



**Edition #15**  
**March 2<sup>nd</sup>**



# REMOTE CARE INTEL ©



## Introductory Note

Welcome to the 15th edition of RCI. This year was a leap year, and the last day of February, the 29th, fell on a Saturday. Hence, we are publishing the 15th edition today where we recap the second half of February. We will stick to the four categories for our format, namely Vendor, Provider/Payor (either one will be featured), Environment and Innovation. First-time readers, you are welcome to check out all [prior versions](#) of the RCI. Regular readers [skip](#) to this edition's overview. It is great to have you all on board!

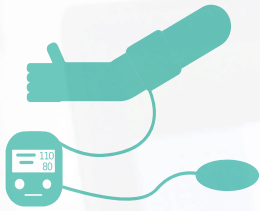
## Purpose

After the word telehealth entered mainstream lexicon, most hospitals offer services remotely in some shape or form. But its implementation is taking many twists and turns, that is dependent not just on a hospital's internal situation, but a host of external factors as well from the legal and technological landscape. Remote Care Intel (RCI) is a bi-monthly news report on everything remote care that keeps you updated on what's happening in the industry on matters of digital care. It includes coverage of all components of remote care management such as patient engagement, care coordination, HIPPA compliant messaging, documentation and execution of clinical workflows, patient monitoring, chronic care management, and everything else that gets added to the mix.



## WHO SHOULD READ THIS?

We think all stakeholders in healthcare who are eyeing remote care closely would stand to benefit from such aggregated knowledge. Particularly those inside a provider organization may find it especially helpful due to the time efficiency it offers. In an industry as dynamic as healthcare, it is crucial to be briefed on the latest intel. RCI brings it all together in one place. The following positions below will find RCI's content right up in their wheelhouse.



Responsible for implementing remote care on the ground. Have direct contact with patients, and thus are in the best position to evaluate what is working and what is not.



Responsible for overseeing the deployment of remote care. Have to run the program, and thus are in the best position to understand the various factors that help or hinder the program's execution.



Accountable for remote care in their organizations. Have a bird's eye view of the successful piloting, monitoring and updating of remote care delivery, and thus are in the best position to formulate strategy.

RN, Telehealth

Primary Care Transformation Manager

Chief Patient Engagement Officer

RN, Chronic Care Management

RN, Care Manager

Chief Executive Officer

Advisor, Complex Chronic Care

Director Telehealth

Chief Medical Officer

Telehealth Coordinator

Director of Care Coordination

Chief Innovation Officer

Outpatient Therapist

Patient Care Manager

Chief Medical Information Officer

Chronic Care Coordinator

RN, Case Manager

Chief Nursing Informatics Officer

# Overview

aTouchAway™  
by Aetonix

February 15<sup>th</sup> to 29<sup>th</sup>

## Vendor Centric

Amerigroup D.C partners with Babyscripts to enhance pregnancy care with remote patient monitoring.



China is using 5G to remotely screen potential corona virus cases.

## Innovation Centric

## Environment Centric

OB/GYN is showing major interest in remote patient monitoring, following the ranks of cardiology, pulmonology, neurology and neonatology.



After initial success in reducing hospitalizations, Excelsior Care is deploying remote patient monitoring to more of its facilities, that include Rehabilitation Centers.

## Provider Centric

## February 16<sup>th</sup> to 29<sup>th</sup>

FEB  
18<sup>th</sup>

Amerigroup D.C, a Medicaid managed care organization announced its partnership with Babyscripts, a virtual care company for managing obstetrics. Under this [agreement](#), Babyscripts will provide prenatal support to Amerigroup's George Washington University Hospital, Community of Hope and other regional hospitals based in and around D.C. More specifically, such prenatal support will include access to educational materials, care navigation to identify social determinants to health and remote patient monitoring to manage gestational diabetes and blood pressure. The idea is for Amerigroup's patients to receive enhanced pregnancy care that results in greater patient experience and positive patient outcomes.



**RCI Takeaway:** *Chronic, acute and neonatal care regularly make up the majority of RPM's use cases. Chronic care and acute care especially, comprise of the majority of cases in health systems, so there is no shortage of scenarios where RPM can be applied. But more variety of use cases are emerging, as people are interested in using devices and an internet connection remotely conduct their care plan. Hence, other departments besides cardiology and respiratory (for chronic conditions) are becoming interested, such as OB/GYN in this case. It's an exciting time for remote care.*

Corona Virus has hogged a lot of the news lately. The death toll has surpassed [1000 cases](#). Telehealth is being touted as the 1st line of defense. With telehealth, those experiencing corona virus like symptoms can gain access to care quickly without being exposed to other viruses or transmitting what they have to others. The patient can be screened remotely and assigned a risk category. Even if a diagnosis over video consultation cannot be confirmed, the patient can be triaged from afar, and the clinician can recommend a next step. Cases that require more immediate attention can be escalated.



