



*Better care coordination  
should be this simple.*

**FOR IMMEDIATE RELEASE**

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## **Hospital Users of Pharos Innovations' Tel-Assurance® Show Significantly Lower 30-day Readmission Rates**

Northfield, IL, July 16, 2009—Hospital Clients of Pharos Innovations had a strong showing in the recently released Centers for Medicare and Medicaid Services (CMS) data on 30-day hospital readmissions ([www.hospitalcompare.hhs.gov/](http://www.hospitalcompare.hhs.gov/)). Of clients using Pharos' Tel-Assurance [remote patient monitoring](#) platform, 60 percent (those with the highest percentage of patients enrolled in the program) ranked among the best quartile of health systems nationally for low readmission rates following an admission for heart failure. Tel-Assurance is a cost-effective, simple to use remote monitoring technology proven to reduce hospital readmissions. Using Tel-Assurance, Pharos clients have been successfully achieving break-through levels of clinical and financial performance improvement for a variety of Medicare, Medicaid and Commercial insured populations.

According to the CMS data, one of every four heart failure patients and slightly less than one in five heart attack patients land back in the hospital within 30 days. Healthcare providers using Tel-Assurance show a very different story.

Pharos client hospitals achieving these impressive readmission rates were on average a full 2 percentage points lower than the national average (22.5 percent vs. 24.5 percent). With a direct correlation between program enrollment and readmission rates, the 60 percent of hospitals falling in the best quartile were also those with the highest portion of their heart failure population enrolled in Tel-Assurance. The highest enrolling hospital was also the best performing hospital, with a 20 percent readmission rate, achieving one of the lowest rates for readmission in the country.

With a commitment to [reduce healthcare costs](#) and increase quality, both the White House and Congress will be looking for ways to reward doctors and hospitals for how well their patients fare, NOT for the number of procedures they perform.

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Hospital Users of Tel-Assurance Show Significantly Lower 30-day Readmission Rate, add one

The recent public reporting of hospital readmission data has been widely covered, and points out that there is an opportunity across the entire US healthcare system for continued improvement in hospital readmission rates, particularly for patients with chronic disease. However, at the time of the report, there were no direct payment incentives available to hospitals to focus on preventing readmissions. According to draft legislation, that landscape may be changing soon, with bundling of payments to hospitals, including the cost of readmissions.

According to *USA Today*, the director for CMS' office of standards and quality said that the agency aims to intensify competition between hospitals by giving patients the information they need to seek out higher-quality care and by giving hospitals a way to measure their performance against their competitors. It also provides a tool that government and private health plans can use to determine which hospitals merit higher pay for better performance.

“The successful results of Tel-Assurance have proven that a large opportunity exists to dramatically reduce healthcare costs and improve [chronic care management](#) while improving quality of care and life, using simple, scalable solutions,” says Randall Williams, MD, CEO of Pharos Innovations. “These impressive savings have been sustainable and reproducible between organizations, despite dramatic differences in local cultures, geography, and implementation models.”

Dr. Williams adds, “Achieving near term success will require Congress and the Administration to provide the necessary leadership and legislation to address financial incentive alignment for HIT implementation, care coordination activities, and accountability for healthcare expenditures.”

### **About Pharos Innovations**

Founded in 1995, Pharos Innovations assists healthcare providers and payers in achieving next generation clinical and financial performance improvement. An innovative, device-free remote patient monitoring platform, Tel-Assurance, [improves care coordination](#) and drives dramatic clinical improvement and cost savings. 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. The Pharos solution is strongly validated to show measured clinical improvement and financial impact, is the recipient of the prestigious American Heart Association National Outcomes award and was selected for the first ever National Institutes of Health (NIH) sponsored evaluation of remote monitoring interventions. For more information visit [www.pharosinnovations.com](http://www.pharosinnovations.com).

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