

# **Telehealth:**

**A potent tool in preventing  
re-hospitalizations in the  
chronically ill population.**

Presented by

Erin Denholm, CEO

Centura Health at Home

# About Centura Health

- Largest health system in Colorado
- 12 Hospitals
- Senior Living Communities
- Home Health
- Faith based organization
- 12,000+ Associates

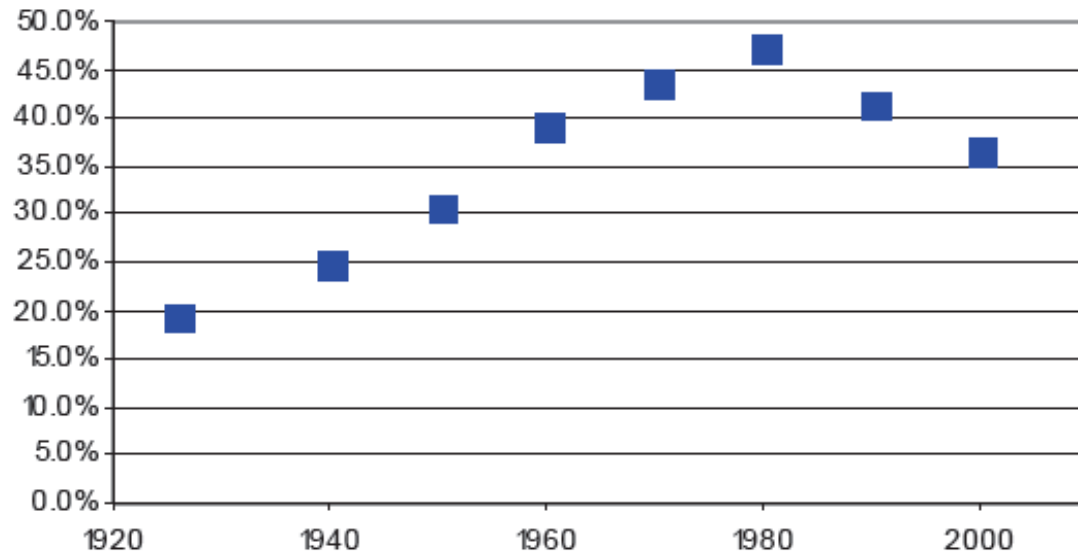
# About Centura Health at Home

- Largest home health agency in Colorado
- 4 business lines
  - Home Care
  - Hospice
  - Infusion
  - Oxygen & HME
- 460+ Associates
- Net revenue = \$70M

