

# Welch Allyn Home<sup>™</sup> Hypertension Program

## Implementation Guide



Trusted in the doctor's office, made for the home.



Register your practice



Discuss the need for home monitoring



Determine cuff size



Explain steps for accurate measurement



Add patients to your Clinical Portal



Review results at any time

## Implementing the Welch Allyn Home Hypertension Program in your practice involves six easy steps.

To help you maximize the benefits—and streamline the process—this guide highlights helpful hints and best practices.

At **WelchAllynHome.com**, you'll also find support tools that you can use—and that you can direct patients to when they have questions. These include how-to videos, downloadable instruction manuals and a quick reference guide for the Welch Allyn Home Blood Pressure Monitor.

A detailed guide on the Clinical Portal is provided at **WelchAllynHome.com/clinicalportal**.

We're here to help you make your program a success. Here's how to reach us:

- **Call** customer service at 1.800.856.4605
- **Email** questions to [technicalsupport@welchallynhome.com](mailto:technicalsupport@welchallynhome.com)

**It takes less than 5 minutes to register your practice—and you only have to do it once.**

[WelchAllynHome.com/clinicalportal](https://www.welchallynhome.com/clinicalportal)

## STEP 1

### Register your practice.

- Go to [WelchAllynHome.com/clinicalportal](http://WelchAllynHome.com/clinicalportal) and select **Register a practice**
- Fill out the form and designate your system administrator
  - ✓ Authorization code is provided by your sales representative
- Once authenticated, system administrator receives a temporary password via email
- Log in with your temporary password
- Change your password by selecting your name, then clicking the email link
  - ✓ Bookmark your portal on your web browser for future use



*Add more users to your portal at any time—simply click **Practice**, then **Add user***



## STEP 2

### Discuss the need for home monitoring.

- Using the patient brochure as a guide, explain the health benefits to your patients
- Recommend purchase of the Welch Allyn Home Blood Pressure Monitor—coupon provided in the patient brochure
  - ✓ Patients can pay with FSA/HSA accounts or by credit card
- Point out speed, accuracy, and ease of use—including having readings automatically sent to your office
- On back of patient brochure, indicate time and frequency of home monitoring
  - ✓ The American Heart Association recommends patients take two to three readings at a time, and do so at the same time each day—such as in the morning before taking medication and at night before bedtime<sup>1</sup>



*The Welch Allyn Home Blood Pressure Monitor delivers accurate readings in just 20 seconds—it's the fastest on the market<sup>2</sup>*



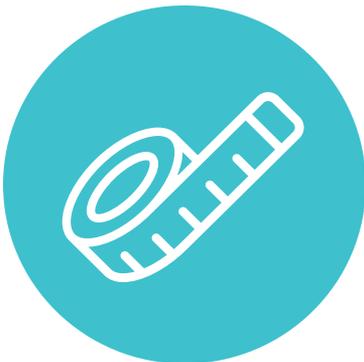
## STEP 3

### Determine cuff size.

- Use tape measure provided to determine circumference of patient's upper arm
  - ✓ Secure fit is important for accurate readings— not too loose, not too tight
  - ✓ You should be able to fit two fingers between cuff and arm
- The standard wide cuff is included with device; extra small and extra large sizes also available for purchase
  - ✓ Standard wide: 22-42 cm
  - ✓ Extra small: 15-24 cm
  - ✓ Extra large: 40-54 cm
- On back of patient brochure, indicate size to be ordered



*For most patients, the standard wide cuff will fit—and it's included with their device*



## STEP 4

### Explain steps for accurate measurement.

- Review the importance of each of the following:
  - ✓ Remove clothing from arm
  - ✓ Position cuff
  - ✓ Use proper posture
  - ✓ Sit quietly for 5 minutes
  - ✓ Keep upper arm at heart level and still
- Demonstrate using the Welch Allyn Home Blood Pressure Monitor and following the How to Take Accurate Blood Pressure poster provided
  - ✓ After your demo, have them show you they can properly position cuff
- Direct patients to [WelchAllynHome.com](http://WelchAllynHome.com) for a helpful video
  - ✓ They can also access the video through the app



*Your kit includes a poster summarizing best practices for taking accurate blood pressure measurements*



