

IMPROVING CHRONIC CARE MANAGEMENT

Enabling Earlier Diagnosis
and Treatment



Hillrom[™]

Welch Allyn[®] Solutions
for Community Health Centers



You're on the front line of population health.

In a complex healthcare system, community health centers represent the first line of defense against the health issues patients face today. Effectively managing chronic conditions and identifying risk factors early can help you achieve better outcomes at a lower cost while improving both the clinician and patient experience.

At Hillrom, we give you smart tools to help you identify, diagnose and manage the prevalent health issues you see every day.



Diabetes



Hypertension



Heart Disease



Vision Loss

ENHANCE THE PHYSICAL EXAM



CAPTURE A BASELINE

Put the diagnostic tools you need to collect vital patient data within arm's reach. Our Welch Allyn® Green Series™ 777 Integrated Wall System has you covered. Examine the eyes and ENT structures with our next-generation wide-view ophthalmoscopes and otoscopes and capture blood pressure, temperature and SpO₂ within one, easy-to-install system — all while saving time and energy.

LET US CHANGE YOUR VIEW

Fleeting moments are a part of the physical exam and examining and documenting structures of the eye and ear can be challenging. Our next-generation wide-view Welch Allyn PanOptic™ Plus Ophthalmoscope and MacroView® Plus Otoscope are designed with a familiar form and feel and unique features to help you better connect with the patient.

DIAGNOSE EAR INFECTIONS

Why the Right Tools and Technology Matters

It's estimated that 80% of all children will develop acute otitis media (AOM) at least once.¹ Introduce wide-view optics and digital image capture into your ear examinations, which may help:

- Provide a baseline view for comparison
- Enables you to review and share images of ear exams
- Support collaboration and communication with the patient, guardian and specialists, which may reduce over-prescription of antibiotics²

SCREEN & VERIFY TEMPERATURE

Quickly capturing temperatures you can rely on is not a new normal, but the way in which you are doing so has evolved. Rely on our Welch Allyn non-contact, oral and ear thermometers to help you screen temperature without contact quickly and verify concerning readings in more accurate body sites.

SIMPLIFY, SECURE AND CONNECT CARDIAC CARE



THE IMPACT

1 HELP IMPROVE PATIENT OUTCOMES:

Help improve patient outcomes through resting ECG, stress tests, spirometry exams, Holter monitoring and other cardiology solutions that are simple enough for primary care, yet equipped with the comprehensive tools a specialist needs.

2 STREAMLINE CLINICAL WORKFLOWS:

A variety of connectivity options, including WiFi® and DICOM® communication, make it easy to send timely, accurate data directly to your EMR.

3 SEE A POSITIVE FINANCIAL IMPACT:

Help maximize your return on investment by keeping reimbursable procedures in house, rather than referring them to another provider.

THE CHALLENGE



Heart disease is the leading cause of death in the U.S.³



Stroke is the fifth leading cause of death in the U.S., killing more than 130,000 Americans each year.⁴



Chronic Obstructive Pulmonary Disease (COPD) is a major cause of disability and the third leading cause of death in the U.S.⁵



Our VERITAS® resting ECG algorithm — the same algorithm used by the FDA in new drug trials — provides high-fidelity data to support better decision-making.

THE SOLUTION

Hillrom's cardiology solutions help you deliver comprehensive cardiac care through simple, secure, connected workflows so you can help shorten the path from detection to treatment.

SIGHT-SAVING PEDIATRIC SCREENING

THE IMPACT

1 EFFICIENCY:

In one study, use of the Spot Vision Screener at the Pediatric Physicians' Organization at Boston Children's Hospital helped staff increase completion rates in three- to five-year-old children over chart-based screening. Improvement was observed for each age, but the most impressive result was among three-year-old children — increasing from 38.6% to 87.1%.⁶

2 FINANCIAL OUTCOMES:

With instrument-based vision screening, your practice can realize immediate economic benefits through reimbursement with CPT® Code 99177 and reduce the rate of unnecessary referrals to specialists.⁷

