



**MedekRPM**

Full-Service Remote Patient Monitoring

## <Very extremely long practice name>

- Lorem Ipsum
- Ipsum Lorem
- Sit Amet
- Amet Sit

In the next few minutes, we'll discuss how your practice can make...

<b>100</b> PATIENTS	<b>500</b> PATIENTS	<b>1000</b> PATIENTS
<b>\$XXXX</b>	<b>\$XXXXX</b>	<b>\$XXXXX</b>

In the next 12 months!



# Medek

Health Systems

connected  
care.ai

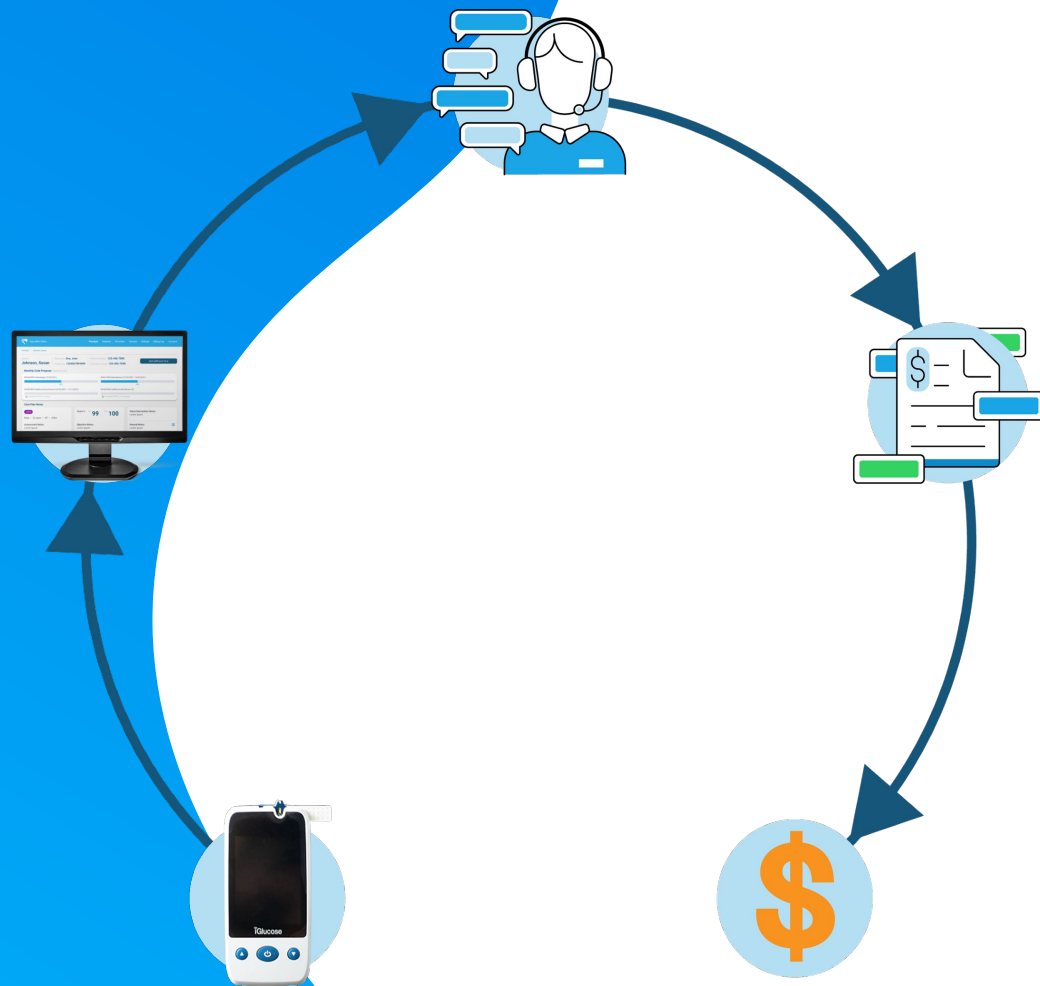


VA



U.S. Department  
of Veterans Affairs





# What is RPM?

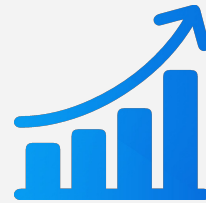
*RPM is a tool that monitors patients with chronic conditions using cellular devices. These devices allow for remote patient monitoring, which can be used to establish trends in a patient's overall health. Medicare and many private insurance providers support billing of CPT Codes 99453, 99454, 99457, and 99458.*

