

## Welch Allyn Home™ Hypertension Program

Helping you collaborate with patients to manage their blood pressure—with ease and accuracy



Trusted in the doctor's office, made for the home.

The problems associated with high blood pressure are clear.  
Now, the solution is too.



The American Heart Association recommends home blood pressure monitoring to help determine whether treatments are working for people with hypertension.<sup>1</sup> Chances are, you've recommended it for your patients—to titrate medication, rule out white-coat hypertension, engage patients in their own healthcare and more.

The problems with current home monitoring, though, are numerous:

- Non-compliance—Patients don't follow your instructions
- Inaccuracy—Data isn't accurate due to quality of the home device<sup>2</sup>
- Lack of communication—Patients fail to provide readings, forcing your office to follow up

Here's the good news.

*Clinician-connected remote patient monitoring has proven to help get patients to their target blood pressure.<sup>3</sup>*

And now there's a home blood pressure monitoring solution that delivers both accuracy and critical connectivity—from the home to your office.

“Although public education campaigns can encourage patients to monitor their blood pressure at home, clinician support is critical.”

—Centers for Disease Control and Prevention<sup>5</sup>

## Hypertension Statistics

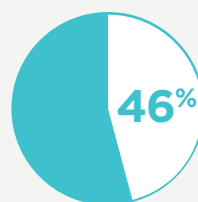
According to the American Heart Association:<sup>4</sup>



American adults have high blood pressure

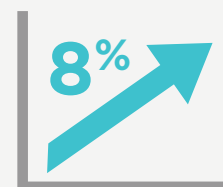
High blood pressure contributes to approximately

1,000 deaths per day



of people with high blood pressure do not have their condition under control

Hypertension is projected to increase about



between 2013 and 2030

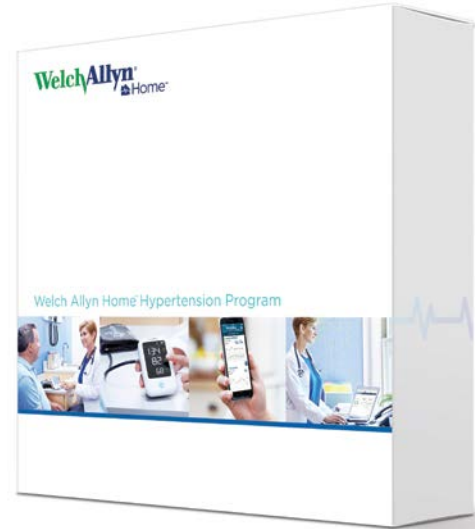
Meet your new ally in managing hypertension:

# The Welch Allyn Home Hypertension Program

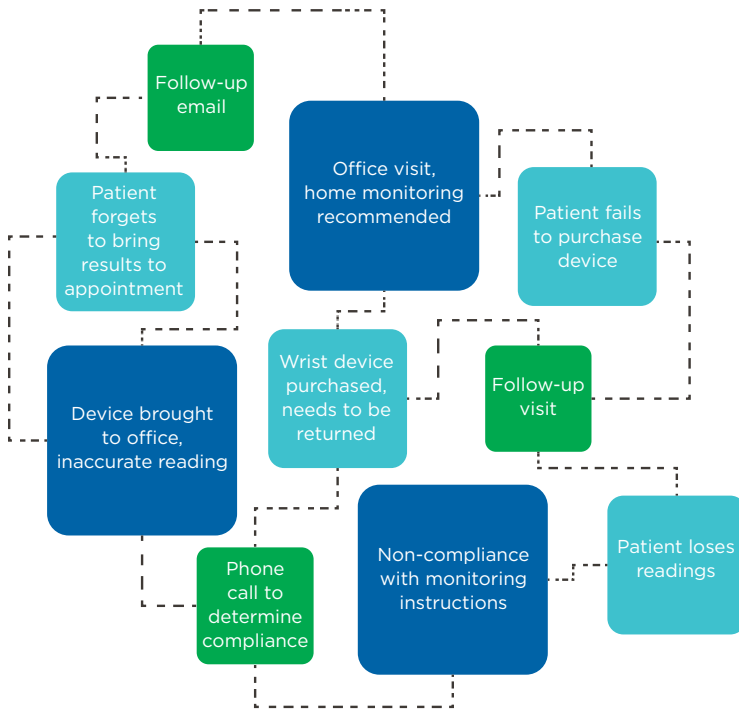
From the brand recognized for superior clinical quality, this comprehensive and turnkey solution is designed to maximize compliance and accuracy.

