average²)
- **3% Readmission** after 60 days
- **17% Readmission** after 90 days (vs 33% average²)
- **Only 2 ER incidents** after 90 days (vs 15 incidents by patients declining participation and a 27% national average)
- **77%+ Compliance Rate** to prescribed therapy
- **94% Patient Satisfaction** describing the MedApps Device & Wireless Bluetooth Weight Scale as "Easy-to-use"; with 93% indicating that the program had indeed helped them manage their CHF after discharge.



1: From the field of potential patients, 29 used the MedApps System + IVR; 52 declined participation.
2: New England Journal of Medicine



Range	Tests	Percent	High (No)	Low (No)	Average (No)	Total Test Count
Upper Red Zone (> 143 lbs)	0	0.00%	237			
Upper Yellow Zone (137 - 143 lbs)	29	38.15%		252		
Green Zone (128 - 137 lbs)	43	55.17%				
Lower Yellow Zone (119 - 128 lbs)	2	2.70%				
Lower Red Zone (< 119 lbs)	0	0.00%				

MedApps was comparatively evaluated with other monitoring systems, and demonstrated a very low total cost of ownership in addition to a strong ROI. With a national average CHF admittance cost of \$8,000 per patient, the financial impact from monitoring this single condition alone is substantial. A MedApps CHF System can provide a 4 to 1 return on investment (ROI) including nurse coordinator monitoring expenses. The MedApps System: utilizes lower cost retail components from trusted manufacturers; Equipment re-assignment provides high value; Low cost and short time-frame requirement for training and installation offers a price point at about one-third of the price of competing telehealth systems to provide the lowest total cost of ownership.

Features	healthPAL™ MOBILE HEALTH MONITORING DEVICE
M2M Cellular	✓ GSM (CDMA*)
Wireless Connectivity (to Peripheral)	✓ Embedded Bluetooth
Wired Connectivity (to Peripheral)	✓ MedApps Smart Cable
Multiple Device Connectivity	✓ Via Bluetooth
Audio Speaker	✓ Tones / Voice (Sight Impaired/Foreign Language)
OLED Screen	✓ Yes (View Current Results / Optional Feature Access)
2-Way Communication	✓ Microphone*
Accessible SIM	✓ Yes
Storage SD Card	✓ 2 GB
AC Power Supply	✓ UL Certified for Medical Devices
Battery	✓ Rechargeable Lithium
CloudCare / Driver Model	✓ Yes
Mobility	✓ Completely Mobile (Home, Work, Away)
Ease of Use	✓ Automated Data Transmission

* In Development



Looking at the MedApps ROI in Monitoring CHF

Average CHF Admittance Cost ³	\$8,000
Percent of CHF Re-Admittance within 30 days ³	27%
Lost Billing Revenue ³ Per Patient	\$2,160
1 MedApps System can service 4 Patients per year (Used and recovered every 90 days – for 30-Day Re-Admittance Program)	
Cost of MedApps CHF System for One Year	\$1,200
Total Cost Savings from Avoiding a 30-Day Re-Admittance	\$8,640 (\$2,160 x4 patients)
Average Rate of ROI on MedApps CHF System ⁴	4:1

3: Based on national averages from American Heart Association
4: Based on American Telemedicine Association average of 60% benefit rate using remote patient monitoring technology