**RCI Takeaway:** *Virus outbreaks such as the Corona Virus remind us how speed of access to care becomes ever so crucial in emergency situations. In natural calamities from yesteryears such as Hurricane Katrina, it was the same situation where the value of telehealth came to the forefront. It is very assuring for the patient to know that they can receive quality treatment wherever they are, no matter how contagious the case may be. And if the right devices can be provided to the patient, they can conduct remote tests as well, replicating a small virtual hospital at their own location.*

FEB  
20<sup>th</sup>



FEB  
25<sup>th</sup>

In this year's Society for [Maternal-Fetal Medicine Annual Meeting](#), telehealth and remote care was discussed as a possibility to improve care. Telehealth, more so than remote patient monitoring, is widespread across all health departments, and thus some Ob/Gyn clinicians have already begun to do remote checkups that do not require face to face presence. But telehealth aside, remote care management use was raised. Tracking the baby's development between ultrasound was the most desired feature in the sort of pregnancy care that is enhanced by RPM. The connectivity of the RPM platform to a drug database was also in demand, so patients could better choose cold medications and allergy remedies to take while pregnant or breastfeeding. Other uses of RPM in pregnancy care included managing excessive weight gain during pregnancy, and post-partum follow up to control blood pressure.



**RCI Takeaway:** *We saw OB/GYN's interest in remote care earlier in this report through Amerigroup's and Babyscripts's partnership. We now see potential examples of its application, should it ever face mass adoption as it was the case with chronic and acute care. As the need for digital coordination permeates throughout all of care, there is no reason to believe that it will not.*

Excelsior Care Group maintains several rehabilitation centers in New York and New Jersey. They equipped [284](#) of their sub-acute and long-term patients with a wireless patch from ImagineMIC that tracks real time heart and respiratory rates. After avoiding 30 hospital admissions from a group of 100 potential hospitalizations, Excelsior has set up four new partnerships with facilities in the east coast, using the same wireless patch from ImagineMIC that also serves as EKG tracker for patients. Excelsior Care Group regional administrator Oded Dashiff says that "nursing homes are becoming hospitals and hospitals are coming ICUs".



**RCI Takeaway:** *It is important to notice that hospitals and physician clinics are not the only organizations that deploy remote patient monitoring. RPM has found a home in Skilled Nursing Facilities and Rehabilitative Centers as well. While programs like Chronic Care Management exist to ensure hospitals still maintain relationships with their patients, albeit in outpatient setting, what about the large contingency of people who never make it to a hospital in the first place? If more such nursing home type centers can afford a RPM solution for their patients, this can be a sign of things to come. It is yet to be determined how this will impact all other stakeholders.*

FEB  
26<sup>th</sup>



We learn many new things in this edition of Remote Care Intel. We see that while telehealth during emergencies have become the norm over the years, newer technologies have lent it greatly improved capabilities. During crisis, telehealth can be supplemented with remote care for patients who absolutely must be quarantined, but also receive care. In other news, OB/GYN remote care has arrived! Vendors and providers are already making moves, and clinicians are ripe with suggestions as to how care coordination can be improved digitally, not just to result in a smoother patient experience for mothers, but to actually improve health outcomes by avoiding complications, both pre and post birth. Also, we see how it looks like when skilled nursing facilities decide to adopt remote care. It is imperative to understand who the cost is passed down to, if it's the patient, their insurance, or if the facility bears the cost itself to provide a greater level of elderly care. We look forward to further developments in all these areas, so see where the chips fall.

## What's Next?

The next RCI will be released mid March. March 15<sup>th</sup> falls on a Sunday, so RCI 16 will be published on March 16<sup>th</sup>, Monday. It will recap the first half of month. If you are a subscriber, rest assured, it will be delivered to your inbox. But to be doubly sure, please make sure you [opt in](#).

Apart from our website, we will be circulating this report on our social media channels. If you are receiving this on Twitter, LinkedIn or Facebook, please make sure you subscribe to our [list](#). It will allow us email the latest RCI to you directly.

If you know someone who will benefit from this report, please do share it with them. For any comments/questions/advice regarding RCI, please email the editor at [rahat.haque@aetonixsystems.com](mailto:rahat.haque@aetonixsystems.com)

