

Case Study:

60 High Risk CHF Patients

50%
reduction

in 30-day
all-cause
readmissions

83%
reduction

in 7-day
all-cause
readmissions

100%
reduction

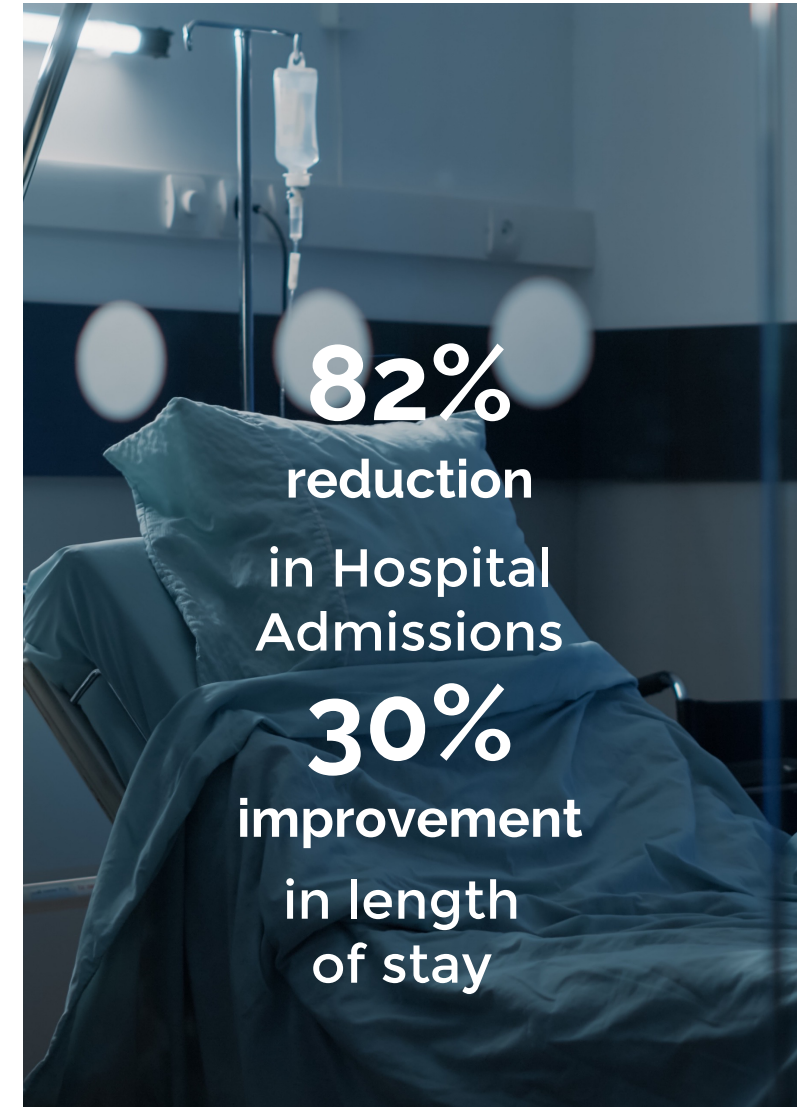
in 3-day
all-cause
readmissions

Pay for Value
Estimated Savings:

\$63,357

Fee for Service
Estimated Revenue:

\$58,680





Case-Study: Enhanced RPM Enrollment - CHF

Mature RPM Program with goal to increase vitals transmission within 48 hours of discharge

- RPM kits stored on units
- On- demand patient video education
- Patient readmission risk scores reviewed at 90 days post enrollment in RPM
- Patients returning to baseline discharged back to their primary care provider
- Patients at risk continue RPM with referral to advance care management and planning

Outcomes:

- ✓ Vital signs transmission within 48 hours of discharge increased by 3%
- ✓ Patients initiating RPM vital sign transmission within 48 hours of discharge had 4% return to hospital rate
- ✓ Comparatively, patients with vitals transmission > 48 hours of discharge had a 14.4% return to hospital rate



Case-Study: Leveraging RPM to Improve Capacity

RPM Program leveraged to provide safe discharge to home of COVID-19 patients with an oxygen requirement of up to 4 liters per minute

- 56 patients with acute hypoxic failure requiring weaning from oxygen at home were provided a pulse oximeter and a Stel Vitals Hub at the time of discharge
- Capacity for approximately 50 new patients was created allowing for the admission of 50 new patients
- 77% of enrolled patients successfully attended their 14-day hospital discharge follow-up
- 88% of patients already transitioned off oxygen at the time of appointment

Total Hospital Days Saved:
376

Total Direct Savings Costs:
\$412,472

Total New Admissions:
50

\$3T+ annual US health spend is
on people with chronic conditions

155M US Adults
have at least 1 chronic condition

43.2M US Adults over 65
have at least 1 chronic condition



75% OF HEALTHCARE LEADERS AREN'T HAPPY WITH THEIR DIGITAL HEALTH PLANS

Only 6% of the health systems surveyed have a "fully developed" digital health strategy, while 31% say their strategy is "slightly developed" and 16% don't even have a plan.

Health systems are being pressured by the post-pandemic healthcare landscape to develop a digital health strategy, but they're often overwhelmed by the market, unable to sift through the options to find the right vendors and have problems aligning internal stakeholders to a good strategy.

Vitals Transmitted in 2021 (Stel vs. Industry Leader)

