



**Honeywell** | Life Care Solutions



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# VALUE BASED PURCHASING MOVES IMPACTS HOME HEALTH



DP-DC1511.02

# Value Based Purchasing Reimbursement

## Reimbursement Changes in the Future

Quality versus  
Quantity

Impact on Home  
Health Providers

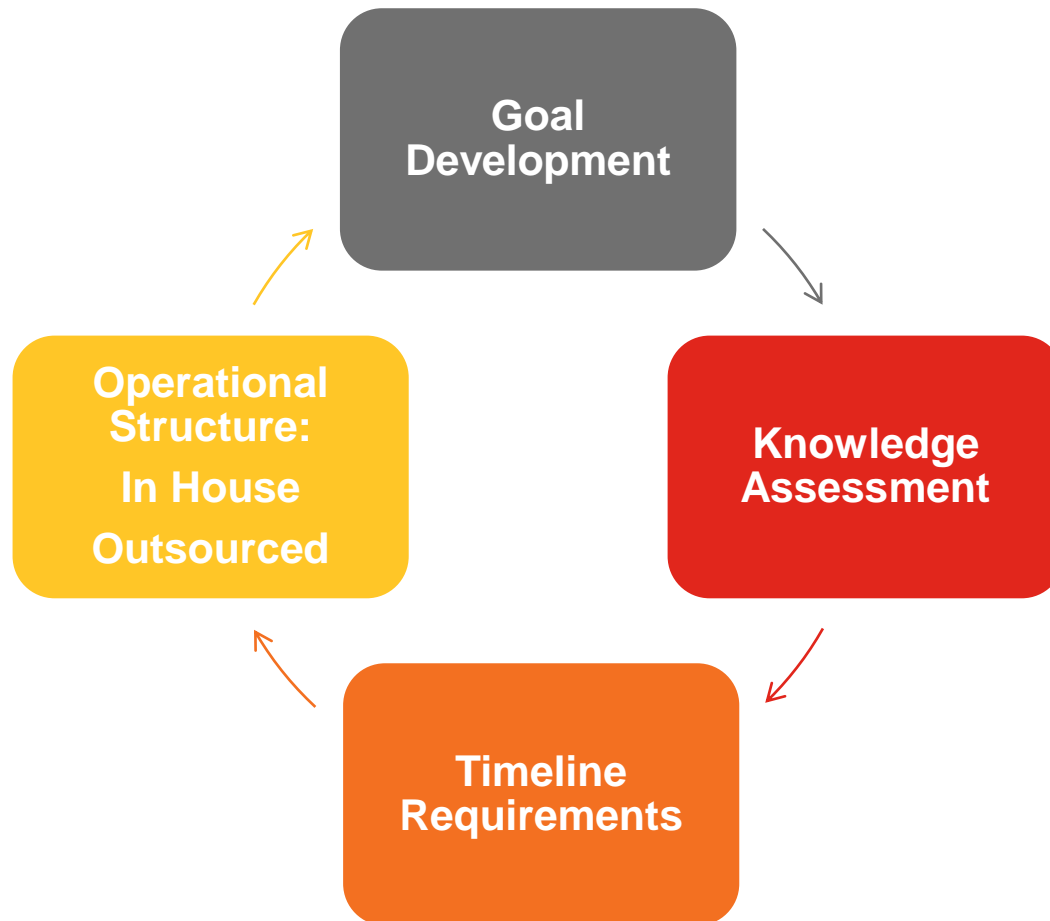
Pilot Study



Impact of  
Telehealth –  
Remote Patient  
Monitoring

# Telehealth Success

## Sound Strategy Promotes Success



# Developing the Telehealth Road Map

## Implementation Design/Aspects

- Identify The Team
- Establish Patient Criteria
- Identify Deployment Methodology
- Establish Procedures



# Developing the Telehealth Road Map

## Implementation Design/Aspects

- Clinical Expertise
- Staffing Consistency
- Return on Investment



# Goals – Telehealth Outcomes

## HHVBP Outcomes

- Readmissions
- ER Visits
- Hospitalization Days

## Actionable Data

- Communication
- Care Coordination
- Clinical Interventions

## Relational Measurements

- Telehealth Positive Impact
- Clinical Results



# Care Team Integration



Universal Understanding of Program Goals

# Telehealth Best Practice

## Establish a Clear and Comprehensive Roadmap

- Establish Goals
- Design Program Structure
- Recruit Clinical Expertise
- Research Equipment Resources Matching Program Needs
- Understand Operational Efficiencies Impacting Return on Investment
- Recognize Obstacles or Missing Key Components