# Why use RPM?



**72%**

Reduction in  
Hospital  
Readmissions



**30%**

Increase in  
Patient Visits



**25%**

Improvement in  
Patient Satisfaction

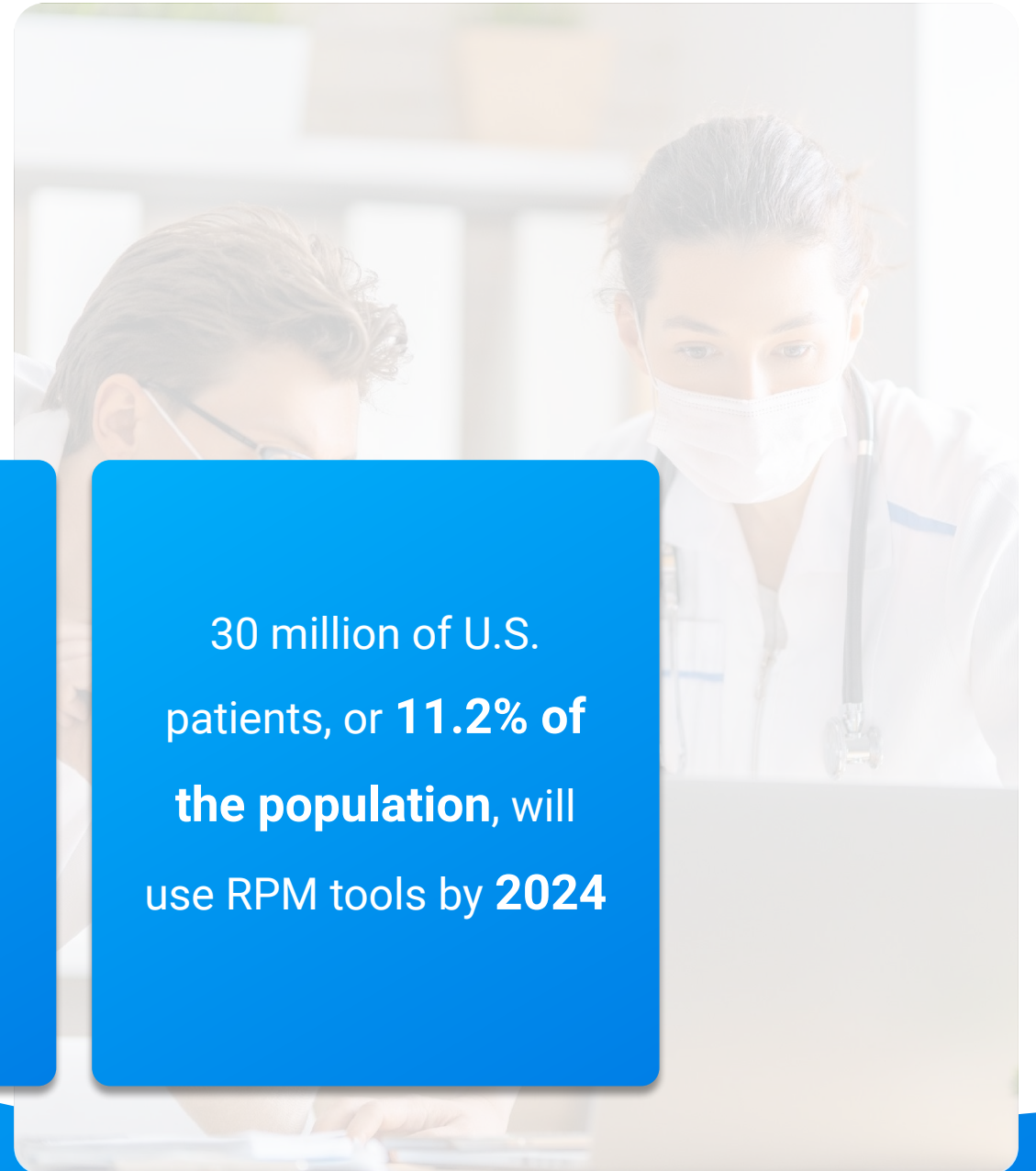
# Numbers Talk



RPM has helped  
reduce the 30-day  
readmission rate from  
**14% to 6%**

**69% of healthcare  
professionals** ranked  
RPM as the #1 reducer  
of overall costs

30 million of U.S.  
patients, or **11.2% of  
the population**, will  
use RPM tools by **2024**



# Why use Medek RPM?

The only Full-Service Remote Patient Monitoring provider nationwide



Onboarding



Data Collection



Cellular Devices



Patient Compliance



Insurance Billing



Support



Increased Patient Health and Revenue

Medek RPM

Other Vendors



# Why use Medek RPM?

- Most experienced RPM company
- Provides cellular connected devices:
  - No WiFi, or Bluetooth needed
  - Ready to use devices
- Easy-to-use fully featured portal
- Our Patient Care Team:
  - Is USA Based
  - Are Licensed RNs, PAs, and ARNPs
  - Develops a bond with the patient

**72%**

*of patients saw improvements in their  
average readings within the first two  
months*





"...It's been great to collaborate to provide additional and consistent care for our patients. **Our number one goal** using Medek is to better **improve and monitor the health of our patients**, and **Medek has made this possible and easy to do.**

The staff at Medek have been wonderful at answering our questions and giving us support when needed... The staff being prompt, helpful, and informative in their communication with us.

**Overall, we have been pleased with the product and service.** We look forward to continuing and growing our service with Medek."