3 STANDARDIZATION:

A fast, objective and consistent approach to vision screening across your healthcare network can help enhance operational efficiency and patient outcomes. 11 out of 12 practices in the Boston Children's project experienced a statistically significant improvement in completed vision screening with instrument screening compared to chart-based screening.⁸

THE CHALLENGE

Vision disability is the single most prevalent disabling condition among children.⁹ The AAP recommends instrument-based vision screening as early as 12 months of age, if available.¹⁰ Yet 70% of pediatricians are not doing automated vision screening.¹¹



ONLY 1 IN 3

U.S. children have had a vision screening before kindergarten.¹²

THE SOLUTION

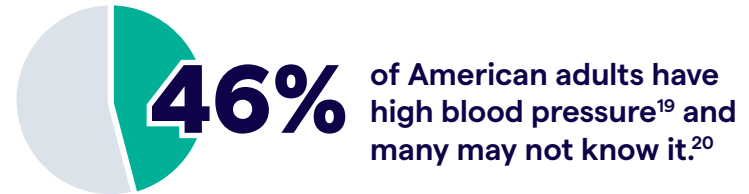
The Welch Allyn® Spot® Vision Screener can quickly and easily detect vision disorders in children to help improve sight and prevent blindness. It can screen objectively for:¹³

- Hyperopia
- Myopia
- Astigmatism
- Anisometropia
- Strabismus
- Anisocoria

PRECISE HYPERTENSION MANAGEMENT

THE CHALLENGE

High blood pressure is the #1 risk factor for heart attack, stroke and kidney disease.^{16,17} Nearly 1 in 2 U.S. adults have high blood pressure.¹⁸



THE SOLUTION

It's more important than ever to assess your patients with accurate blood pressure readings inside and outside the office.

That's where we come in. Hillrom helps you get a more accurate view of your patient's blood pressure with a suite of solutions that can extend beyond the four walls of your practice.

THE IMPACT

- 1 IDENTIFY:**
Better identify hypertension with accurate, automated and averaged blood pressure readings in your office, with patient vitals you can send directly to your EMR.
- 2 CONFIRM:**
Confirm your diagnosis with multiple readings inside and outside your office. The U.S. Preventive Services Task Force calls ambulatory blood pressure monitoring "the best method for diagnosing hypertension."¹⁴
- 3 MANAGE:**
Clinician-connected Self Measured Blood Pressure monitoring has been proven to help get hypertensive patients to their target blood pressure.¹⁵

ACCESSIBLE DIABETIC EYE EXAMS



THE IMPACT

1 QUALITY MEASURES AND CLINICAL DOCUMENTATION OF CHRONIC CONDITIONS:

Accurate documentation of chronic conditions helps inform care planning, care delivery, appropriate coverage and quality measure (HEDIS®) performance.²¹ Intercepting patients during routine primary care office visits can achieve up to 90% documented compliance in one year.²²

2 PATIENT OUTCOMES:

The best weapon against diabetic retinopathy is early detection, but compliance with the diabetic eye exam is low — nationally, only 60% of patients comply.²³ Yet, up to 95% of vision loss from diabetic retinopathy can be prevented if caught and treated early.²⁴

3 FINANCIAL OUTCOMES:

Teleretinal programs can help community health providers more accurately document HCC risk adjustment factors for chronic condition and improve quality measure performance.²⁵ Also, as of January 1, 2021, Medicare will cover with CPT® Code 92228.²⁶ Consult your payer partners to understand coding and coverage options.

THE CHALLENGE

34.2 million Americans are living with diabetes.²⁷ Up to 80% of individuals with diabetes will eventually develop some stage of diabetic retinopathy.²⁸



With early detection
UP TO 95%
of vision loss from diabetic
retinopathy is preventable.²⁴



Yet documented
compliance with annual
retinal exams is often
ONLY 60%²³

THE SOLUTION

The Welch Allyn® RetinaVue® care delivery model makes diabetic retinal exams simple and affordable for community health centers.

SHIFT CARE CLOSER TO YOUR PATIENTS

The delivery of healthcare is changing. As telemedicine matures into an important fixture of the healthcare ecosystem and community health centers adopt technologies that increase patient access, care gaps can be better addressed and outcomes improved.