**Patients love it** because it's easy to take readings at home and automatically transfer them to their physician using the free app included when they purchase their Welch Allyn Home device. All for only \$99 with a money-saving coupon.

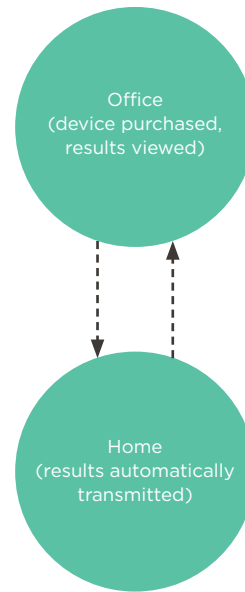
**Physicians choose it** because it provides visibility to patient compliance against treatment recommendations and an organized view of accurate information. All without additional paperwork, phone calls or office visits.



## Complex Today



## Simple With Welch Allyn Home



<sup>1</sup>American Heart Association (2014, August 4). Home Blood Pressure Monitoring. Retrieved September 18, 2016 from [http://www.heart.org/HEARTORG/Conditions/HighBloodPressure/SymptomsDiagnosisMonitoringofHighBloodPressure/Home-Blood-Pressure-Monitoring\\_UCM\\_301874\\_Article.jsp#.V97vs8e0Hww](http://www.heart.org/HEARTORG/Conditions/HighBloodPressure/SymptomsDiagnosisMonitoringofHighBloodPressure/Home-Blood-Pressure-Monitoring_UCM_301874_Article.jsp#.V97vs8e0Hww).

<sup>2</sup>The American Heart Association recommends an automatic, cuff-style, bicep (upper arm) monitor. Wrist and finger monitors are not recommended because they yield less reliable readings.

<sup>3</sup>Green B et al. Effectiveness of Home Blood Pressure Monitoring, Web Communication, and Pharmacist Care on Hypertension Control. JAMA 2008;299(24):2857-2867.

<sup>4</sup>American Heart Association and American Stroke Association. 2016 Heart Disease and Stroke Statistics Update.

<sup>5</sup>Centers for Disease Control and Prevention. Self-Measured Blood Pressure Monitoring: Action Steps for Clinicians. Atlanta, GA: Centers for Disease Control and Prevention, US Dept of Health and Human Services; 2014.

# Six easy steps to implement.

Simply follow the steps outlined here—plus, find helpful hints and best practices in the provided Implementation Guide. A member of your team can manage much of this for you. Controlled access to the Clinical Portal assures privacy and security of patient data while still supporting a streamlined workflow. And you and your patients are just an email or phone call away from our customer service personnel and troubleshooting help.

1



## **Register your practice.**

- Go to [WelchAllynHome.com/clinicalportal](http://WelchAllynHome.com/clinicalportal) to fill out the simple online form
- The entire registration process takes less than 5 minutes

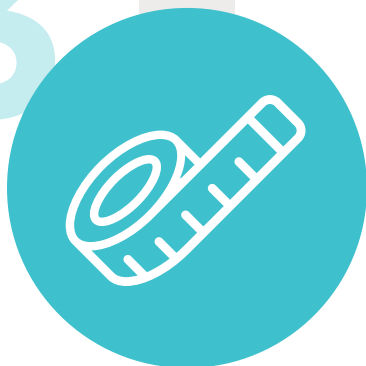
2



## **Discuss the need for home monitoring with patients.**

- Encourage purchase of the Welch Allyn Home Blood Pressure Monitor—coupon provided in patient brochure
- FSA/HSA accounts may be used, and some health insurance policies may cover price

3



## **Determine cuff size using provided tape measure.**

- Most will use standard size (included)—extra small and extra large sizes also available for purchase
- Indicate size to be ordered in the patient brochure

4



**Explain the proper steps for accurate measurement.**

- See poster for details
- Direct patients to our website for helpful videos (also in app): [WelchAllynHome.com](http://WelchAllynHome.com)

