

Telehealth and RPM

Jacob Corbell, EVP Business Development
Cardiovascular Institute of the South



65
Physicians

45
NPs

860
Employees

19 Clinic
Locations

9
Telecardiology
Programs

LOUISIANA & MISSISSIPPI

- ▶ **Patient Visits = 340,823***
 - Clinics: 256,832
 - Hospital: 83,200
- ▶ **Hospital Procedures = 28,547***
 - Includes Cath Lab & EP



**LA & MS Visits & Procedures: April 2, 2019 - March 31, 2020*



 Cardiovascular Institute OF THE SOUTH 
 TELECARDIOLOGY PROGRAM



OUR MISSION IS

**TO PROVIDE OUR PATIENTS
THE HIGHEST QUALITY
CARDIOVASCULAR CARE AVAILABLE.**

WE PLEDGE OURSELVES TO:

TECHNOLOGICAL SUPERIORITY

TO ASSURE THE BEST MEANS OF DIAGNOSIS AND TREATMENT.

RESEARCH

SO THAT OUR EXPERIENCE AND COMMITMENT HELP CREATE
THE NEXT GENERATION OF TECHNIQUES AND TECHNOLOGIES.

EDUCATION

BY OUR NEVER-ENDING PURSUIT OF KNOWLEDGE AND OUR ONGOING COMMITMENT TO
SHARE STATE-OF-THE-ART MEDICAL CARE WITH PRESENT AND FUTURE LEADERS IN THE
FIELD OF MEDICINE, OUR COMMUNITY, AND OUR PATIENTS.

COMPASSION

TO KEEP FOREVER BEFORE US THE GOAL OF ACHIEVING THE BEST
POSSIBLE MEDICAL RESULTS WITH THE LEAST POSSIBLE DISCOMFORT.

COMMUNICATION

BY WORD AND DEED, OF OUR RESPECTFUL APPRECIATION FOR OUR PATIENTS AS FELLOW
BEINGS WHO HAVE HONORED US WITH THEIR TRUST IN OUR ABILITIES AND HUMANITY.

HEALTHCARE UPDATE



OEIS 7TH ANNUAL NATIONAL
SCIENTIFIC VIRTUAL MEETING

September 25, 2020



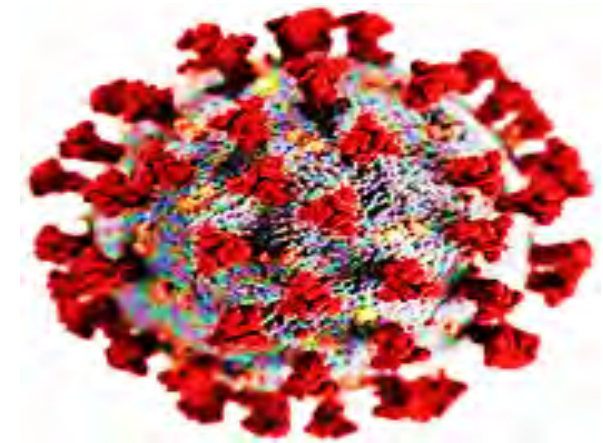
Coronavirus Pandemic



How COVID-19 must transform US global health strategy

BY CHRIS COLLINS AND MITCHELL WARREN, OPINION CONTRIBUTORS — 04/21/20 10:00 AM EDT
THE VIEWS EXPRESSED BY CONTRIBUTORS ARE THEIR OWN AND NOT THE VIEW OF THE HILL

54 COMMENTS



FIRST OPINION

The coronavirus pandemic could transform our health care system — for the better

By JULIA L. MARCUS and JOSHUA BAROCAS / APRIL 14, 2020

How COVID-19 Is Changing The Debate Over Health Reform



John C. Goodman Contributor

Policy

I offer market-based healthcare solutions.

COVID-19 is forcing the industry to reimagine healthcare delivery

The Game Had Already Changed...