- **Dr. Lucius Laffitte, currently enrolled practice**



## Our Complete RPM Solution Includes:

- ✓ **10 WIRELESS DEVICES**  
Shipping Included
- ✓ **PATIENT ENROLLMENT**  
Via Onboarding Team
- ✓ **MONTHLY PATIENT REVIEWS**  
US-based, RN or Above
- ✓ **BILLING TEAM**  
Medicare & Private Insurance
- ✓ **PROPRIETARY PATIENT PORTAL**  
Immediate Access and Training
- ✓ **FULL 40 DAYS BEFORE YOUR 1<sup>st</sup> INVOICE**

Value

**\$2,250**

**\$2,750**

**\$750**

**\$1,600**

**PRICELESS**

Get started with 10 patients **\$1.19**

TOTAL COST: ~~**\$7,350**~~

# Appendix

**Qualifying Conditions for Patients**

**Patient Onboarding Process**

**Patient Welcome Kit**

**RPM CPT Code Breakdown**

**CPT Code 99453**

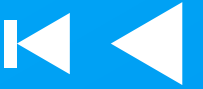
**CPT Code 99454**

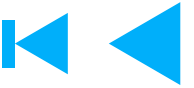
**CPT Code 99457**

**CPT Code 99458**

**Fee Schedule**

**ConnectedCare.ai**





# Qualifying conditions for patients



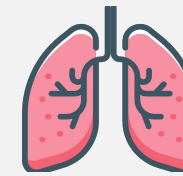
Must have an active qualifying condition



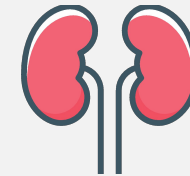
Must have an active and valid insurance



HEART DISEASE



LUNG DISEASE



KIDNEY DISEASE



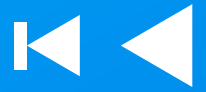
DIABETES (TYPE I & II)



OBESITY

Of the 22 eligible chronic conditions for RPM, the most common are:

# Patient Onboarding Process



1



## Onboarding

Medek Health calls the patient to get consent & confirm the shipping address.

2



## Device Mailed Out

We mail the patient's device.

3



## Start the Program!

The patient can start using the device as soon as it's received. No setup or Wi-Fi required!

4



## Device Education

We call the patient to confirm that the device was received and train them when necessary and answer any questions.

5



## Take Regular Measurements

Regular measurements assist the doctor by providing a more complete picture of the patient's health.

6



## Continued Care & Follow Ups

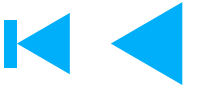
A clinician reviews the patient data and follows up on a regular basis.

# Patient Intro Pack

A postcard will be sent to the patient to announce the partnership of your practice and Medek RPM.

After enrollment, the patient's device will be sent with a welcome letter providing more information about the program.



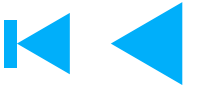


# RPM CPT Code Breakdown

CPT code	Description	Billing Frequency	REIMBURSEMENT	MEDEK'S FEE
99453	Initial set-up and patient education on the use of equipment	Once at set-up	\$19.36	\$XX.XX
99454	Device provides daily recording and programmed alerts	Every 30 days*	\$57.00	\$XX.XX
99457	Clinician spends 20 minutes in a calendar month on care management	Monthly	\$50.95	\$XX.XX
99458	Addon to 99457. Can be billed twice for each individual 20 min block.	Monthly	\$82.74	\$XX.XX

\*Minimum of 16 days of monitoring

\*\*Price after being billed twice, regular price: \$41.42



# CPT Code 99453

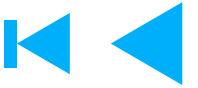
By Medek/per patient – ONE TIME

***\$6.88 fee per patient***

- Welcome postcards mailed to patients
- EMR review to determine:
  - Medical necessity audit to determine patient eligibility
  - Financial responsibility audit to determine patient eligibility
- Share prequalified patient list for practice approval
- Call patients for program consent & confirm shipping address
- Device setup and pre-testing
- Device assignment to patient
- Packaging & shipping
- Track device to patient home
- Call patients to confirm receipt of the device and train patient on device usage







# CPT Code 99454

By Medek/per patient per  
***\$XX fee per patient***

- Patient Onboarding & Billing Platform
- RPM Device & cellular connectivity
- Compliance alerting system to patient for missed readings
- Dedicated patient and provider technical support
- Monitor device health for issues and proactively ship replacement batteries to patient
- Replacement lancets and test strips for glucometers
- Replacement BP cuffs as needed and for patients with non-standard arm sizes
- Review new RPM requirements; adjust program as needed

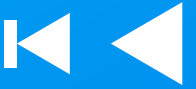


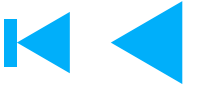
# CPT Code 99457

By Medek/per patient per month

***\$24.50 per 20 minute block of review***

- Clinical Program management by dedicated lead clinician
- Clinician reviews patient readings to ensure care plan compliance
- Review patient database for non-compliant patients – after 2 days of missed readings, call patient and request patient perform reading - recommendation to practice to remove patient if necessary
- Call patients when an abnormal/critical reading is received – ask patient for additional reading and proceed with practice directives for abnormal/critical reporting process
- Automated text notifications to patients for non-compliance (missed readings)
- Call patients on a monthly basis to discuss patient health, program goals, and other needs as necessary
- Report to Practice any issues that would necessitate patient follow-up/visit required