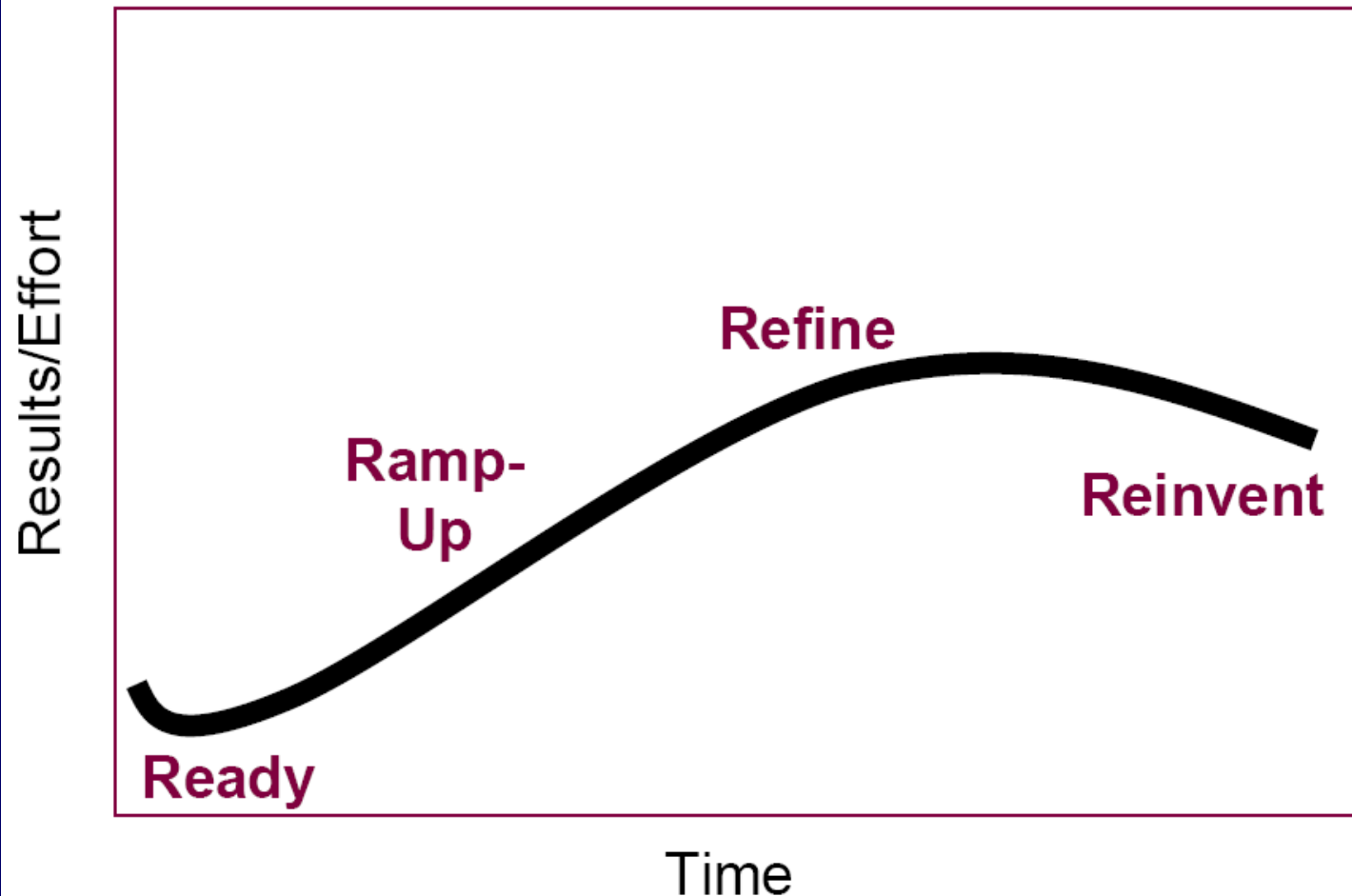
# Where Hospital Industry Falls on the S Curve

## Hospital Share of U.S. Personal Health Expenditures (1926-2000)

Sources: United States Centers for Medicare and Medicaid Services; Gibson and Waldo, "National Health Expenditures, 1980," Health Care Financing Review, Sept. 1981