The New York Times

CVS Health and Aetna \$Billion Merger Is Approved With Conditions



Forbes

You Might Soon Go To Walmart To See A Doctor



USA TODAY

Electronics giant Best Buy sees future in health care



Modern Healthcare

FTC Approves UnitedHealth-DaVita deal with conditions



The Motley Fool

Amazon Could Be Your Health Care Provider Sooner Than You Think



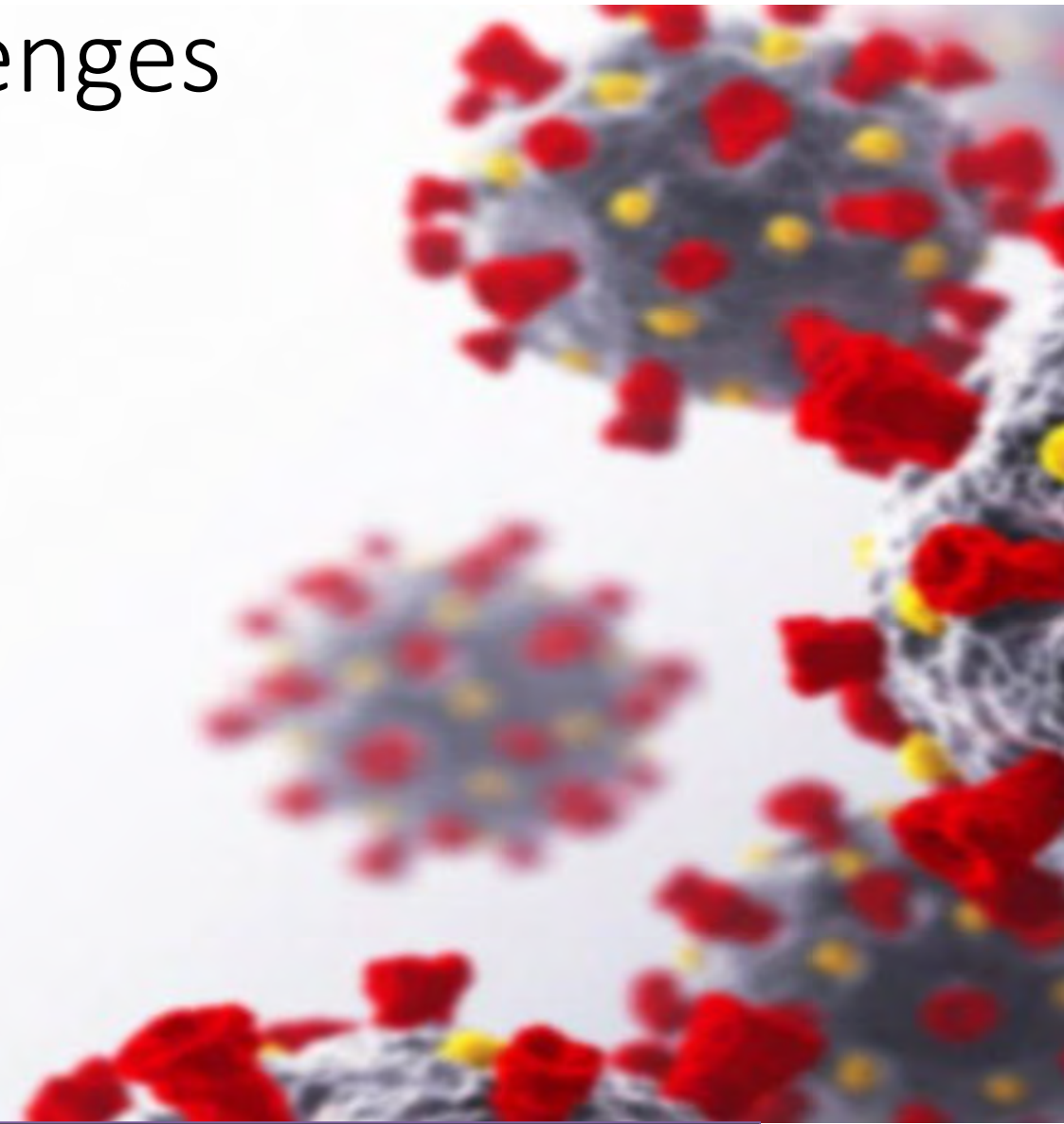
FORTUNE

Apple's Healthcare Take Could Be \$313 Billion By 2027, Analysts Say



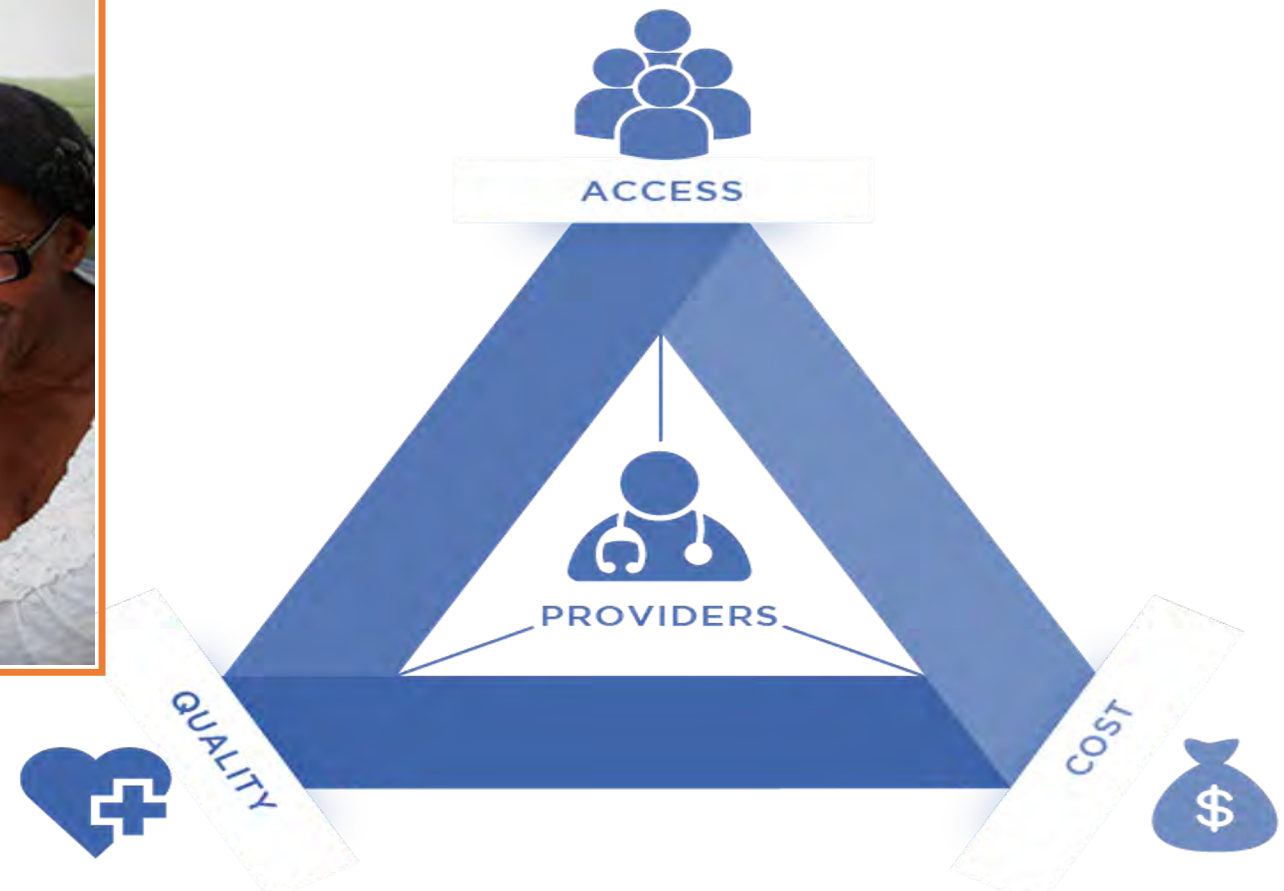
Pre and Post COVID-19 Challenges

- ▶ **Too expensive**
- ▶ **Too much friction**
- ▶ **Disruption from the “outside”**
- ▶ **Not enough providers**



What do Americans Want From Healthcare?

▶ The Quadruple Aim



Virtual Care is part of the solution!

“ THE CIS VIRTUAL CARE CENTER WILL
TRANSFORM
HEALTHCARE

BY CONNECTING SPECIALISTS WITH
INNOVATIVE TECHNOLOGY TO INCREASE
ACCESS AND PROVIDE THE HIGHEST
QUALITY HEALTHCARE AVAILABLE. ”

-Dr. Craig Walker
Founder, CIS

Cardiovascular Institute
OF THE SOUTH

VIRTUAL CARE

C E N T E R

The image shows the exterior of a modern building entrance. The glass wall is decorated with a blue-tinted network graphic of interconnected nodes and lines. The text 'Cardiovascular Institute OF THE SOUTH' is printed in a serif font, with a red heart logo containing a white 'S' to its right. Below this, 'VIRTUAL CARE' is written in large, bold, black sans-serif letters, and 'C E N T E R' is written in smaller, spaced-out, black sans-serif letters below a horizontal line. To the right, a set of glass double doors with silver frames leads into a brightly lit interior. The interior has a yellow carpet and a large wall-mounted screen displaying the Cardiovascular Institute logo. The ceiling is a white grid with recessed square lights.