## STEP 5

### Add patients to your Clinical Portal.

- Select **+ Add patient** from menu bar and enter patient info
  - ✓ Start by entering their email to see if they already have an account
  - ✓ In addition to their email, you'll need their name and DOB
- An email will automatically be sent to the patient with a temporary password for their smartphone app
- Have the patient open the email on their phone, follow the link to download the app, and use the temporary password to log in (up to the point of pairing the device)
  - ✓ This is best practice for the program, though patients can download and log in from home
  - ✓ Patients need to log in with the same email that you used in the Clinical Portal—their email is what connects the data from their app to your Clinical Portal



- When the patient goes to check out, an office admin purchases the device on their behalf at [WelchAllynHome.com](http://WelchAllynHome.com)
  - ✓ Device is delivered to their home
- Within just a couple of days, the patient receives the device, pairs it with their smartphone to the app, and accepts the “request to follow” from your practice
  - ✓ No need for your practice to send anything—when you add a patient, the Clinical Portal automatically sends all of the information they need to get started
  - ✓ Tips for patients on pairing their device can be found in the website FAQs—there’s a video there that’s also accessible via the app
- When they take readings from home, results automatically upload to your Clinical Portal



*Assure compliance by helping patients download the app and order their device in office—simply make it part of the checkout process*



*Remind patients to accept your “request to follow” in the app to share their readings*



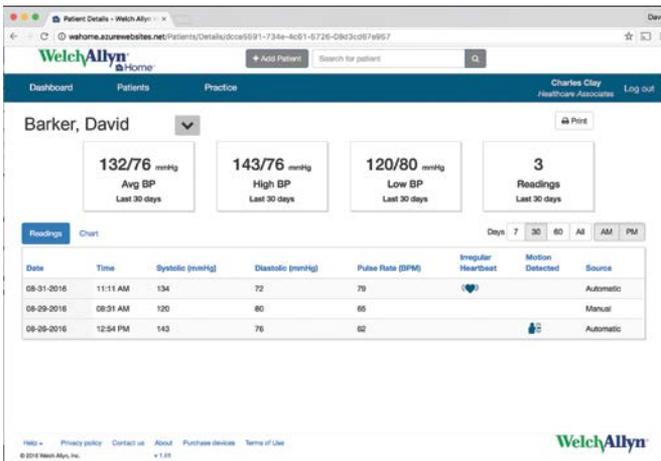
*If you personally want to sign up for the app, then you need to use a different email address than the one you used for the Clinical Portal*

## STEP 6

### Review results at any time.

- Receive home readings in your Clinical Portal in a standardized format—automatically
- Access data according to your workflow preference
  - ✓ Flexibility to view individual results prior to an appointment and/or all patients on a daily basis
- Monitor patient compliance as well as progress toward goals
- Display readings by selected time frame—including am vs. pm—to analyze for trends
- Run a report and attach to the EMR—no need to rekey
  - ✓ Reduce transcription errors
- Easily provide access to additional team members as needed for secure and efficient workflow
- View trends of your patients' results or trend the entire clinic data





Get a snapshot of your entire practice to see how you're moving patients to target

If patients need help connecting, direct them to call **1.800.856.4605**, or email **[technicalsupport@welchallynhome.com](mailto:technicalsupport@welchallynhome.com)**

## Who to contact for more information

For questions on this program, or technical issues with the Clinical Portal, contact 1.800.856.4605.

To reorder patient brochures, contact your distributor.

<sup>1</sup>American Heart Association. (2014, August 4). How to Monitor and Record Your Blood Pressure. Retrieved September 18, 2016 from [http://www.heart.org/HEARTORG/Conditions/HighBloodPressure/SymptomsDiagnosisMonitoringofHighBloodPressure/How-to-Monitor-and-Record-Your-Blood-Pressure\\_UCM\\_303323\\_Article.jsp#.V97x38e0Hww](http://www.heart.org/HEARTORG/Conditions/HighBloodPressure/SymptomsDiagnosisMonitoringofHighBloodPressure/How-to-Monitor-and-Record-Your-Blood-Pressure_UCM_303323_Article.jsp#.V97x38e0Hww)

<sup>2</sup>Welch Allyn. Home blood pressure monitor motion tolerance clinical study—research summary. Manuscript, August 2016.

The Welch Allyn Home™ software is not intended for use in the diagnosis, cure, treatment or prevention of disease. It is not intended as a substitute for medical care by a healthcare provider. It is not intended for emergency use or real-time monitoring.

Welch Allyn, Inc.  
4341 State Street Road  
Skaneateles Falls, NY 13153-0220 USA



[WelchAllyn.com](http://WelchAllyn.com)