

The image shows a healthcare professional, likely a nurse, in blue scrubs, smiling warmly at an elderly woman. The woman is wearing glasses and a red cardigan. They are in a clinical setting, with a computer monitor visible in the background. The overall tone is positive and caring.

**PHILIPS**

**Lifeline**

Frail and Elderly  
Program

Powered by CareSage

Intelligence to  
**reduce hospitalization**

Frail and Elderly Program powered by CareSage

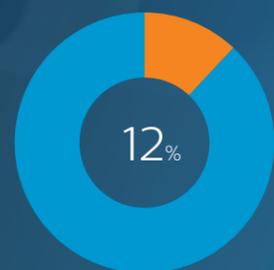
Multiple chronic conditions are becoming common among seniors, contributing to the acceleration in their use of healthcare services. Seniors prefer to age in place, but, for the first time, frail seniors at home have been shown to have higher rates of preventable hospitalization than nursing home patients.\* And post-Affordable Care Act, **healthcare organizations are being incented to reduce costs and improve outcomes over long periods of time as they manage large, at-risk patient populations.**

\*Source: Wysocki et al, HSR.

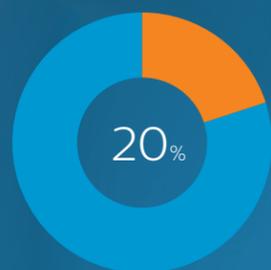
Your challenge is more than monitoring. Going forward, **you must be able to leverage data to guide how you deliver care and help prevent potential hospitalization.** You need an intelligent and comprehensive solution that provides critical information and analysis while keeping your connection to your at-risk patients across the care continuum over the long term.

**You want Philips Lifeline.**

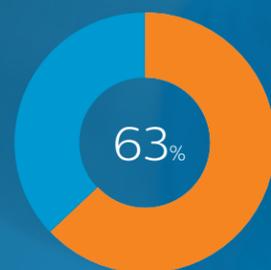
### Profile of a frail Medicare beneficiary