# The S Curve



**Where we've been . . .**

**Where we are . . .**

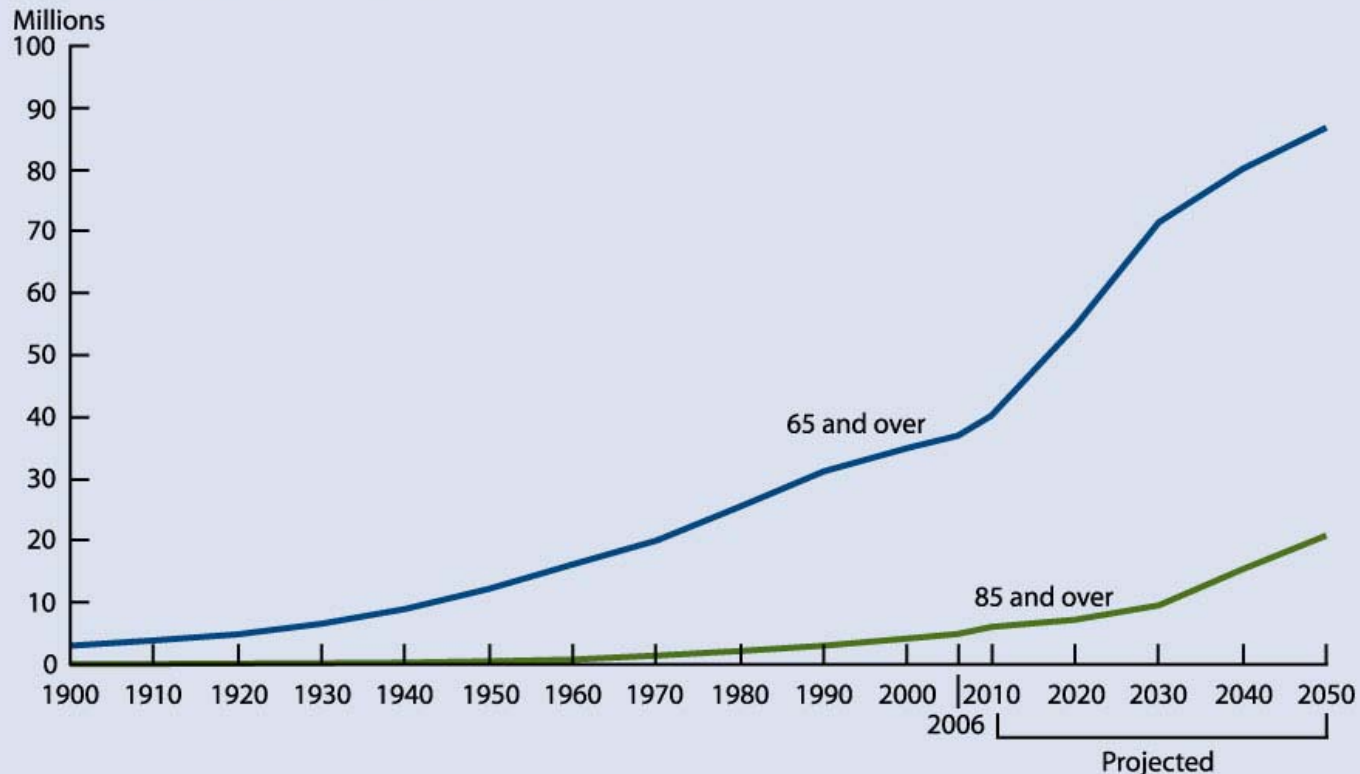
**Where we're going**

# Healthcare's Perfect Storm

Medicare	1965	2008
Age of Eligibility	65 years old	65 years old
Ave lifespan >65	4 years	20 years
Ratio Tax Payers to CMS Recipients	10:1	3:1
Number of 65+	< 10 million	44 million

# Indicator: Number of Older Americans

Number of people age 65 and over, by age group, selected years 1900–2006 and projected 2010–2050



Note: Data for 2010–2050 are projections of the population.

Reference population: These data refer to the resident population.

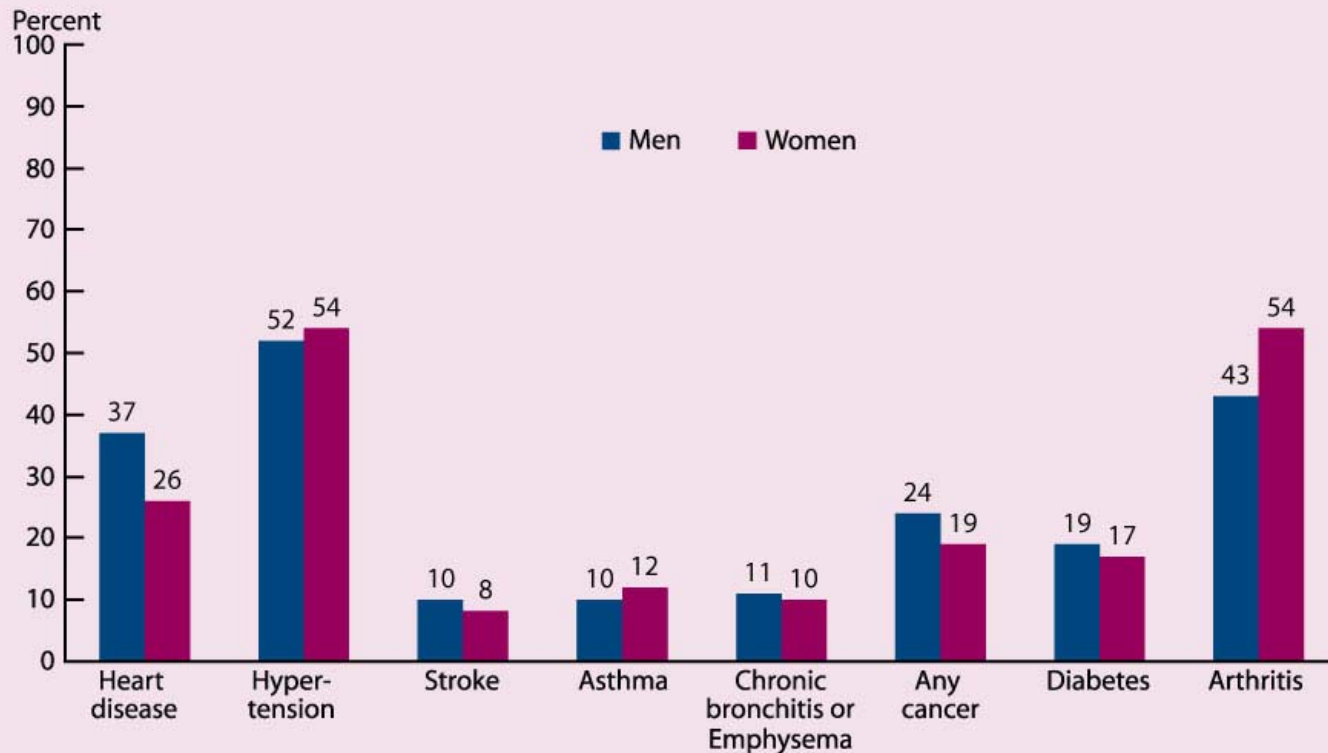
Source: U.S. Census Bureau, Decennial Census, Population Estimates and Projections.



