



Hospitalization's High Cost and Chronic Disease

The fact is the presence of more serious chronic conditions can lead to increased hospitalizations. In 2017, the national average for in-patient hospital costs were:

- \$3,949 per day
- \$15,734 for an average stay²

For every chronic condition a patient develops, it's estimated that they will increase their medical spending by more than \$2,000 a year.³

Accelerating Health Care Cost Reduction through Preventive Care & Telehealth

The key to better care starts with discovering problems before they arise. Health Risk Assessments (HRAs) and Annual Wellness Visits (AWVs) are great ways to be proactive in preventive care, but many providers often neglect encouraging patients to partake in these services. Medicare claims data shows that half of AWVs are delivered by just 10 percent of physicians who provide them, and only 20 percent of Medicare beneficiaries received AWVs in 2016.¹ Failure to attack health issues early on leads to the development of more serious and chronic illnesses, which only increases the cost of health care and leads to worsened patient outcomes.

Chronic Disease in the U.S.

- Treatment of chronic physical and mental health conditions in the U.S. account of 90 percent of nationwide medical spending.⁴
- 6 in 10 adults in the U.S. have a chronic disease and 4 in 10 have two or more, which can mean large amounts of health spending, some of which could have been avoided with proactive health strategies as mentioned above.⁵
- The leading causes of death in the U.S. are heart disease and stroke, killing more than 859,000 people, which is 1/3 of all deaths. With the right care plans, some of these cases could be reduced.⁴
- Heart disease and stroke cost the health care industry \$199 billion per year and cause \$131 billion in lost productivity on the job.⁴
- 34.2 million Americans have diabetes and 88 million have prediabetes. The estimated cost is \$327 billion in medical costs and lost productivity.⁴

Delivering Solutions via Telehealth

Care Management Services from CMS

- Transitional Care Management (TCM)
- Behavioral Health Integration (BHI)
- Chronic Care Management (CCM)

TCM saves \$4,845 per patient per year⁶

These programs focus on the patient as a whole, with a well-coordinated care team, including a health coach, that can help target behavioral changes and reduce readmissions.



Remote Patient Monitoring

This program maximizes patient engagement by having them remotely send vitals to their providers to make sure they're in normal ranges and detect any abnormalities.

RPM can reduce hospitalizations by as much as **40 percent** for some diseases, as well as **save \$6,500 per patient per year.**⁷

Preventive Care Services

Assessments (HRAs) and Annual Wellness Visits (AWVs) can all be completed through telehealth. HRAs are efficiently done telephonically with telehealth video services brought into the patient plan when required. Advanced Care Planning (ACP) is an additional service beneficial to patients during the AWV.

Sources:

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3. "The Costly Chronic Disease Epidemic in Iowa." Partnership to Fight Chronic Disease, www.fightchronicdisease.org/sites/default/files/PFCD%20White%20Paper%20Iowa%20V3%20%283%29.pdf. Accessed 10 Sept. 2020.
4. "Health and Economic Costs of Chronic Diseases | CDC." Center for Disease Control, www.cdc.gov/chronicdisease/about/costs/index.htm. Accessed 10 Sept. 2020.
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6. Hirshman, Karen B, et al. "Continuity of Care: The Transitional Care Model." The Online Journal of Issues in Nursing, vol. 20, no. 3, 30 Sept. 2015.
7. "Financial Times: Benefits of RPM 'Could Save the US Billions.'" Care Innovations, news.careinnovations.com/blog/financial-times-benefits-of-rpm-could-save-the-us-billions. Accessed 10 Sept. 2020.

About Certintell — Chronic Care Partner for Health Centers



Certintell is a Care Management company delivering Remote Patient Monitoring, Chronic Care Management, Behavioral Health Integration and Transitional Care Management directly to health center patients as a virtual medical practice. These programs improve access to care, reduce the cost burden of chronically ill patients, increase revenues to the health center and improve overall clinical quality measures.