Age 85 +

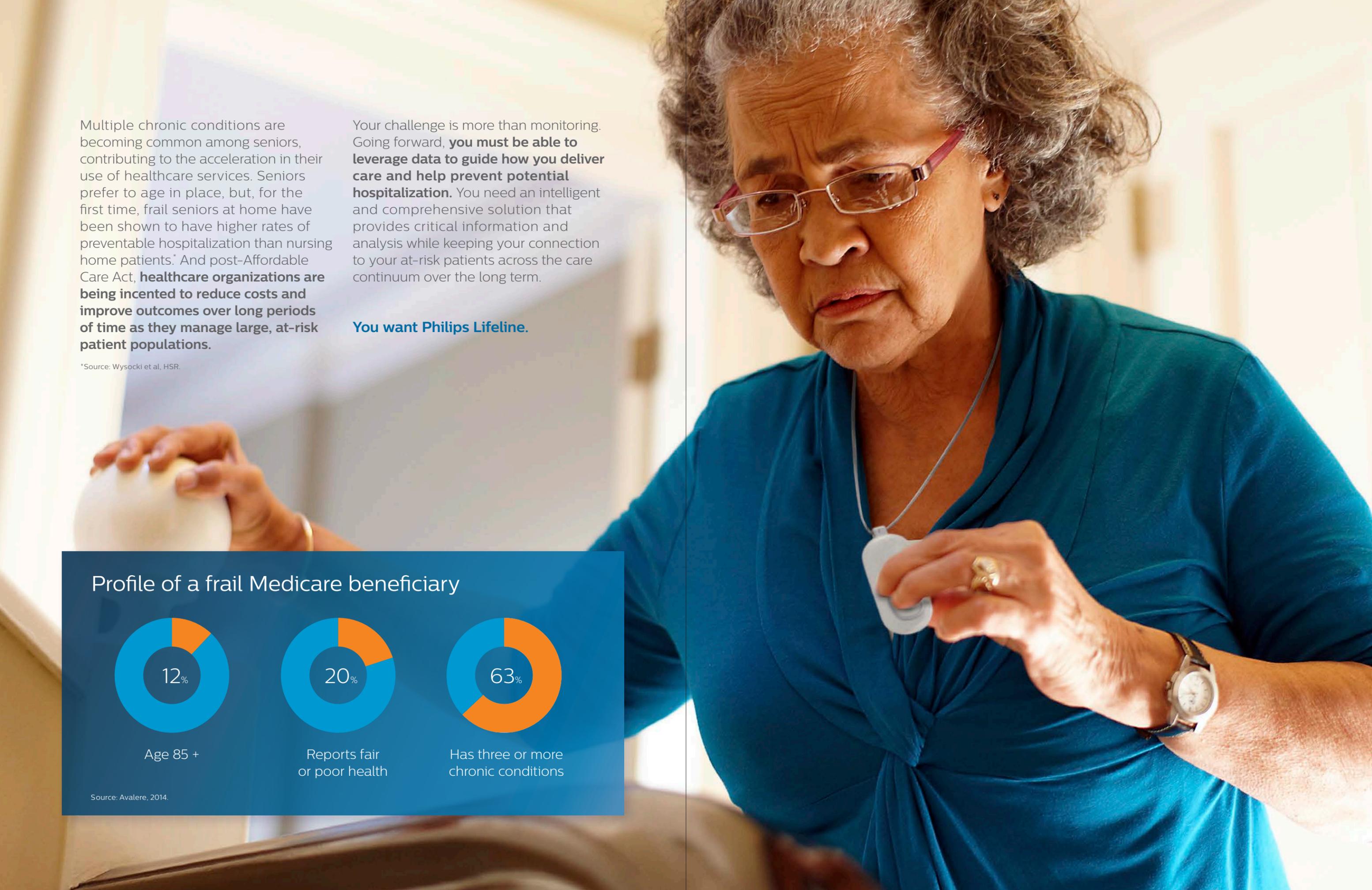


Reports fair or poor health



Has three or more chronic conditions

Source: Avalere, 2014.



## Advanced intelligence in a comprehensive solution

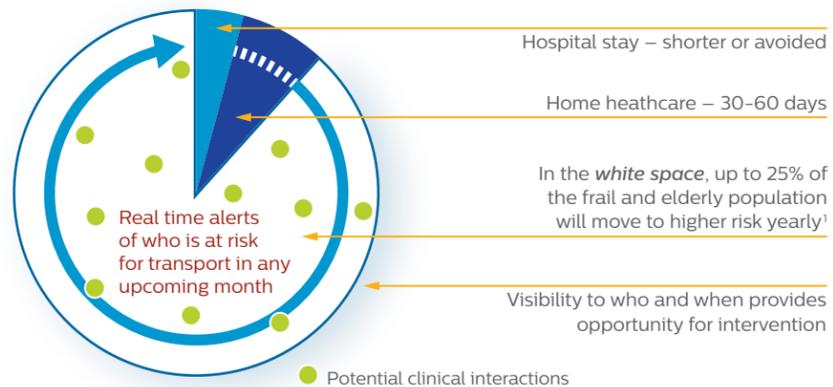
Philips Lifeline Frail and Elderly Program (FEP) powered by the CareSage predictive analytics engine provides this multi-tiered solution. Leveraging both connectivity and data analytics to help manage your at-risk patients, FEP powered by CareSage uses the Lifeline AutoAlert service trusted by so many seniors in combination with Philips HealthSuite Digital Platform for collecting, compiling and analyzing data from multiple devices and sources.

FEP powered by CareSage gives you a view into the daily status of your patients in the “white space” – that critical, but until now cloudy, period upon discharge when the risk of readmission is high but there is no direct monitoring by a health care professional (as with 57 percent of Medicare beneficiaries discharged from the hospital). FEP powered by CareSage also helps Accountable Care Organizations (ACOs) manage Medicare and Medicare/Medicaid dual-eligibility patients over years of continuing care.

- FEP powered by CareSage helps you improve efficiency and outcomes right now, as well as encourage patient retention for future business. In fact, our studies show patients on the Lifeline service tend to return to their Healthcare Organization (HCO) for additional services up to two times as often as patients who were with an HCO that did not offer Lifeline.\*
- FEP powered by CareSage is designed to identify patients at risk for emergency transport in any upcoming 30-day period so you can reach out with the appropriate interventions.

## The patient journey

Introducing visibility into the white space



With Philips FEP powered by CareSage, you can get started right away with zero IT requirements at Tier One and move up sequentially to even more functionality and enhanced benefits. At Tier Three, you realize the full benefits of the solution with an overview of your entire patient population and individualized patient information that includes predictive analytics, risk stratification and notifications.

\* Based on a Philips study demonstrating a high correlation between Lifeline use and return to the same HCO.

