

# 500% INCREASE IN PATIENTS TREATED FOR HYPERTENSION

 KIMBERLY NOVAK  
Practice Manager at Kentucky Cardiology

## CHALLENGE

Patients at Kentucky Cardiology in Lexington, Kentucky, needed to write down their blood pressure readings on paper and bring them into the office in order to show providers. Kimberly Novak, Practice Manager at Kentucky Cardiology, said, "With conditions like heart disease, hypertension and cardiovascular disease, a lot can happen in a month, and we knew there had to be a better way."

## SOLUTION

Kentucky Cardiology enrolled their patients in **Remote Patient Monitoring**. This program allows patients to monitor their blood pressure at home and automatically send readings to their providers, eliminating the need for pen and paper. Novak said about working with PatientPoint<sup>®</sup> and Optimize Health, "I looked at three companies and what our costs would be for 50 devices and then 100 devices, and our net profit was significantly higher."

## RESULTS

After just three months of having RPM, Kentucky Cardiology could treat **500% more patients** for hypertension. They onboarded as many as **15 new patients** into their RPM program every day, and 90% of these patients had at least **20 minutes of engagement**. The practice even went from having 50 blood pressure monitors to another 300. According to Novak, "RPM is doing its job. We've had several patients who are at critical levels with their blood pressure, but now that we're monitoring them daily, we've caught when their readings are elevated and have quickly prescribed medication and kept them out of the ER."

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## THE BENEFITS OF REMOTE PATIENT MONITORING

PatientPoint partners with Optimize Health to provide your practice with an RPM program that not only **improves health outcomes** but also increases your **revenue and staff efficiency**. We offer a Managed Care program with licensed nurses who provide health coaching and monitor patient readings for you.

"We've had several patients who we've been able to help almost immediately by looking at their readings and quickly making an adjustment to their medication, rather than waiting two, four, six weeks to follow-up in person," said Novak. RPM has helped Kentucky Cardiology improve the quality of life for their patients.



## The Patient Engagement Platform

RPM is a part of PatientPoint's comprehensive approach to patient engagement. Our in-office technology and education further drive patient action and are proven to improve health outcomes—and increase billable claims by 3%.\*

\*Results of matched pair analysis using longitudinal patient medical claims. Health services measured: colon cancer screening, breast cancer screening, STI screening, tobacco cessation counseling, flu vaccination.

Let's Chat

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