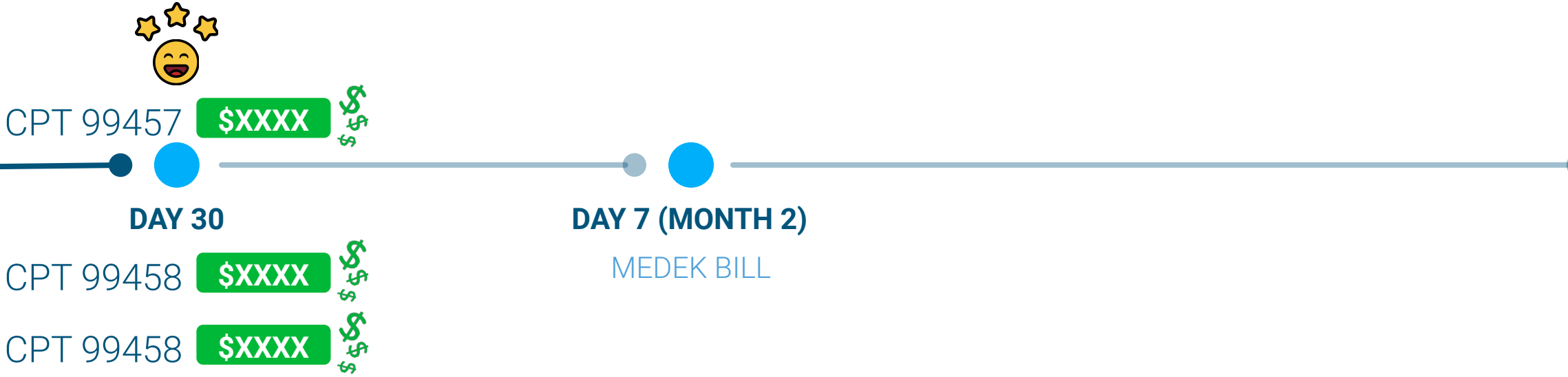
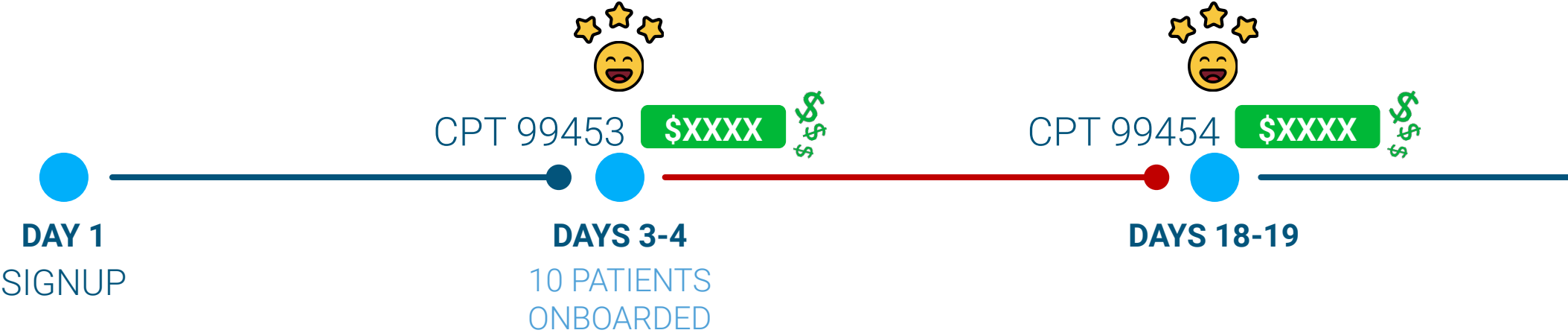
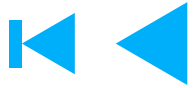
# CPT Code 99458

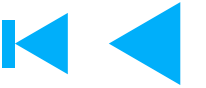
By Medek/per patient per month

***\$24.50 per 20 minute block of review***

- Is an add-on code to 99457, for each additional 20 minutes of remote physiologic monitoring treatment (up to two 20 minute blocks) management services provided in a 30-day calendar month

# Fee Schedule





# ConnectedCare.ai

*Launch a high-performing RPM program without any headaches. Have control in program design, management, and staffing by the #1 expert in RPM.*

## **One cost solution.**

- Manage patients from a single portal
- No Contracts = Cancel anytime
- Prevent patient trips to the E.R.
- Scale your income endlessly



**Pay Monthly**  
price per patient  
**\$25**  
+ One time fee \$99/device

**Pay Annually**  
price per patient  
**\$20**  
+ One time fee \$99/device

connected  
care.ai

# EXTRA SIDES

**Ready to  
learn more?**

**Name Lasname**

Title

[nlastname@medekhealth.com](mailto:nlastname@medekhealth.com)

(888) 336-3335

[www.medekrpm.com](http://www.medekrpm.com)



**MedekRPM**

Full-Service Remote Patient Monitoring

# Appendix

**Qualifying Conditions for Patients**

**Patient Onboarding Process**

**Patient Welcome Kit**

**Tier Breakdown**

**Tier 1**

**Tier 2**

**Fee Schedule**

**ConnectedCare.ai**





## <Very extremely long practice name>

- Lorem Ipsum
- Ipsum Lorem
- Sit Amet
- Amet Sit

**In the next few minutes, we'll discuss how your practice can save...**

<b>100</b> PATIENTS	<b>500</b> PATIENTS	<b>1000</b> PATIENTS
<b>\$271k</b>	<b>\$1.4 Mil</b>	<b>\$2.7 mil</b>