Timely and easy access to care helps patients and their healthcare providers identify disease early so it can be managed and treated as quickly as possible. What's needed are smart solutions that enable effective and economical exams at the point of care, whether remote or in a community health center, nursing home or mobile clinic.



HILLROM AND WELCH ALLYN® – ADVANCING CONNECTED CARE TOGETHER

We are dedicated to helping community health centers connect with patients at the point of care with a comprehensive line of smart solutions to help you identify, diagnose and manage chronic illnesses.

EXPERIENCE PEACE OF MIND WITH PROACTIVE SUPPORT PROGRAMS

Let Hillrom help minimize interruptions to patient care and unexpected costs caused by equipment that is out for repair or maintenance. Our support programs deliver the right mix of services to help you reduce equipment downtime and keep devices in the hands of your caregivers.



Hillrom™

For more information, please contact your local distributor or Hillrom sales representative at 1-800-535-6663 or learn more at hillrom.com/communityhealth.

hillrom.com

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Hill-Rom reserves the right to make changes without notice in design, specifications and models. The only warranty Hill-Rom makes is the express written warranty extended on the sale or rental of its products.

¹ Otitis Media: Diagnosis and Treatment. American Family Physician. Retrieved April 26, 2019.

² Lieberthal, A., Carroll, A. E., Chonmaitree, T., Ganiats, T. G., Hoberman, A., Jackson, M., . . . Tunkel, D. E. (2013). The Diagnosis and Management of Acute Otitis Media. American Academy of Pediatrics, 131(3). Retrieved April 26, 2019.

³ Mozzafarian D, Benjamin EJ, Go AS, et al. on behalf of the American Heart Association Statistics Committee and Stroke Statistics Subcommittee. Heart disease and stroke statistics—2016 update: a report from the American Heart Association. Circulation. 2016;133:e38-e360.

⁴ Centers for Disease Control and Prevention, National Center for Health Statistics. Underlying Cause of Death 1999-2013 on CDC WONDER Online Database, released 2015. Data are from the Multiple Cause of Death Files, 1999-2013, as compiled from data provided by the 57 vital statistics jurisdictions through the Vital Statistics Cooperative Program: <http://wonder.cdc.gov/ucd-icd10.html>. Accessed on Feb 3, 2015.

⁵ <https://www.nhlbi.nih.gov/health/health-topics/topics/copd>

⁶ Louis Vernacchio, MD, MSC; Jonathan Modest, MPH; Katherine Majzoub, RN, MBA; Bruce Moore, OD; Vijeta Bhambhani, MS, MPH; Emily K Trudell, MPH; Temitope Osineye, MBBS, MPH; Glenn Focht, MD; Jean Santangelo, RN, BSN (2015). INSTRUMENT-BASED VISION SCREENING FOR PRESCHOOL AGED CHILDREN: AN IMPLEMENTATION STUDY. Poster presented at the Healthcare Improvement 27th Annual Summit, December 2015.

⁷ CPT 9177: Instrument-based ocular screening (e.g., photoscreening, automated refraction), bilateral; with on-site analysis.

⁸ Hillrom. Welch Allyn® Spot® Vision Screener: Demonstrated Improvement in Pediatric Care Compared to Chart-Based Screening. 2019, Nov 19.

⁹ Centers for Disease Control and Prevention: Improving the Nations' Vision Health: A Comprehensive Public Health Approach. http://www.cdc.gov/visionhealth/pdf/improving_nations_vision_health.pdf

¹⁰ <http://www.aappublications.org/news/2015/12/07/Vision120715>

¹¹ Welch Allyn Market Research 2016

¹² Zabba, Joel N. "Children's Vision Care in The 21st Century & Its Impact on Education, Literacy, Social Issues & the Workplace: A Call to Action." Journal of Behavioral Optometry (2011)