# Indicator:

# Chronic Health Conditions

Percentage of people age 65 and over who reported having selected chronic conditions, by sex, 2005–2006



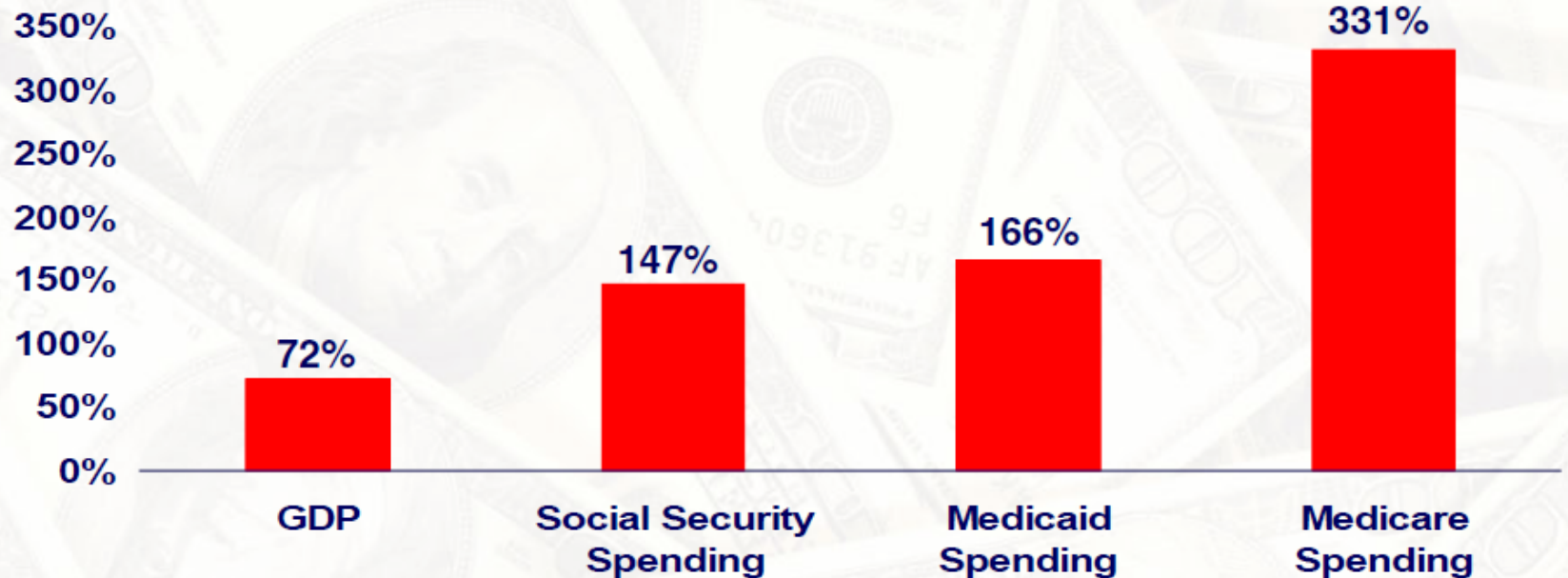
Note: Data are based on a 2-year average from 2005–2006.