**In the next 12 months!**

# Why use Medek RPM?

- 3x faster patient onboarding than the competition
- 2x more patient engagement
- 80%+ patient compliance
- Improves patient self-management & care plan adherence
- Improves access to care & retention
- Improves data-driven decision-making

**72%**

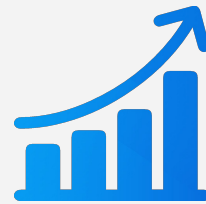
*of patients saw improvements in their average readings within the first two months*

# Why use RPM?



**72%**

Reduction in  
Hospital  
Readmissions



**80%**

Patient  
Compliance



**25%**

Improvement in  
Patient Satisfaction



# Key Benefits of RPM for Value-Based Care

- Improve data-drive clinical decision-making
  - Optimize clinical staff efficiency and combat clinical shortages
  - Cost of care reduction for payers & providers
  - Improves access to patient care & retention
  - Improves the patient experience & satisfaction
  - Improves the clinician-patient relationship
  - Improves patient self-management & care plan adherence
  - Reduce hospital/emergency department readmission
- 



## Our Complete RPM Solution Includes:

- ✓ **10 WIRELESS DEVICES**  
Shipping Included
- ✓ **PATIENT ENROLLMENT**  
Via Onboarding Team
- ✓ **MONTHLY PATIENT REVIEWS**  
US-based, RN or Above
- ✓ **PROPRIETARY PATIENT PORTAL**  
Immediate Access and Training
- ✓ **FULL 40 DAYS BEFORE YOUR 1<sup>st</sup> INVOICE**

Value

**\$2,250**

**\$2,750**

**\$250**

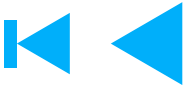
**PRICELESS**

Get started with 10 patients **\$1.19**

TOTAL COST: ~~**\$5,250**~~



# Pricing



## Basic Plan

**\$35** patient  
/month

### Includes:

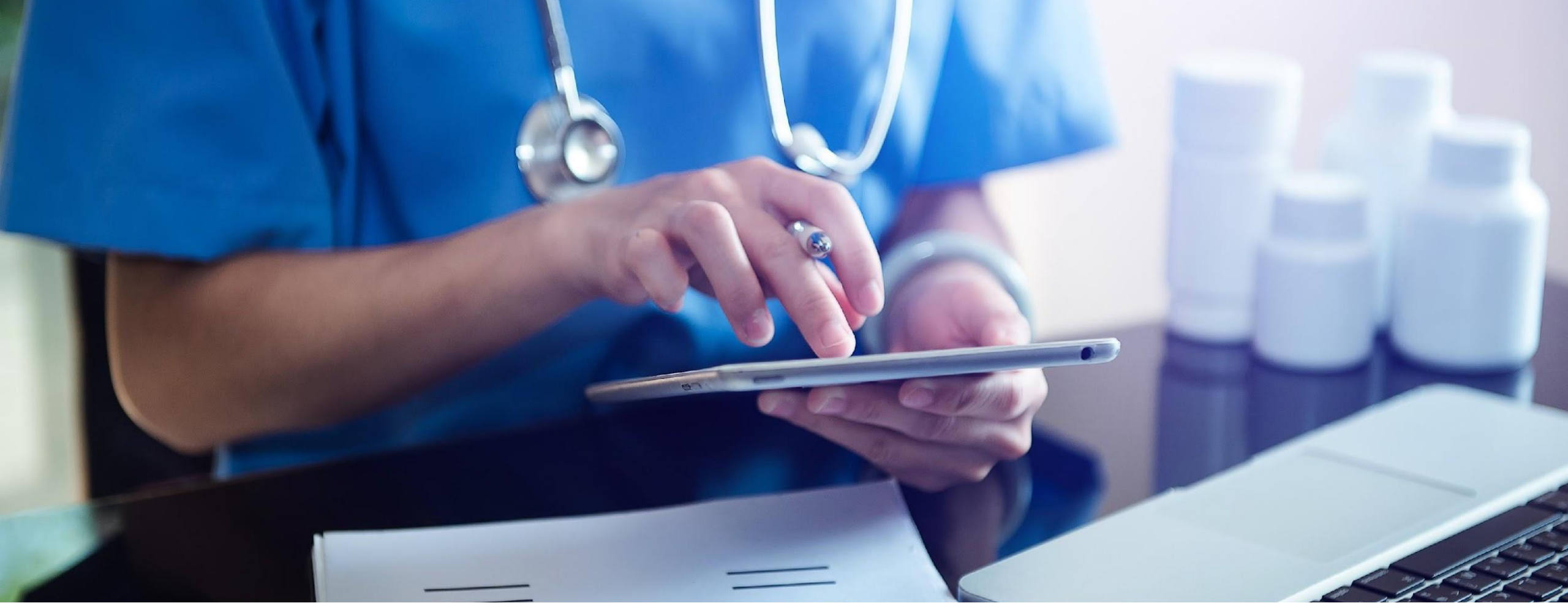
- Patient Onboarding \$6.88 one time fee
- Wireless Device & data transmission
- Automated Reviews
- Portal Access
- Automated communication with patients
- Automated communication with office
- Automated critical alerts

## Care a Lot Plan

**\$60** patient  
/month

### Includes Basic plus:

- 20 min. of Clinical Reviews Monthly
- Clinician communication with patient
- Clinician communication with office
- Clinician monitors critical alerts
- Critical Reading Monitoring



