



Better care coordination
should be this simple.

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Pharos Innovations' Remote Patient Monitoring Platform Screens and Identifies Depression Risk, Supports American Heart Recommendations

Pharos' new paradigm of chronic care management proves to be a successful model for regular depression screening for heart failure and other complex chronic conditions

Northfield, IL, October 16, 2008 – Pharos Innovations, a pioneer in assisting clients to achieve next generation clinical and financial performance improvement through a device-free remote monitoring platform, announced today a successful model for regular depression screening and follow-up via interactive voice response (IVR) and web-based technology. This model conforms to recommendations released last month by the American Heart Association (AHA).

“We were pleased but not surprised to see the AHA’s recommendations for regular depression screening for heart patients,” said Dr. Randall Williams, founder and CEO of Pharos. “Depression is not only more prevalent in those with complex chronic conditions, it also impedes treatment plan compliance and success. Depression screening, through the Patient Health Questionnaire (PHQ), is an integral part of the new paradigm of chronic care management that Pharos has developed with our Tel-Assurance® remote patient monitoring platform,” continued Dr. Williams.

According to a study, “Depression-Related Costs in Heart Failure Care,” published in the *Archives of Internal Medicine*, costs of care for heart failure patients with at least one hospitalization and evidence of depression are significantly higher than for heart failure patients without evidence of depression. The study suggests savings opportunities of up to \$5 billion could be realized by effectively screening and treating heart failure patients for depression and other psychological distress.

Another study, “Telehealth Screen for Depression in a Chronic Illness Care Management Program,” published in *Telemedicine and e-Health*, presents data on Tel-Assurance as a model for using technology to manage co-morbid depression and chronic illness.

“Depression affects as many as half of individuals with heart failure, representing a significant co-morbid condition,” said Dr. Tom Kline, medical director of Iowa Medicaid Enterprise (IME). “Without the depression screening and follow-up as part of our Congestive Heart Failure Population Disease Management demonstration, we may not have seen the same breakthrough results that showed savings of \$13,000 savings per member,” continued Kline.

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Successful model for depression screening – add one

In the IME demonstration, the Tel-Assurance depression screening identified 53% of participating patients as moderate to high risk of depression. Members at moderate risk were followed by the care coordinators. Members at high risk were referred to the mental health provider for additional follow up.

In the just released guidelines, The American Heart Association recommends that, because individuals with heart problems are three times more likely to become depressed, they should be screened regularly for signs of depression using the PHQ depression screener.

For a copy of the American Heart Association recommendation or for more information about Pharos Innovations, please contact Bonni Kaplan, senior director of marketing and communications at Pharos Innovations, at (847) 790-7649 or bkaplan@pharosinnovations.com.

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 platform, Tel-Assurance, improves care coordination and drives dramatic clinical improvement and cost savings by remotely monitoring patients and averting unnecessary clinical events. 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 or call (847) 790-7649.

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