Remote Patient Monitoring &
the Medical Home Practice

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gpTRAC Telehealth Forum
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In our time together…

• Innovation, remote patient monitoring and LivingWell@Home service

• Margaret A. Cargill Foundation grant
  • Growing focus on the primary care physician and health care homes

• How LivingWell@Home works

• Realizing the potential
LivingWell@Home

Empowering clients to maximize their well-being.

Helping clients to stay in the place they call home.

Improving clinical productivity and patient outcomes.
What is LivingWell@Home?

- **2004** – Began discovery at University of Virginia
- **2008** – Successes in alpha and beta studies
- **2009** – Need for large scale research and evidence
- **2010** – Converging technologies
  - Developed research proposal
  - Secured funding and partners
- **2012 – 2013** – Formal research conducted
- **2014 – 2016** – Partnerships with MN Health Care Homes
The difference is in utilization…


Of agencies reporting that they have a telehealth program, less than 25% of their units are in use on any given day.
Average daily utilization of LivingWell@Home service and telehealth equipment

93%
How do we do that?
Grant Partner Locations

- Avera
- Mankato Clinic
- Olmsted Medical Clinics
- Bluestone Physicians
- Affiliated Community Medical Center
- Willmar
- St. Cloud
- Stillwater
- Marshall
- Pipestone
- Windom
- Worthington
- Mankato
- Rochester
LivingWell Center Monitoring

• Remote patient monitoring services
• Registered nurses and non-clinicians
• Inbound and outbound calling capabilities
• 7 days a week, including holidays
• 8:00 a.m. – 4:30 p.m. (CST)
• Located in Sioux Falls, SD
Primary Care Physician Model

Client Home

Health Information
Wellness Coaching

Nurse Monitor
Monitor Staff

Good Samaritan
Society
LivingWell Center

Data

Define/Adjust Monitoring Parameters

Proactive Interventions

Care Coordinator

Physician

Medical Home/
Physician Office

Client

Informal Caregiver

LivingWell@Home
Health Care Home Model

• Provide in-home remote patient monitoring services with technology that fits the clients' chronic health condition

• Establish processes that take costs out of healthcare

• Seamlessly integrate data into the care coordinator or physician’s assessment process

• Establish wellness coaching as an extension of medical home services and/or care coordination
<table>
<thead>
<tr>
<th>Technology</th>
<th>Monitors</th>
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| **Telehealth technology**   | • Blood pressure  
• Pulse  
• Weight  
• Oxygen saturation  
• Glucose levels |
| **Medication management technology** | • Medication adherence  |
| **Sensor technology**       | • Sleep quality and quantity  
• Sleep habits  
• Bathroom usage  
• Movement trends  
• Door opening and closing |
RW2  Will update the equipment slide for the audience

Add referral source slide but speak to it as an example not an absolute or exclusive

Rustan Williams, 2/2/2015
How are we innovating...
There are **525,960 minutes** in a year, the average person only spends **120 of those minutes** with their provider.

– Centers for Disease Control and Prevention

**LivingWell@Home**