

Digital Disease Management Program Demonstrates High Efficacy in Addressing Uncontrolled Hypertension

In 2017, Salusive Health was awarded an Innovation Grant by a large Bay-Area Health System, which enabled a proof of concept pilot. Results were notable indicating that patients using the Salusive Health platform were more likely to achieve desirable Blood Pressure (BP) ranges by 45% when compared to control groups (CG). The aim of the pilot was to evaluate the performance of the Salusive Health Disease Management Platform in addressing patients with uncontrolled hypertension (>140/90) over 60-days.

Working in collaboration with a Family Practice Physician in Roseville, CA, patients using the Salusive Health platform were compared against a CG1 who were given the practice's routine treatment plan, which included 30-day and 60-day reporting follow-ups. CG2 was instructed to maintain a daily journal of their BP, which was subsequently reviewed at 30-day and 60-day appointments. Despite best efforts to reduce friction in collecting 30-day and 60-day BP measurements by offering convenient collection options in the clinic and at home, CG1 and CG2 had a low response rate of 33% and 44% respectively. Of the patients who responded in both CGs, 50% demonstrated the ability to control their BP to the desired range and half were unsuccessful. Since CG2 was instructed to journal their daily BP, the expectation was that patients who completed their journal would return the information to their physician for review. That however, was not the case, indicating the the majority of patients in CG2 most likely did not follow their treatment plan. As a result, the data from both CGs are at best inconclusive and at worst show that patients customarily do not adhere to treatment plans provided by their care providers. Low response rates reaffirm chief problems healthcare professionals have long battled: once a patient leaves the clinic, monitoring is challenging, and most patients are non-compliant.

Patients who used the Salusive Health platform demonstrated meaningful progress in addressing their uncontrolled hypertension which we believe is based on 3 key factors: Connection, Habit, & Reward.

Connection

36% of patients failed to respond positively to their originally prescribed medication regimen. Data collected through the Salusive patient app created a feedback loop that allowed care providers to make meaningful adjustments to patient medications plans in real-time, while encouraging healthy behaviors and avoiding potential visits to the Emergency Department. The connection Salusive Health establishes between the provider and patient allows the care team to reassure patients they are responding well to treatment, while

proactively notifying and updating the treatment plan of those who require care.

Habit

Patients enrolled with Salusive Health made an average of 1.4 daily measurements with a 100% response rate. In contrast, CG1 and CG2 checked their measurements once per month with a response rate of 33% & 44% respectively. The combination of technology reminders and clinician follow-up demonstrated a significant influence in building healthy habits and keeping patients engaged with their treatment plan. The average number of daily measurements provides physicians with a method of quantifying patient engagement in a manner that was not previously measurable.

Reward

The feedback loop created by the technology platform and clinician follow up helped 83% of patients using Salusive lower their uncontrolled BP to a desired range. The ability to engage patients in their treatment plan while providing clinicians the visibility to monitor and manage progress between visits served as a compelling method to effectively manage chronic conditions.

Keywords— Blood Pressure, Hypertension, Salusive Health, Remote Patient Monitoring, Disease Management

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