Reference population: These data refer to the civilian noninstitutionalized population.

Source: Centers for Disease Control and Prevention, National Center for Health Statistics, National Health Interview Survey.

# Program Growth in Spending vs. GDP

Growth in constant dollars 2005-2030



Source: GAO analysis based on data from the Office of the Chief Actuary, Social Security Administration, Office of the Actuary, Centers for Medicare and Medicaid Services, and the Congressional Budget Office.

washingtonpost.com

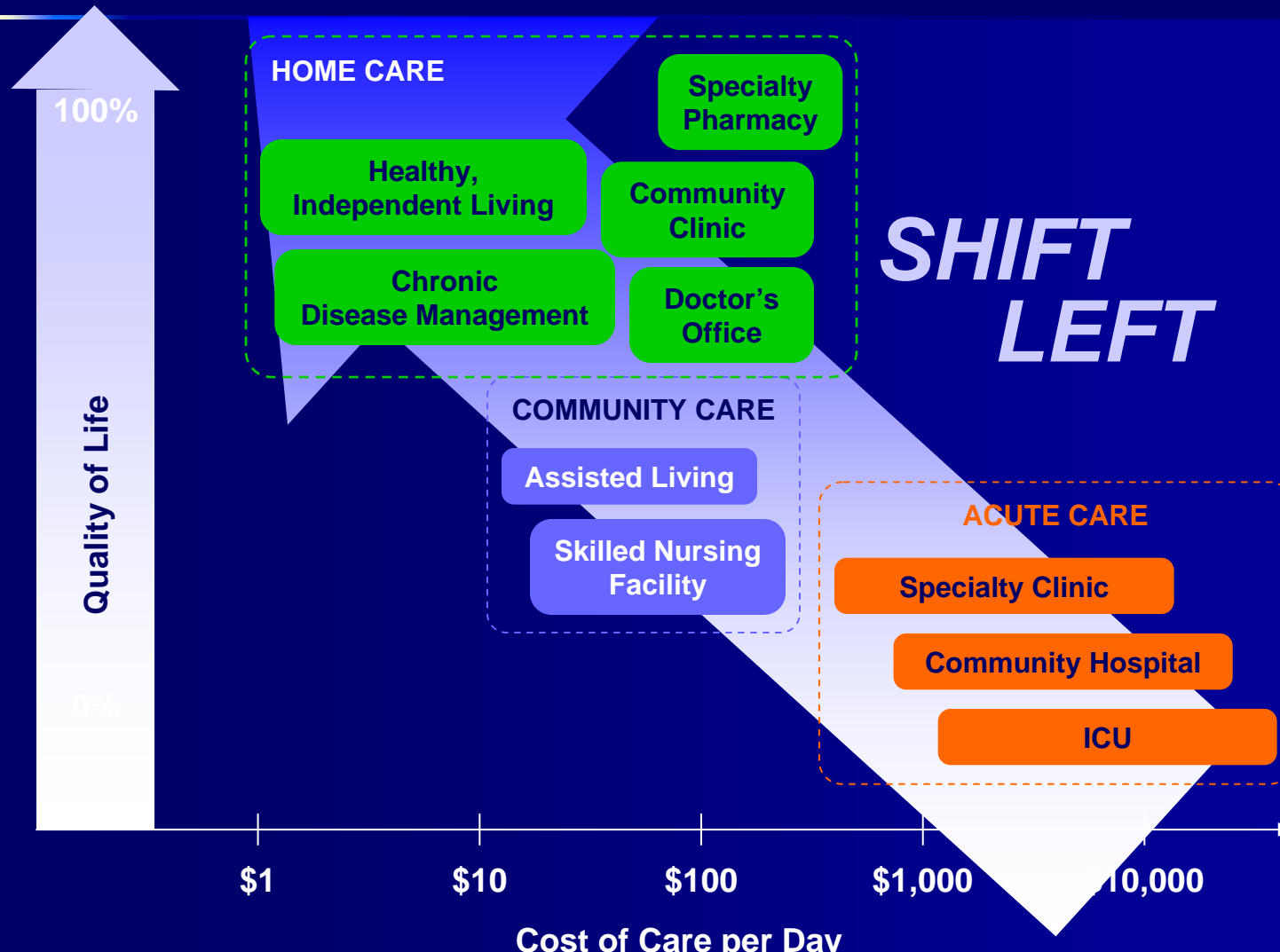
## Medicare Will Go Broke By 2018, Trustees Report

By Amy Goldstein  
Washington Post Staff Writer  
Tuesday, May 2, 2006; A03

The financial troubles daunting the Medicare system have deepened during the past year, according to a government forecast that says the federal fund that pays for hospital care for older Americans will become unable to cover all its bills a dozen years from now.

