

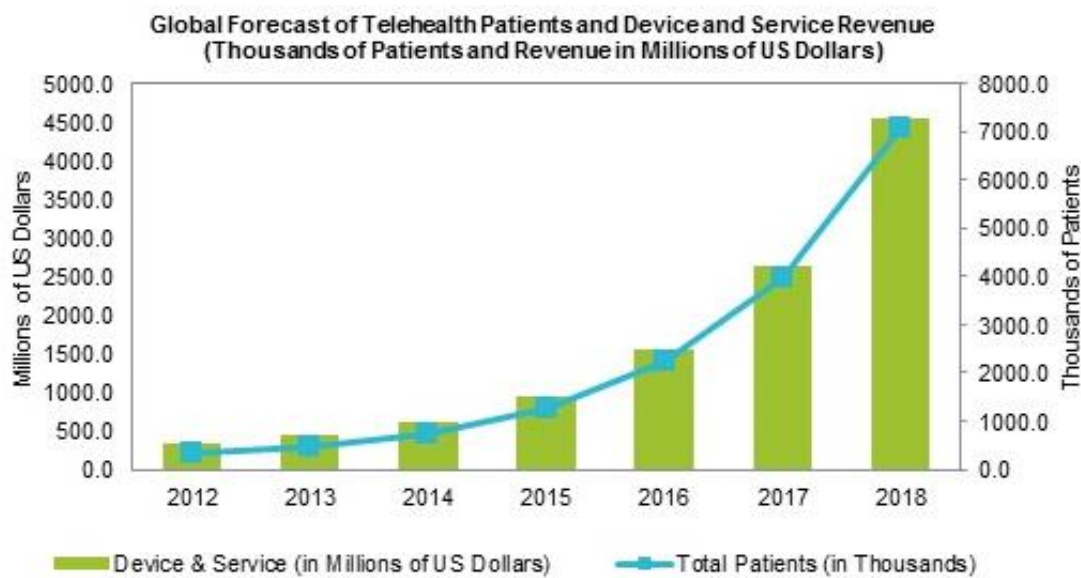


## Telehealth Solutions

Telehealth is the use of electronic information and telecommunications technologies to support clinical health care, patient and professional health-related education, public health and health administration.

The U.S. telehealth market is expected to experience double-digit growth over the next five years, due to increased use of remote communications and monitoring by providers to reduce costs and improve the quality care.

In 2013, telehealth devices and services accounted for \$440.6 million in worldwide spend and the number of patients was less than 350,000. In 2018, worldwide spend is projected to be \$4.5 billion and the number of patients using telehealth services will rise to 7 million.



Source: IHS, January 2014

Results from telehealth programs show decreases in readmission and mortality rates, alongside increases in adherence through patient engagement. Telehealth is especially helpful in managing chronic conditions associated with those aged 65 and older during all-time-high levels of cardiovascular diseases, diabetes, cancer and obesity.

Sources: Premier, [IHS Technology](#), iData Research

**When conducting a telehealth assessment in your facility, consider:**

- Infrastructure requirements
- Training needed for staff/additional staff
- Interoperability and integration capabilities
- Scalability

**Consider speaking with the following influencers and decision makers:**

- Physicians and practitioners
- Nurses and technicians
- Project managers and site coordinators
- Patients and care givers

**American Telemedicine Association (ATA) guidelines:**

[Practice Guidelines for Live, On Demand Primary and Urgent Care](#)

[Clinical Guidelines for Telepathology](#)

[Core Operational Guidelines for Telehealth Services Involving Provider-Patient Interactions](#)

[Practice Guidelines for Video-based Online Mental Health Services](#)

[Home Telehealth Clinical Guidelines](#)

**Premier's telehealth portfolio:**

The Telehealth Solutions category includes remote delivery of healthcare or preventative services via telecommunications and information technologies including but not limited to video conferencing, remote monitoring, e-mail and digital diagnostic tools.

The following Telehealth Solutions agreements are available. Visit Supply Chain Advisor® for [contract launch resources](#).

- ▶ **[PP-IT-113 AVI-SPL Inc. \(communication solutions\)](#)**  
AVI-SPL designs, develops and implements telehealth solutions and integrated operating rooms. Using AVI-SPL integrated medical solutions, caregivers communicate with their patients and peers virtually anywhere at any time. Integrated solutions include: monitoring solutions, diagnostic carts, NICU systems and interactive patient room displays.
- ▶ **[PP-IT-112 Philips Healthcare \(remote in-home monitoring\)](#)**  
With Philips' telehealth solutions, clinicians can remotely monitor patients' vital signs and send them short surveys about their health status. The TeleStation prompts patients to respond to clinician-directed health/risk assessment survey questions. The following measurements are automatically transmitted to the TeleStation: weight, blood pressure, pulse, blood oxygen level, ECG and blood glucose level.

