PHAROS
INNOVATIONS®

Better care coordination should be this simple.

The Solution to Preventing 30-Day Readmissions

25% OF ALL U.S. HOSPITALS ARE AT RISK FOR LOSING SIGNIFICANT REVENUE BECAUSE OF HIGH 30-DAY READMISSION RATES.

WILL YOUR ORGANIZATION BE ONE OF THEM?

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Transitions Tel-Assurance®: Looking Beyond Clinical Risk

Substantial financial penalties are on the horizon for institutions lacking effective programs to address avoidable 30-day readmissions for patient cases related to acute myocardial infarction, pneumonia and heart failure.

Is Your Team Really Managing Care?

Nearly 25% of discharged Medicare patients are readmitted to the hospital within 30 days.

Most of these readmissions are considered preventable. Clearly, current reduction efforts are unsuccessful and fail to address differences in what may drive readmission within the first 48 to 72 hours vs. day 28 or 29. While trying to stay focused on care, staff may be ill-equipped to help patients truly transition through their critical 30-day post-discharge period due to traditional workflow processes, strained resources and lack of automation.

The Healthy Transition From Hospital to Home

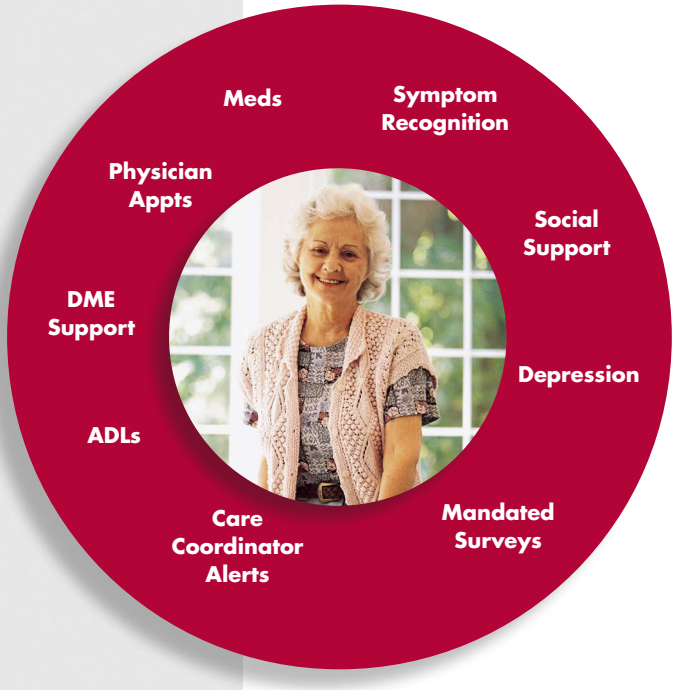
The newest module of Pharos Innovations' proven device-free remote patient monitoring platform leverages communication, technology and clinical information to directly track and report patient activity and health status. Transitions Tel-Assurance is today's innovative answer to remote patient monitoring that engages patients in their own care.

By providing transparency to the care management process, it ensures accountability and better post-hospitalization recovery. Beyond the monitoring and intervention to keep patients from readmission, Transitions Tel-Assurance helps hospitals and health systems build the workflow processes and clinical behavior change necessary to support care managers in their new, more accountable roles.

Here's why Transitions Tel-Assurance should be part of your readmission avoidance strategy:

- *Simple-to-use daily monitoring*
- *Customized patient experience*
- *Maximizes clinical resources*
- *Easy to implement and monitor*
- *Cost-effective solution*

Tel-Assurance Supports Important Self-Care Challenges



Key Factors Driving Readmissions:

- *Clinical improvement is inadequate or incomplete after discharge*
- *Medication and/or treatment plan adherence creates challenges*
- *Self-care resources and support are not matched to actual patient need*
- *Outpatient appointments and follow-up are not timely or don't occur at all*
- *Patients are not adequately educated about how to take better care of themselves*

Transitions Tel-Assurance Benefits:

Hospital and Health System Executives

- Experience consistent and predictable improvements in readmissions through better care coordination
- Improve patient satisfaction and loyalty
- Avoid costly Medicare penalties

Care Managers

- Focus on patient needs informed by daily visibility into the care setting, actions and challenges that your patients are experiencing post-hospital discharge
- Intervene on a proactive and timely basis
- Encourage and support patient self-care efforts
- Document improved clinical outcomes

Patients and Caregivers

- Maintain a daily connection to their care team
- Increase treatment plan adherence
- Feel more empowered to manage their recovery and overall health
- Form a stronger connection to their provider organization

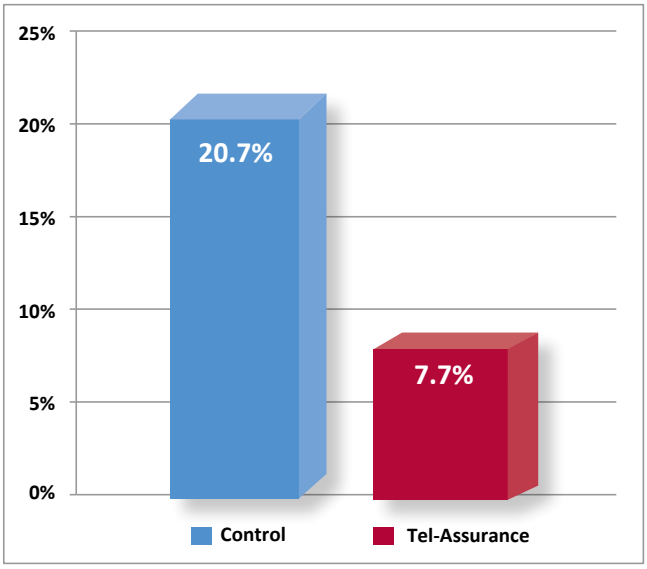
Organizations Bearing Financial Risk

- Dramatically reduce avoidable readmissions and associated financial exposure
- Transform their organizational care model
- Improve care coordination efficiencies

The typical 200-300 bed community hospital could save $3.8 million annually by reducing excess readmissions.
(Source: Premier, Inc.)

In a recent CMS report on hospital readmissions, 60% of Tel-Assurance clients ranked in the top quartile of health systems nationally for low readmission rates following an admission for heart failure.

62% Average Reduction in Readmissions Using Tel-Assurance



The Centers for Medicare and Medicaid Services (CMS) track hospital data and report baseline 30-day readmission rates between 20-25%. Clients utilizing the Tel-Assurance platform consistently report readmission rates of less than 10% for an enrolled population.

Reduce risks, avoid penalties and monitor to prevent factors that send patients back to the hospital. **Visit www.pharosinnovations.com/Transitions**, email **Transitions@Pharosinnovations.com** or contact us at 800-997-3367 for a product demonstration and more information.

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Here's how leading healthcare providers are reducing their avoidable hospital readmission rates:

"We knew there was a better way to help our patients take better care of themselves. Tel-Assurance allows us to take better care of our patients outside of the hospital."

Henry Ford Health System (MI)

"Utilizing the Tel-Assurance platform has been a key factor in our success.

Park Nicollet Health System

"We have seen first-hand the impact that regular monitoring and management through Tel-Assurance can have on patients, especially those who live in rural areas, and on improving outcomes and organizational performance."

South Jersey Healthcare

"Tel-Assurance helps us provide a vital service to our patients by allowing us to intervene early and prevent avoidable hospitalizations."

Inova Heart and Vascular Institute

About Pharos

Pharos Innovations assists healthcare providers and payers in achieving next generation clinical and financial performance improvement. An innovative, device-free platform, Tel-Assurance,® improves care coordination and drives dramatic clinical improvement and cost savings by remotely monitoring patients and averting unnecessary clinical events. Our enabling technologies proactively involve patients in their care and result in the early identification of clinical deterioration. Tel-Assurance® substantially expands the reach, efficiency and effectiveness of clients' current health management programs for complex chronic conditions and care transitions.

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