The annual report, issued yesterday by the trustees who monitor the fiscal health of the Medicare and Social Security programs, said the trust fund for the health insurance system for the elderly will run out of money in 2018 -- two years sooner than predicted a year ago and

# Consumer-Centered Healthcare



**So Now What . . .  
re-defining homecare and  
preventing re-hospitalizations**

***HOME  
CARE***

**THE  
SILVER  
BULLET**



# Challenging Areas in Hospitals Become Value Propositions in Home Care

Challenges	Value Propositions
Chronic Disease Management	Telehealth
Bed Day Management	Palliative Care

# Case for Telehealth

- 90% of Americans over 65 have 1 or more chronic diseases
- 70% have 2 or more
- 95% of total medical expenses for Americans over 65 are spent on chronic diseases

# Our Inferences about Video Monitoring

- CHAH cares for the sickest population
- Able to reach the top 5% of patients that use 70% of health care dollars
- A more comprehensive tool to care for this type of patient
- Health care provider forms better relationship with patient
- Ability to do immediate visit if patients status has changed

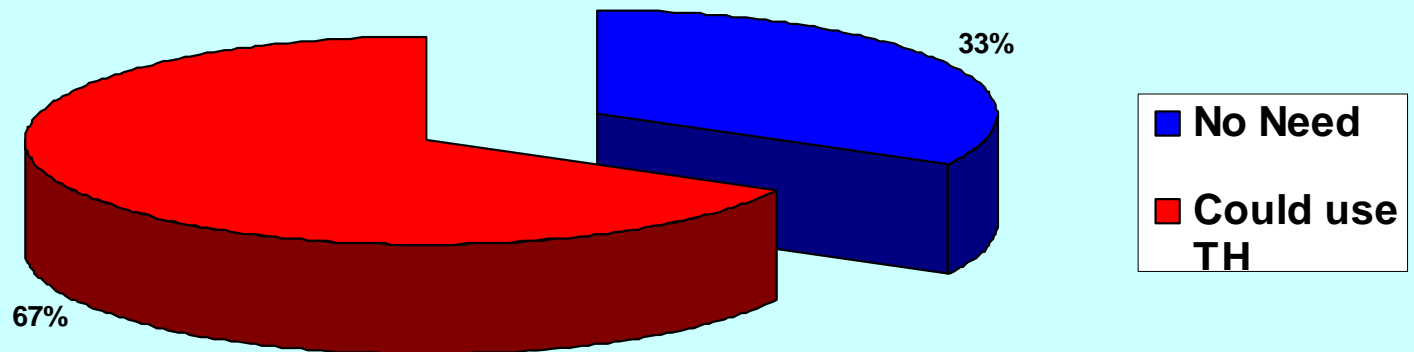


# Centura Health at Home Telehealth Pilot

- 6 Month pilot
- Partnered with Penrose Hospital in Colorado Springs
- Targeted CHF patients
- Used ATI telehealth equipment to monitor patients

# Penrose Patient Population

**Patient Population Appropriate for  
Telehealth**



# Telehealth Pilot Objectives

- Decrease Hospital readmission with a goal of 60% reduction
- Decrease ER visits with a goal of 60% reduction
- Increase patient's understanding of CHF, medications, diet and activities
- Increase patient satisfaction on Telehealth

# Follow Up on Original 16

- 1 year prior to Telehealth, 100% of the patients had at least 1 hospitalization
- 1 year post Telehealth, 81% remained out of the hospital
- 2 years post Telehealth, 88% remained out of the hospital

# After the Pilot

- Expanded Telehealth program statewide
- Expanded Telehealth diagnosis beyond CHF