**MedekRPM**  
Full-Service Remote Patient Monitoring

***VIRTUAL DEVICES***

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# Remote Patient Monitoring

## Problems:

1. One Device Per Patient
  - a. Bulky
  - b. High Cost for Medek and Provider
2. Low Billing Reimbursement
  - a. Inability to Bill 99457 & 99458

*How did Medek RPM solve these problems?*





# Medek RPM Virtual Devices

- Virtual Device = **Software + Physical Device**
- Allows **1 device** to serve **multiple patients**
- Transforms **measurement time** into **review time**

***The ONLY VIRTUAL RPM PLATFORM in the industry!***

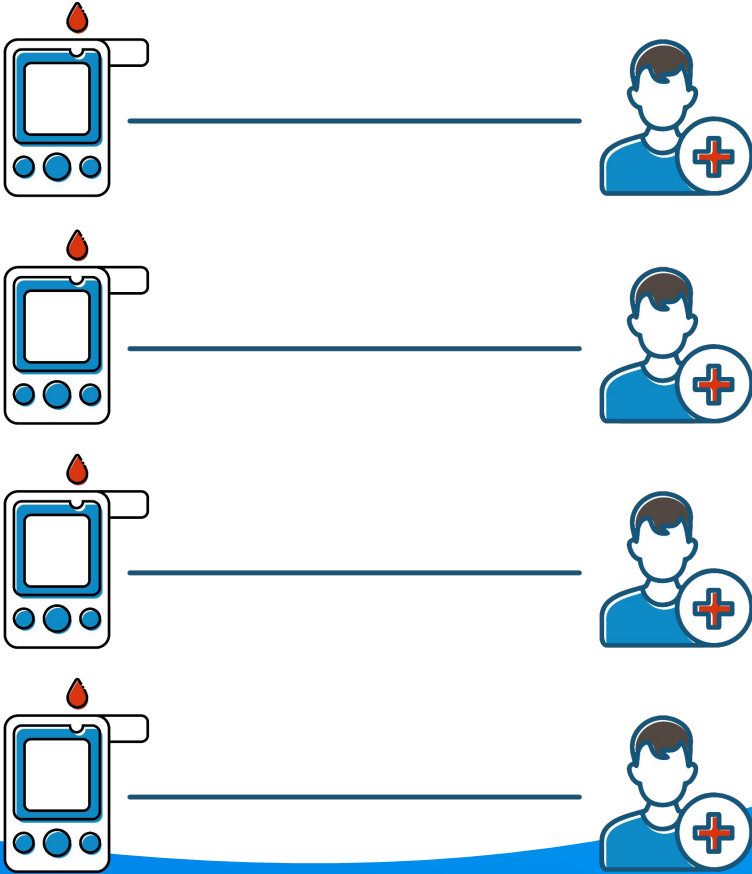
# VIRTUAL DEVICE



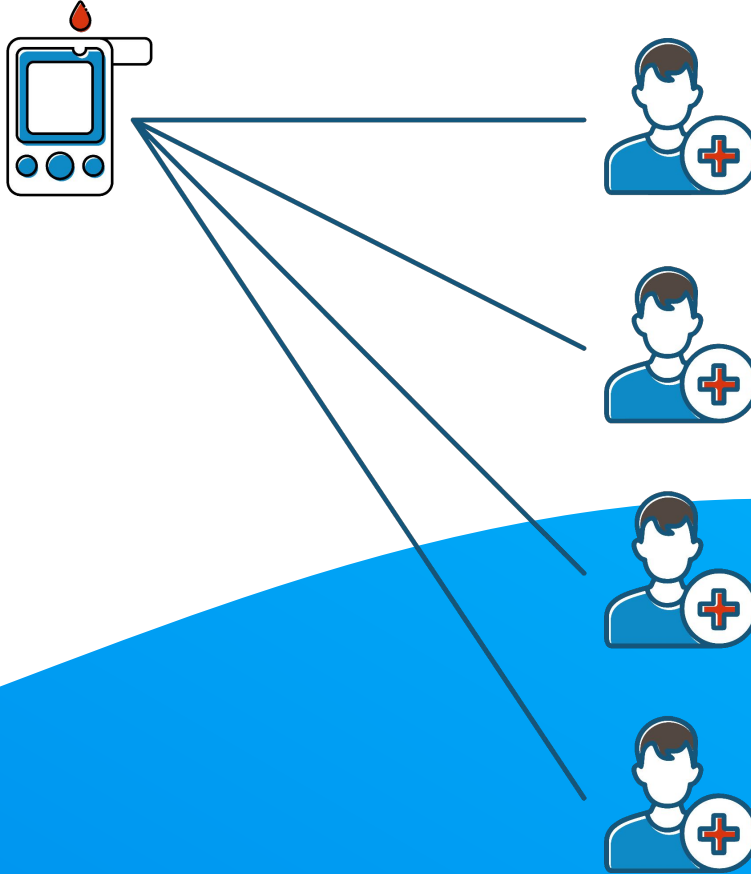
Patient Key	First Name	Last Name	Status	Phone	Last Time	Last Reading
PAT001	Test	Patient	Active	(408) 414-5006	7/27/2022 2:17 PM	101 101
PAT002	Mark	Johnson	Active	(408) 414-5006	7/27/2022 9:11 AM	101 101
JLUBECK-0719	Jan	Luback	Active	(520) 406-8527	7/26/2022 9:22 AM	
JLUBECK-01	Jan	Luback	Active	(520) 406-8527	7/26/2022 8:58 AM	
TEST2	Test	Guy	Active	(520) 578-9272	7/26/2022 10:39 AM	
TEST1	Test	Guy	Active	(477) 777-8554	5/31/2022 3:16 PM	101 101
PAT005	Chris	Owen	Active	(352) 409-6691	7/18/2022 10:44 PM	101 101
PAT19922	Hamilton	Ford	Active	(214) 567-8900	7/25/2022 12:43 PM	101 101
202204-001	New	Patients	Active		7/27/2022 2:05 PM	101 101
E54887	Test	Patient013	Active	(520) 385-1001	7/26/2022 9:42 AM	101 101