¹³ J AAPOS 2014 Dec; 18(6): 539-542

¹⁴ Margaret A. Piper, PhD, MPH; Corinne V. Evans, MPP; Brittany U. Burda, MPH; Karen L. Margolis, MD, MPH; Elizabeth O'Connor, PhD; and Evelyn P. Whitlock, MD, MPH: Diagnostic and Predictive Accuracy of Blood Pressure Screening Methods With Consideration of Rescreening Intervals: An Updated Systematic Review for the U.S. Preventive Services Task Force

¹⁵ Green B et al. Effectiveness of Home Blood Pressure Monitoring, Web Communication, and Pharmacist Care on Hypertension Control. JAMA 2008;299(24):2857-2867

¹⁶ Mayo Clinic. High blood pressure dangers: Hypertension's effects on your body. Mayo Clinic website. <http://www.mayoclinic.org/diseases-conditions/high-blood-pressure/in-depth/highblood-pressure/art-20045868>. February 18, 2014. Accessed October 17, 2016.

¹⁷ World Heart Federation. Cardiovascular disease: Risk factors. World Heart Federation website. http://www.world-heart-federation.org/fileadmin/user_upload/documents/Fact_sheets/2012/PressBackgrounderApril2012RiskFactors.pdf. Accessed October 17, 2016.

¹⁸ American Heart Association and American Stroke Association. 2016 Heart Disease and Stroke Statistics Update

¹⁹ The American Heart Association (AHA) now defines high blood pressure as 130/80 mm HG or higher (<http://www.acc.org/latest-in-cardiology/articles/2017/11/08/11/47/mon-5pm-bp-guideline-aha-2017-4>)

²⁰ http://www.heart.org/HEARTORG/Conditions/HighBloodPressure/GettheFactsAboutHighBloodPressure/The-Facts-About-High-Blood-Pressure_UCM_002050_Article.jsp#WjgSFVWnGU

²¹ Understanding Hierarchical Condition Categories (HCC). Formative Health. <http://www.formativehealth.com/wp-content/uploads/2018/06/HCC-White-Paper.pdf> Published 2018. Updated 2018. Accessed February 3, 2020.

²² Mansberger SL, Gleitsman K, Gardiner S, et al. Comparing the effectiveness of telemedicine and traditional surveillance in providing diabetic retinopathy screening examinations: A randomized controlled trial. Telemed J E Health. 2013 Dec; 19(12): 942-8.

²³ American Academy of Ophthalmology Preferred Practice Pattern Retina/Vitreous Committee. Diabetic Retinopathy PPP 2019. American Academy of Ophthalmology. <https://www.aao.org/preferred-practice-pattern/diabetic-retinopathy-ppp> Published October 2019. Updated October 2019. Accessed January 30, 2020.

²⁴ National Eye Institute. People With Diabetes Can Prevent Vision Loss. <https://www.nei.nih.gov/learn-about-eye-health/resources-for-health-educators/outreach-materials/people-diabetes-can-prevent-vision-loss>. Accessed November 11, 2020.

²⁵ Understanding the Role of HCCs in Risk-Adjustment Programs: A Comprehensive Primer for Hierarchical Condition Categories, ©2017 Advisory Board, HYPERLINK "http://www.advisory.com" www.advisory.com

²⁶ Medicare Program; CY 2021 Payment Policies under the Physician Fee Schedule Proposed Rule [CMS-1734-P], 08/17/2020, <https://s3.amazonaws.com/public-inspection.federalregister.gov/2020-17127.pdf>

²⁷ American Diabetes Association Statistics About Diabetes. www.diabetes.org/resources/statistics/statistics-about-diabetes Accessed Dec-15, 2020.

²⁸ Duration of diabetes is a major risk factor associated with the development of diabetic retinopathy. After five years, approximately 25% of type 1 patients will have retinopathy, increasing to 80% after 15 years. For type 2 patients, the risk of developing retinopathy is 84% and 53% after 19 years for those taking or not taking insulin, respectively. Diabetic Retinopathy Preferred Practice Pattern® from the American Academy of Ophthalmology, <http://dx.doi.org/10.1016/j.opthta.2019.09.025>, ISSN 0161-6420/19. Accessed July 29, 2020.