

Geisinger Study Demonstrates Reduced Hospital Readmissions and Costs For Heart Failure Patients on AMC Health Monitoring Program

Population Health Management

Dec 2014

GEISINGER HEALTH PLAN
Complex Care Mgt for Heart Failure
Digital Weight Scale, IVR

Cost Avoidance
\$2,592
per patient,
per year

Savings Delivered
3.3 to 1
ROI

CLINICAL STUDY SUMMARY

CHF patients receiving remote monitoring with existing complex care management realized 23% reduced probability of hospitalization and 44% reduced probability of readmission compared to complex care management alone.

Average relative cost savings of 11.3% delivered a Return on Investment of 3.3 to 1.

THE COMPANY: Geisinger Health Plan

Geisinger Health Plan serves approximately 470,000 members in Pennsylvania, Delaware, Maine, New Jersey and West Virginia and is ranked among the top health insurers in the country, according to NCQA.

THE STUDY: Reduce Utilization and Costs of Care for Members with CHF

Remote monitoring of weight and self-reported symptoms was threaded into existing complex care management workflows to maximize care manager productivity and detect pre-acute conditions at the earliest opportunity. A within-person controlled study of 541 members with CHF (with a minimum of 70 months of claims, 24 of which spent on remote monitoring) was conducted to compare actual utilization and cost while on telemonitoring to statistically adjusted expected costs for those same months.

THE CONCLUSION: Significant reductions in utilization ($p < 0.01$) and cost compared to projections.

AMC Health Monitoring-Based Solutions: Previously Published Clinical Results

MEDICAL CARE

Jan 2012

GEISINGER HEALTH PLAN
Post Discharge Program

Reduced Readmit Risk
44%

Reduced Actual Readmits
20%

JMCM

Journal of Managed Care Medicine

Nov 2012

NYC HEALTH & HOSPITALS CORP.
Diabetes Program

Reduced HbA1c (Grads)
3.3 pts

Reduced HbA1c (Avg)
1.8 pts

JAMA

Journal of the American Medical Association

Jul 2013

HEALTH PARTNERS OF MINNESOTA
Hypertensive BP Program

Reduced Blood Pressure
11/6 mmHg

Well-Controlled Patients
72%