5



**Add patients to your Clinical Portal.**

- Once you input their information, an email will automatically be sent to them
- Ideally, a member of your team helps them download the app and purchase the device from [WelchAllynHome.com](http://WelchAllynHome.com) while still in your office
- They pair their device with their smartphone for automated connectivity
- When they take readings from home, the results are automatically uploaded to your Clinical Portal

6



**Review results at any time—according to your individual workflow.**

- Login controls access—for example, to have a medical assistant check for compliance
- Data can be exported as a file and attached to the EMR—no need to rekey

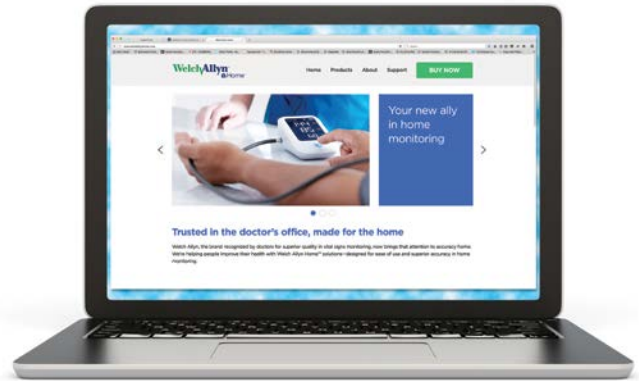
# Four easy-to-use tools for you and your patients.

## **E-Commerce Site** for ordering and troubleshooting

Online ordering makes it easy for your practice to maximize compliance by helping patients purchase their Welch Allyn Home devices while still in your office. Or, patients can make purchases from home. Plus, the site provides helpful resources.

### **Support**

- Patients can watch how-to videos, get answers to common questions and troubleshoot problems



[WelchAllynHome.com](http://WelchAllynHome.com)

## **Blood Pressure Monitor** for taking home measurements

Easy-to-use device enables patients to capture accurate readings from the comfort of home—then automatically transmit results for physician review. It's built from the same algorithm used in multi-parameter, hospital-grade monitors.

### **Accuracy**

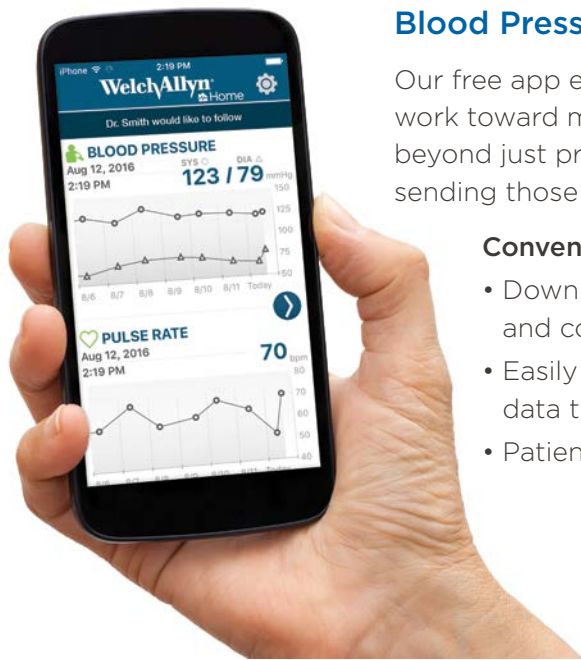
- Accurate SureBP® technology captures readings on inflation in just 20 seconds<sup>1</sup>
- Even in presence of motion, provides accurate reading at rate of 97%<sup>1</sup>
- Proper cuff size supported by one of the widest cuff ranges on the market for one device—15-54 cm
- Standard wide cuff accommodates the majority of arm sizes (22-42 cm)—extra small (15-24 cm) and extra large (40-54 cm) sizes also available

### **Ease of use**

- One-button operation provides an easy-to-use experience for patients
- Easily pairs with smart devices via Bluetooth® 4.0 technology



<sup>1</sup>Welch Allyn. Home blood pressure monitor motion tolerance clinical study—research summary. Manuscript, August 2016.



## Blood Pressure App for automatic sharing and tracking

Our free app enables your patients to collaborate with you as they work toward managing their blood pressure. Unlike similar apps, it goes beyond just providing a way to store their readings by automatically sending those readings to your Clinical Portal for review.

