



Better care coordination
should be this simple.

FOR IMMEDIATE RELEASE

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Inova Mount Vernon Hospital Reduces Admissions in HF Program Participants by 75%

Includes preliminary results of Inova's heart failure (HF) program using Pharos Innovations' Tel-Assurance[®] Remote Patient Monitoring platform

Northfield, IL, August 18, 2009— Pharos Innovations announced today that preliminary results of the Inova Mount Vernon Hospital HF program reduced expected all-cause hospital admissions for enrolled HF patients by 75% just six months after program launch, at the 237-bed hospital in Virginia. Inova began using Tel-Assurance, Pharos Innovations' innovative device-free [remote patient monitoring](#) (RPM) platform, in November 2008 as part of its program.

“As part of our commitment to improve the health of the people we serve, we’re constantly looking for ways to help patients better manage their care and reduce the amount of time they spend in the hospital,” said Patrick Christensen, PhD, administrator, Inova Heart and Vascular Institute. “Tel-Assurance helps us provide a vital service to our patients by allowing us to intervene early and prevent avoidable hospitalizations.”

Other results achieved for enrolled Inova patients (compared to those not enrolled) included:

- 95 percent lower all-cause admission rates
- 31 percent lower all-cause admission average length of stay (ALOS)
- Cost decrease due to a shift in admission acuity levels and commensurate decrease in ALOS

“Inova has taken critical steps in transforming the healthcare delivery system to [reduce healthcare costs](#) and is ahead of the healthcare reform curve,” said [Randall E. Williams, MD](#), CEO of Pharos Innovations. “Theirs is a model for others to follow – one that proves that sustainable and reproducible solutions can dramatically reduce healthcare costs and improve [chronic care management](#) while improving quality of care and life.”

Despite diversity in geography and populations served, Tel-Assurance clients nationwide, like Inova, generate admission rates well below national averages. Lowering these rates by averting unnecessary hospitalizations reduces healthcare costs--a key aim of the national healthcare reform discussions.

-More-

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- Inova Mount Vernon Hospital Reduces Admissions by 75%, add one

“If Inova can reduce admissions for program participants by 75% in the beginning of the program, imagine the possible reductions with a larger population enrolled,” continued Williams. “Because of this early success, Inova has already expanded the program to two additional hospitals and there are plans to add two more by 2010. We look forward to seeing those results as well.”

About Inova Mount Vernon Hospital

Inova Mount Vernon Hospital is part of Inova Health System, a not-for-profit healthcare system based in Northern Virginia that consists of hospitals and other health services, including emergency- and urgent-care centers, home care, nursing homes, mental health and blood donor services, and wellness classes. Governed by a voluntary board of community members, Inova’s mission is to improve the health of the diverse community it serves through excellence in patient care, education and research. Inova provides a healthy environment for its patients, families, visitors, staff and physicians by prohibiting tobacco use on its campuses.

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.

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