\$1.8 million Renovation - Opened in April 2018



“THE CIS VIRTUAL CARE CENTER IS
TRANSFORMING
HEALTHCARE

BY CONNECTING SPECIALISTS UTILIZING INNOVATIVE TECHNOLOGY
TO INCREASE ACCESS AND PROVIDE THE HIGHEST QUALITY HEALTHCARE POSSIBLE.”

Category	Value	Color
CRASH	10	Red
HEAVY	15	Red
TRUCK	20	Red
SIGNAL	25	Red
ZONE	30	Red
STOP	35	Red
LANE	40	Red
ROAD	45	Red
BRIDGE	50	Red
RAIL	55	Red
WATER	60	Red
AIR	65	Red
SPACE	70	Red
TIME	75	Red



UNIVERSITY OF
MICHIGAN
HEALTHCARE

CLINIC
SUPPORT SERVICES

BUSINESS
INTELLIGENCE

TELECARDIOLOGY

VIRTUAL
VISITS

BPCI
ADVANCED

Cardiovascular Institute
OF THE SOUTH



VIRTUAL CARE
C E N T E R



NOCTURNAL
CALL

CARDIO@HOME™

REMOTE COUMADIN
MONITORING

RHYTHM
MANAGEMENT

Clinic Support Services



- ✓ 24/7 Nursing & APP Access for Patients
- ✓ Prescription Refills
- ✓ Prior Authorizations
- ✓ Patient Problem Resolution
- ✓ Pre-Surgical Clearances
- ✓ Patient Appointments

Telecardiology Wins



✓ 15,000+ virtual encounters in 2020

✓ 900+ in rural hospitals

✓ 98% Patient Satisfaction

✓ 84% of patients stay in the hospital or discharge home

CLINIC
TELECARDIOLOGY

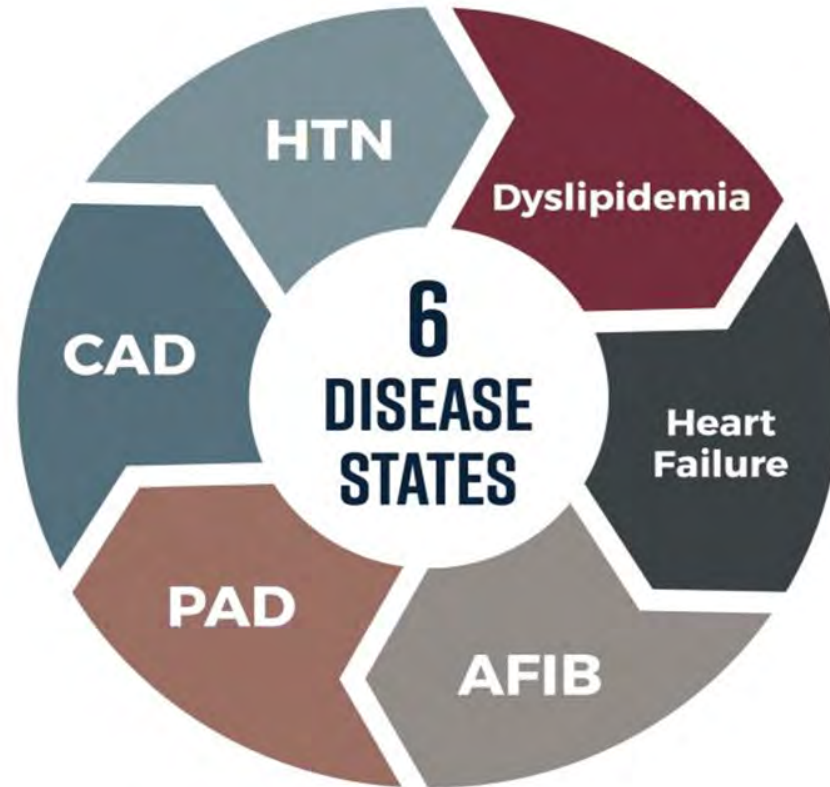
HOSPITAL
TELECARDIOLOGY



Cardio@Home™

CCM started in 2018 - RPM started in 2019 - PCM Started in 2020

2,000+ Patients
High Satisfaction



Cardio@Home™



Vivify Health Kits

- AMI Program
- 153 Enrolled
- 12 Readmissions
- 8% Readmission Rate
 - GI Bleeds; HTN Emergency; new onset AF; Hypotensive

cardiomems®



Implants

- 106 total implants (65 currently)
- 15.7% CHF Readmission

BPCI Advanced

Leveraging the Cardio@Home™ Team

Started October 1, 2018

Outpatient PCI

Inpatient PCI

**\$1.5M
Opportunity**

Thank You!

