

# How Telli Health cellular-enabled devices improved accuracy and reliability for Accuhealth's rapidly growing remote patient monitoring program.

## METRICS AT A GLANCE

- 35%** Cost savings
- 30 mmHg** Reduction in both systolic and diastolic blood pressures\*
- 73%** Improvement in unique daily transmissions
- 67%** Reduction in patient churn
- 94%** Reduction in support costs
- 80%** Faster patient onboarding

*“Patient care is always our primary concern at Accuhealth. Knowing that our devices are always accurate, without geographical or connectivity limitations is truly revolutionary for remote monitoring. Telli Health devices give us an edge over our competitors by allowing us to deliver value-based in-home healthcare to patients living in the most remote locations across the United States.”*

**Stephen Samson** CEO Accuhealth

\*Based on TransTek manufactured devices



## CHALLENGE

Remote patient monitoring vendors were having issues securing accurate and reliable connected care devices that are easy for patients to use.

Accuhealth has always been a proponent of 4G cellular connected devices; however, from 2018 through to 2020, options for cellular connected Blood Pressure and Blood Glucose devices was limited/nothing in the marketplace up to Accuhealth's high standards. Issues related to accuracy, reliability, and ease of use increased over time, creating many challenges for both patient and provider. High degree of data transmission failures, limiting providers' ability to treat their patients effectively, bill effectively and manage their care plan. Additionally, trust building with new RPM customers suffering when devices fail.



## SOLUTION

Enter Telli Health to check all of the boxes - by providing user-friendly, reliable, and most importantly - **accurate** cellular-enabled devices that Accuhealth patients and providers can trust.

In 2021, Telli Health 4G cellular device provider entered the marketplace with additional options for both blood pressure monitors and glucometers. Telli Health devices developed to specifically address previous issues of accuracy, reliability and ease of use. Telli Health blood pressure monitors are engineered to measure blood pressure in the precise protocol used by physicians and their manual sphygmometers. Telli Health devices use SIM technology that connects to ALL major carriers in the United States (Verizon, AT&T, and T-Mobile/Sprint), providing a solution to patients in even the most rural / remote areas, allowing Accuhealth to reach more patients.



## RESULTS

Telli Health blood pressure monitors and glucometers deliver the most accurate and consistently reliable readings for Accuhealth customers - while plug-and-play devices allow for easy patient readings each and every time.

On average, Accuhealth has seen a 10 mmHg reduction in both Systolic and Diastolic blood pressures, with some patients seeing as much as 30 mmHg reductions. Increased patient satisfaction and 50% reduction in patient churn due to accuracy, consistency, and reliability of data transmission using Telli Health devices. Overall a 30% improvement in daily compliance and successful transmissions and push historical readings from device memory, resulting in providers receiving more patient readings. Additionally, Telli Health devices resulted in 35% Cost Savings. Telli Health provides scalable pricing for RPM vendors of all scope and size and a la carte pricing model allows Accuhealth to focus on business, without being locked into the previous per member per month pricing schemes.