# Reduce the Number of Physical Devices

Before

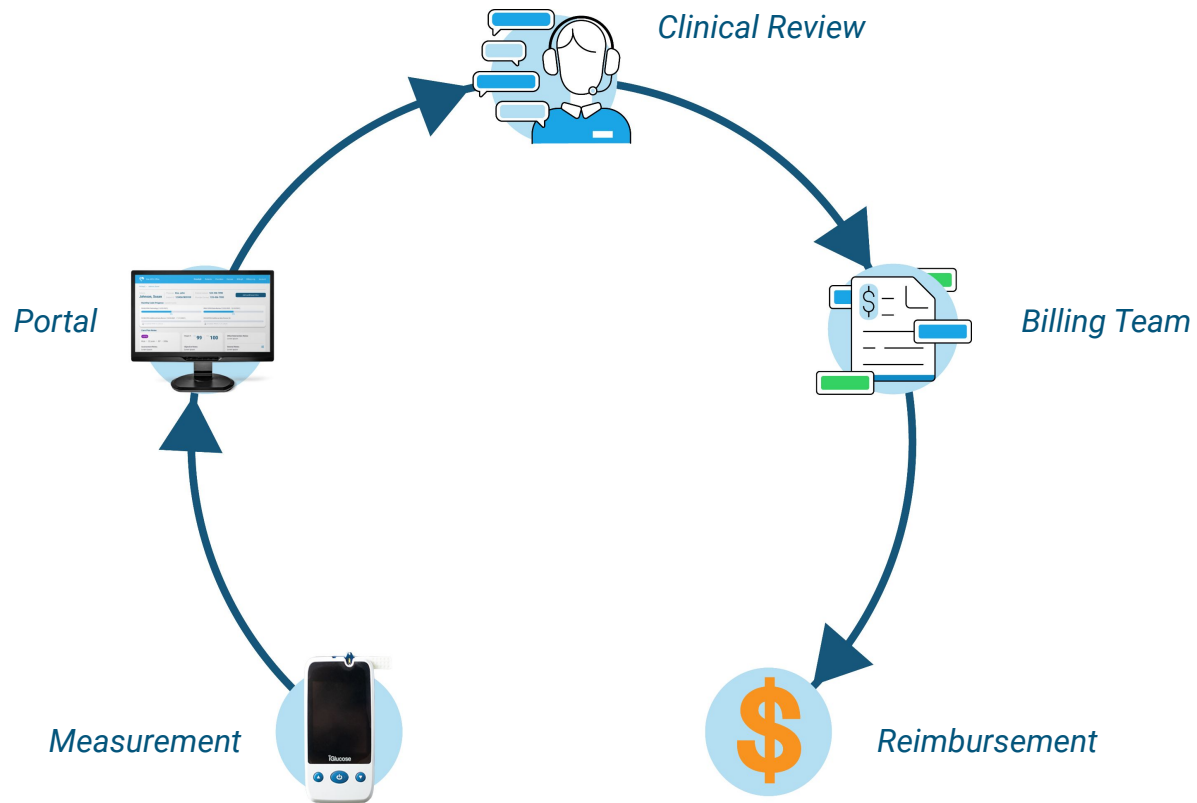


After

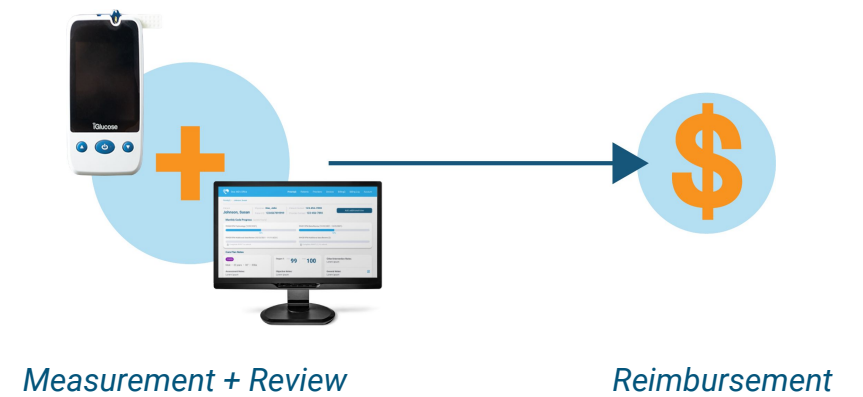


# Low Device Count

## Traditional RPM



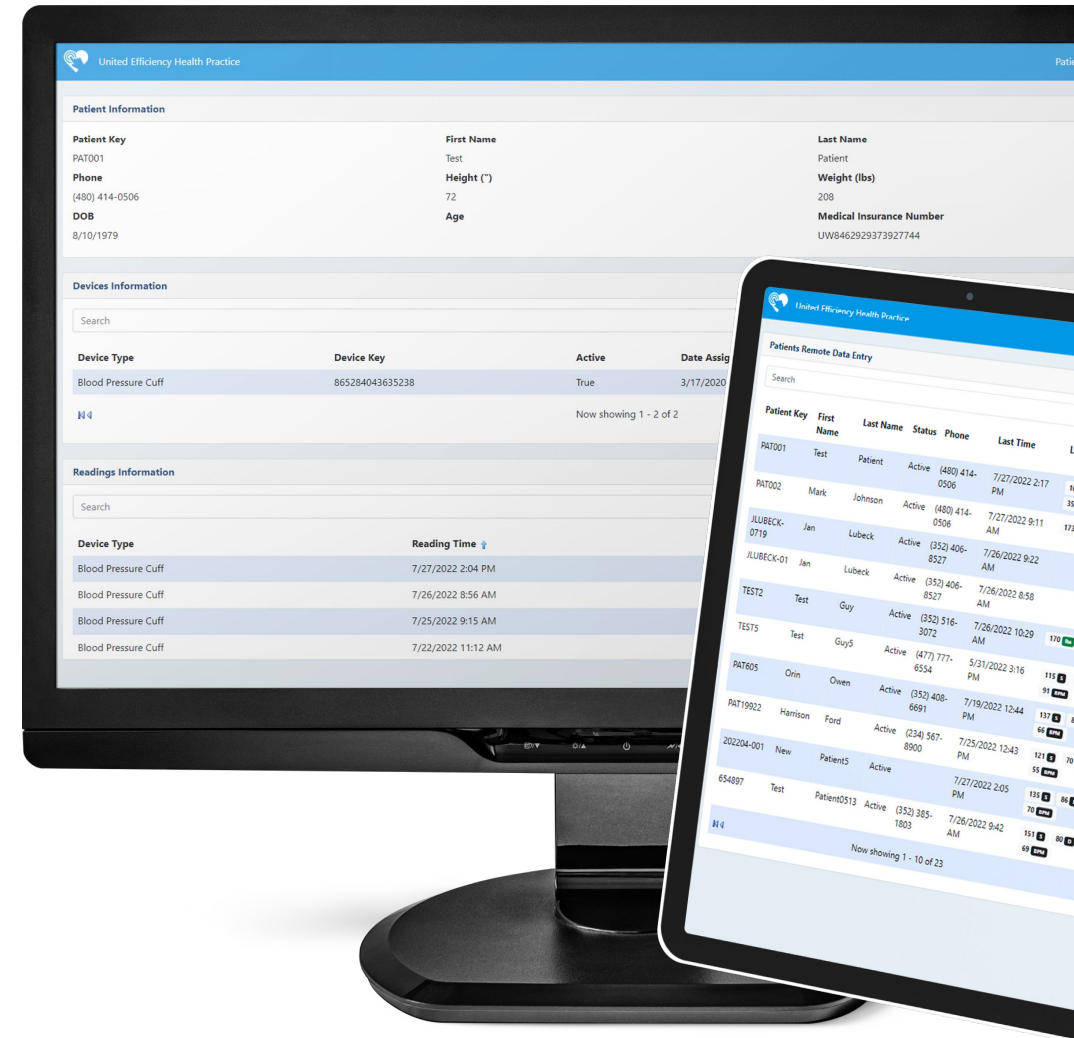
## Medek RPM Virtual Devices



# Increased Reimbursement

- Codes **99457** and **99458** automatically reached
- No need for a separate review team
- Reimbursement:
  - 99454 - **\$43.29**
  - 99457 - **\$40.72**
  - 99458 - **\$66.92\***

\*Individual block is \$33.46



Physical  
Devices

**\$125**  
per additional  
device



As your patient population grows,  
your prices will decrease:

**100**  
PATIENTS

~20%  
discount

**1,000**  
PATIENTS

~30%  
discount

**10,000**  
PATIENTS

~40%  
discount

# Nurse Aimy: AI-Powered RPM Reviews

**Minimize billing to Medicare by having Nurse Aimy do it for you.** Nurse Aimy is our AI-Powered virtual nurse who reviews data and sends reminders and alerts. Instant reviews means no time spent with reviews and communication.



# Nurse Aimy: Key Points

- Automated reviews and patient data analysis
- Minimize CPT Codes 99457 and 99458
- Generate patient reminders automatically
- Benefits of RPM without increasing Medicare Billing
- Critical reviews are escalated to a human healthcare professional



# Practice Success Team

- Approachable personalized attention from your own advocate with Medek
- Your Go-To person for all RPM needs within the company
- Your patients have you, and you have your own Practice Success Advocate







# Clinical Review Team

- Healthcare professionals: Registered nurses, and up
- US Based
- Personal relationship with patients, increasing compliance