# About Advanced TeleHealth Solutions

Most  
advanced  
technologies  
and strategies

URAC  
accredited  
health call  
center

Clients  
include payers,  
providers, and  
employers

Leader in  
remote patient  
monitoring for  
10+ years



Results: 50%  
reduction in  
hospitalizations  
over 6 months

# About Honeywell Life Care Solutions

Chronic condition management and preventive solutions enabling individuals to better manage their own care from home



## Technology/Services

- Remote patient monitoring solutions
- Preventive, clinically-driven selfcare platform
- Monitoring call center services
- 24x7 customer service & tech support



## Market Depth

- Hospitals
- ACOs
- Managed care organizations
- Leading provider to home health



## Strategic Planning/Consulting

- Define program goals
- Identify healthcare delivery model
- Best Practices consulting
- Program development

**9 million+**  
monitored patient days per year

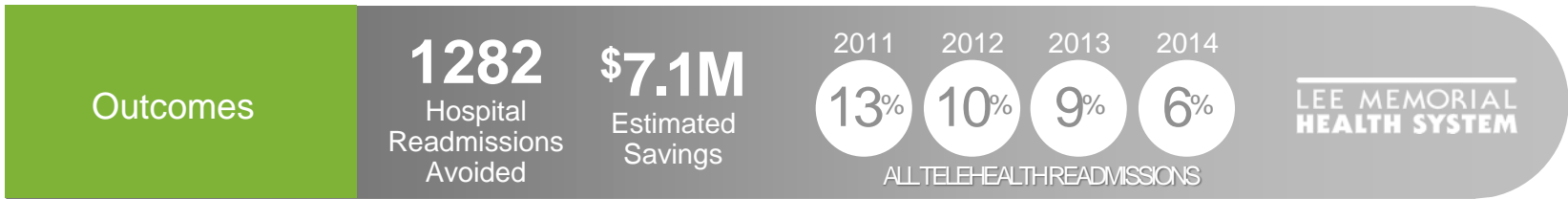
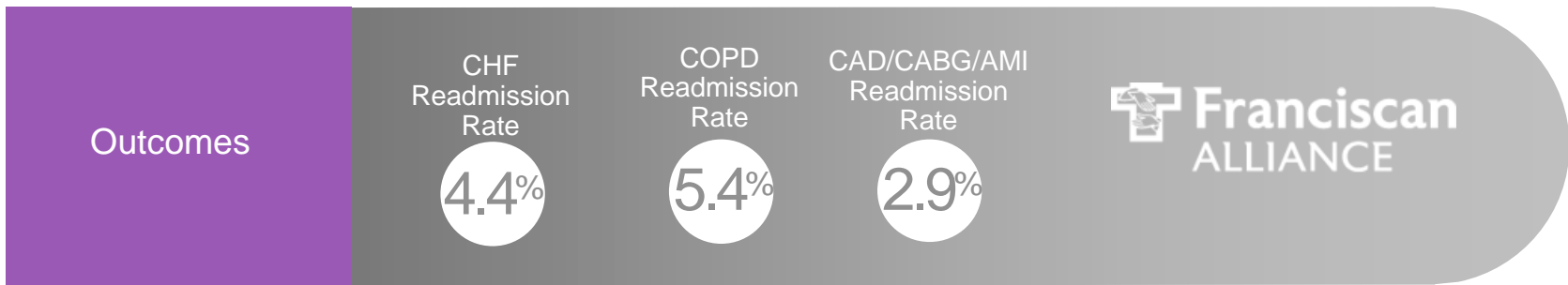
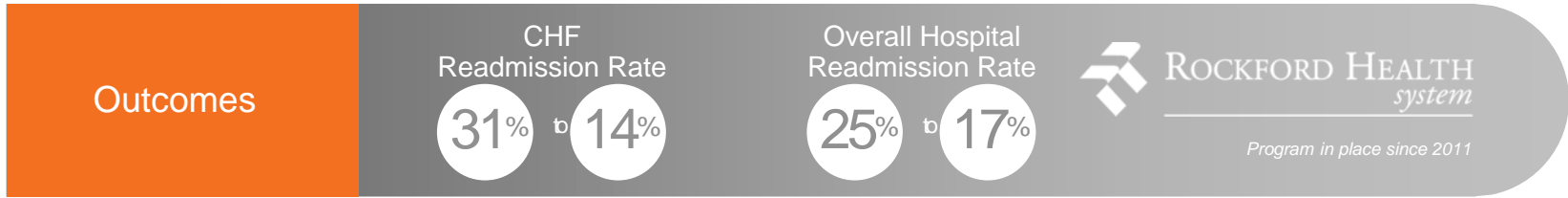
**15**  
year

history with  
remote  
patient care

**700+**  
customers

nearly  
**100,000**  
monitors deployed  
since 1999

# Real Results from our Installed Base



# Contact Us

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