

GEISINGER HEALTH PLAN

Study Demonstrates Reduced Hospital Readmissions and Cost of Care

Geisinger is a physician-led organization that serves residents through PA. Founded in 1915, it serves over 2 million patients. Geisinger has two medical campuses, three hospitals, a 720 member group practice, a not-for-profit health insurance company and owns the Geisinger Center for Health Research.



THE CHALLENGE

REDUCE UTILIZATION
& COSTS OF CARE FOR
MEMBERS WITH
HEART FAILURE

Patients with heart failure face a progressively deteriorating course of disease.

- Patients' symptoms require urgent medical attention and lead to frequent hospitalizations and emergency visits
- There is a need to detect early signals and intervene before emergency care is necessary.
- Telemonitoring is relatively new to GHP to monitor individuals with advancing heart failure.

THE PLAN

REMOTE MONITORING
THREADED INTO
EXISTING COMPLEX
CARE MANAGEMENT

Remote monitoring of weight and self-reported symptoms was threaded into existing complex care management workflows to maximize care manager productivity and detect pre-acute conditions at the earliest opportunity. A within-person controlled study of 541 members with HF (with a minimum of 70 months of claims, 24 of which spent on remote monitoring) was conducted to compare actual utilization and cost while on telemonitoring to statistically adjusted expected costs for those same months.

THE SUCCESS

DAILY WEIGHT
TELEMONITORING
WITH IVR CALLS

Heart Failure patients receiving remote monitoring with existing complex care management realized 23% reduced probability of hospitalization and 44% reduced probability of readmission compared to complex care management alone.

- ✓ Significant reductions in utilization ($p < 0.01$) and cost compared to projections
- ✓ Average relative cost savings of 11.3% (**\$2,592 per patient per year**)
- ✓ Return on Investment of **3.3 to 1.**