Telehealth products and services are also offered through the following [Hardware and Software Resellers](#) agreements:

- ▶ PP-IT-133 CDW
- ▶ PP-IT-134 PC Connection
- ▶ PP-IT-136 Zones



## PP-IT-113

**Supplier:** [Signal Perfection Ltd., a wholly-owned subsidiary of AVI-SPL](#)

**Effective:** June 1, 2013, through April 30, 2016

**Eligible members:** Open to all Premier Healthcare Alliance members



AVI-SPL designs, develops and implements telehealth/telemedicine solutions and integrated operating rooms that improve the patient experience and facilitate anytime collaboration between doctors and hospitals. Using AVI-SPL integrated medical solutions, caregivers communicate with their patients and peers virtually anywhere at any time. AVI-SPL experts have also designed solutions that include integrated operating room environment, intraoperative MRI surgical suites and specialized procedure rooms.

### Integrated healthcare solutions available:

- Monitoring solutions – networked-based, standalone IP video monitoring system
- Diagnostic carts – fully mobile, MDDS compliant, telemedicine examination cart configured to support one or a combination of several virtual exams while providing real-time video and audio communication with medical professionals
- NICU systems – neonatal intensive care unit monitoring system that provides 24-hour virtual interaction with infants undergoing treatment
- Interactive patient room displays – improve the patient experience with a mix of educational, entertainment and social connectivity applications

### Benefits include:

- Collaboration for improved coordinated care and treatment for patients
- Delivery and administration of acute stroke care through telestroke programs in local communities
- Surgeons direct live medical procedures from remote locations
- Medical professionals receive interactive, up-to-date training and continuing education on procedures, operations and medical breakthroughs

### Interested in learning more about this opportunity?

**Contact:** Tracie Bryant, 972.679.9922, [tracie.bryant@avispl.com](mailto:tracie.bryant@avispl.com)



## PP-IT-112

# PHILIPS

**Supplier:** [Philips Healthcare](#)

**Effective:** June 1, 2013, through April 30, 2016

**Eligible members:** Open to all Premier Healthcare Alliance members

With Philips' telehealth solutions, clinicians can remotely monitor patients' vital signs and send them short surveys about their health status. The TeleStation prompts patients to respond to clinician-directed health/risk assessment survey questions. The automated interactions help streamline clinical workflow by minimizing unnecessary phone calls while supporting timely intervention for high-priority patients. The combination of objective data and subjective responses enables the clinician to make more timely care decisions, helps minimize unnecessary hospitalizations and potentially reduces overall healthcare costs.

### Vital sign measurements:

The following measurements are automatically transmitted to the TeleStation:

- Weight
- Blood pressure and pulse
- Blood oxygen level
- ECG
- Blood glucose level

Other measurements can be manually entered such as temperature, peak flow and respiratory rate.

### Chronic care communication:

Philips' platform allows for consistent dialogue on topics including:

- Disease symptoms
- Medication and side effects
- Diet and lifestyle
- Care compliance
- Risk assessment

### Telehealth benefits:

- Reduction in hospital readmissions
- Improved clinical outcomes
- Decreased long-term healthcare costs
- Improved patient quality-of-life
- Improved patient education and self-care
- Improved patient compliance
- Decreased frequency of ER visits
- Streamlined clinical workflow
- Reduced risk of patient mortality

### Interested in learning more about this opportunity?

**Contact:** Ron Sciepko, 704.254.0682, [ron.sciepko@philips.com](mailto:ron.sciepko@philips.com)



## Case Studies

### [Doctors and Patients Connect Through Video Conferencing](#)

As it underwent construction on new headquarters in San Mateo, the HELP Pain Clinic faced a challenge common to many healthcare service providers in an era of tightening budgets and staff shortages: finding an efficient, cost-effective way to deliver treatment to patients spread out over communities as many as three hours away. Without a reliable solution, the clinic would continue to endure the expense, delay and inconvenience of practitioners traveling onsite, as well as inadequate communication with the patients' primary physicians. HELP's leaders knew that video collaboration was the answer.

Instead of commuting to San Mateo, patients and staff can now receive their education and training at one of the regional treatment centers. From their own offices, physicians can now easily stay on top of their patients' progress in the system.

### [A Healthcare Organization Embraces Video Collaboration](#)

When relocating its headquarters, healthcare provider Adventist Health System needed its new home to have communication systems that would empower staff to connect with all 80 of the company's locations, including its hospitals and regional offices. AVI-SPL's team implemented communication solutions throughout the new, multi-story headquarters, including video walls for the lobby and trading room, and flat-panel displays, projectors and screens in conference rooms, the auditorium and the cafeteria.

The integration has made a positive impact on Adventist staff, as they heavily use their video conferencing rooms, and are doing studies on how much money has been saved.

Source: AVI-SPL



## Telehealth and Readmissions

Remote monitoring reduces the risk of death and hospitalization, which lowers healthcare costs. Daily monitoring can also increase the quality of life and patient satisfaction. Healthcare workers are able to be more connected to patients with fewer in-office or in-home visits.

The following results show the benefits of a telehealth program:

- The total number of patient days in the hospital while on telehealth was reduced by 80 percent.
- There was up to a 31 percent reduction of hospital admissions due to chronic heart failure when patients were on remote monitoring programs.
- Mortality was significantly reduced for patients randomized to remote patient monitoring.

Source: Philips Healthcare