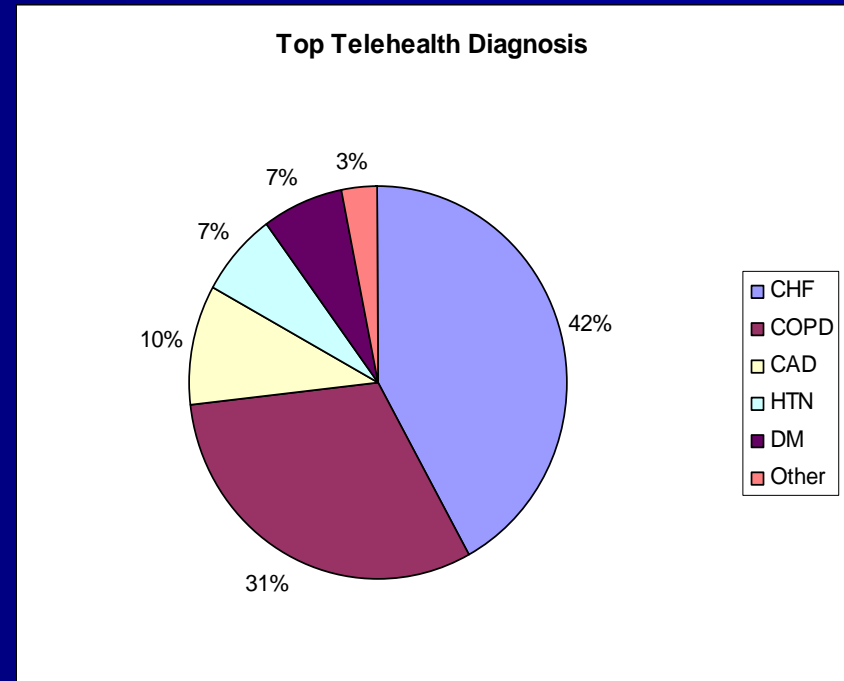
Added:

- CAD
- Associated Cardiac Diagnosis
- COPD
- Diabetes
- Hypertension

# FY 2008 Statistics – North State Program

- Total unduplicated patients: 104
- Average age: 80
- 58% female, 42% male
- 65% had co-morbidities
- Average LOS: 68 days

**Decreased hospitalizations  
by 74% for patients who  
had at least one  
hospitalization in the  
prior year**

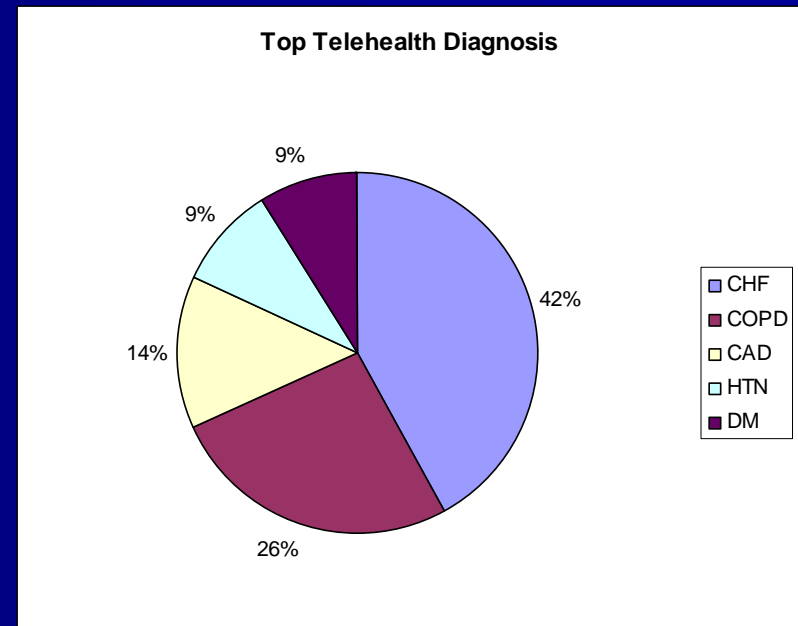


# FY 2008 Statistics – South State Program

- Total unduplicated patients: 82
- Average age: 82
- 72% female, 28% male
- 62% had co-morbidities
- Average LOS: 91 days

**13% Hospitalization rate for patients who had at least one hospitalization in the prior year before Telehealth.**

**No patient had more than 1 hospitalization**



**Thank you!**

**Questions?**