### Convenience

- Download through Google Play™ or the App Store®—a familiar and consumer-friendly process
- Easily pairs with the Welch Allyn Home device for wireless data transmission to Clinical Portal
- Patients can track progress—daily, weekly, monthly and yearly

## Clinical Portal for reviewing compliance and progress

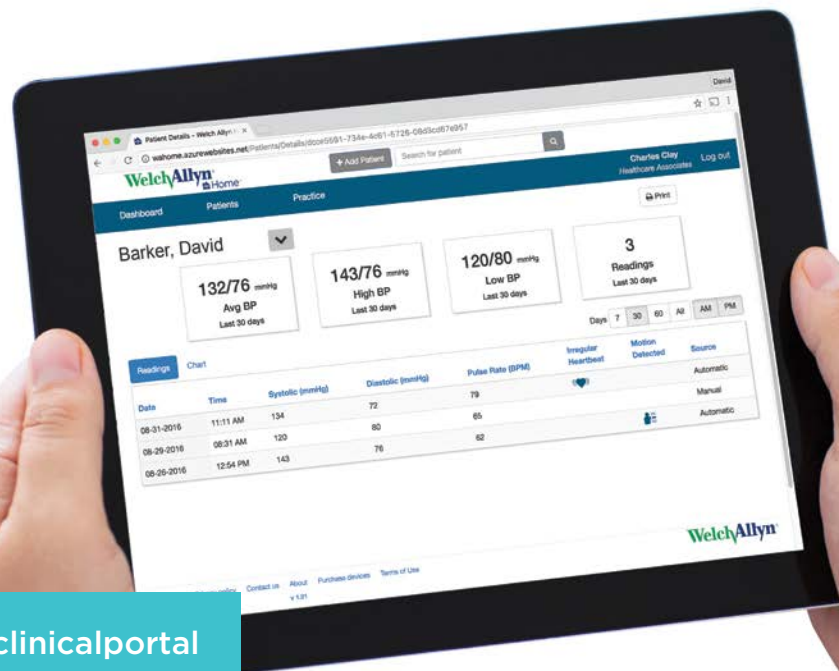
Establish critical connectivity between you and your patients—the kind of approach proven to help get patients to their target blood pressure. With secure online access and efficient review of readings, this portal also offers benefits that support your practice needs. And there's **no charge to your practice.**

### Flexibility

- Track patient compliance as well as progress toward goals
- Provide access to trusted care team members for secure and efficient practice workflow

### Speed

- Automatically receive results
- Quickly add or search for patients



[WelchAllynHome.com/clinicalportal](http://WelchAllynHome.com/clinicalportal)

# Complimentary program kit includes:

## Demo Device

- Use to help educate patients on proper measuring technique

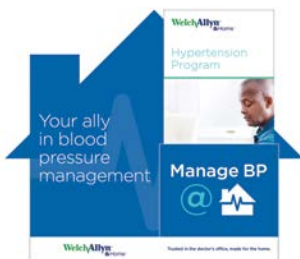


## Measuring Tape

- Use to determine patients' upper arm circumference—when it comes to accuracy, cuff size matters

## Poster

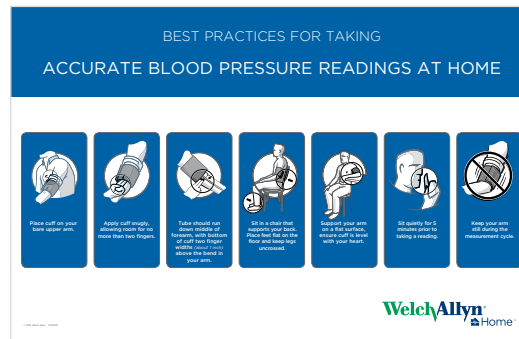
- Highlights the important steps in proper blood pressure measurement—critical to accurate readings



## Patient Brochures and Holder

- Handout to guide them through this home monitoring program
- Ordering instructions

and a money-saving coupon help assure startup compliance



## Who to contact for more information

For questions on this program or technical issues with the Clinical Portal, contact 1.800.856.4605.

To reorder patient brochures, contact your distributor.

Welch Allyn, Inc.  
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[WelchAllyn.com](http://WelchAllyn.com)



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