### Tier One

#### Population monitoring

- Patients provided with senior-accepted, Lifeline AutoAlert technology
- Response protocol (help calls) answered in the name of your organization to enhance your branding and patient retention
- Patient incident reports revealing when a fall has occurred or when a patient has been transported for medical attention
- Preferred hospital identified at the time of emergency transport
- No IT requirements

### Tier Two

#### Population qualification and reporting

Tier Two includes all the advantages of Tier One **plus:**

- Site and clinician referral activity reports
- Comprehensive falls prevention education
- Comprehensive program support and tools
- Online Independent Living Assessment Tool sponsored by Philips and developed by Boston University researchers
- 1 CE credit for (1) coaching patients and their families about fall prevention and self-care should a fall occur and (2) understanding changes resulting from healthcare reform
- Minimal IT requirements
- Begins four months after Tier One implementation

### Tier Three

#### Clinical workflow integration and predictive analytics

Includes all the advantages of Tier one and Tier Two **plus:**

- Philips CareSage predictive analytics engine that identifies patients at highest risk in any upcoming 4-week period
- Patients flagged within the clinician workflow who should be referred to Lifeline
- Patients flagged who have accepted, denied or activated Lifeline
- Patients flagged who have had a decline in status and need intervention with high certainty
- Medium IT requirements

## Predictive analytics

At Tier Three, FEP powered by CareSage electronically integrates data from your records with Lifeline enrollment and medical alert service activity data. This integrated data, combined with predictive analytics and modeling, delivers a decision-support solution for proactive outreach and patient support.

**FEP powered by CareSage easily integrates with your current EMR to offer:**

- Better care coordination
- Reduced clinician workload
- Support for Triple Aim initiatives to reduce avoidable hospitalizations and related costs
- Higher patient satisfaction and HCO loyalty
- Improved patient outcomes

**FEP powered by CareSage includes:**

### Analytic Tools

- Dashboard/reports & benchmark tools
- Risk analytic models
- Workflow analysis tools

### Workflow Management Tools

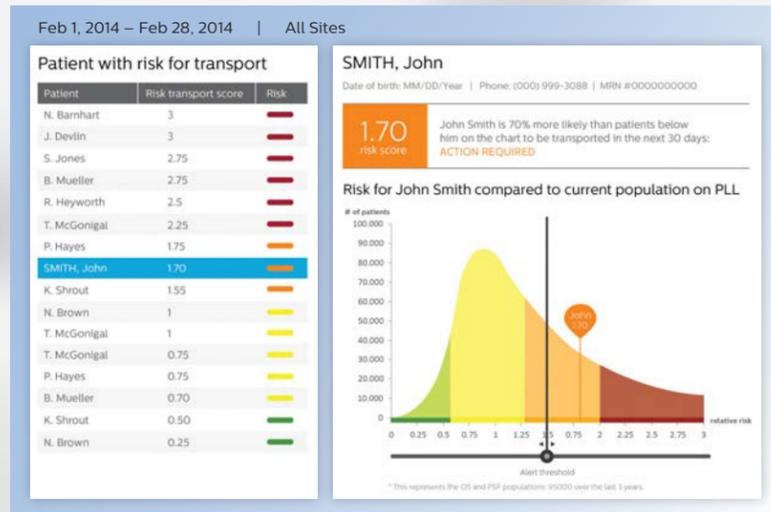
- Workflow engine
- Alerts and reminders
- Data repository

### Data Interfaces

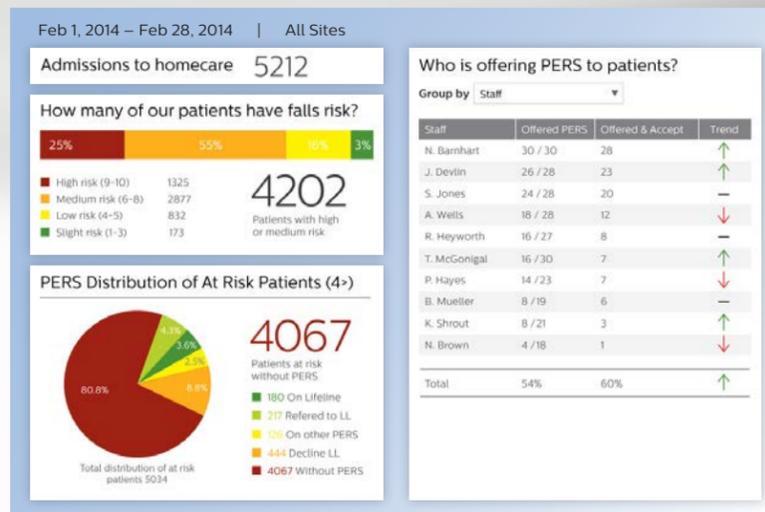
- Operational EMR Integration
- Clinical EMR Integration
- Device Integration

### Consulting Services

- Strategic
- Technical
- Change Management



Patient Risk Prediction Report – identifies patients at risk for transport in the next 30 days (Indication of decline and change in status).



Operational reports showing site and clinical referral activity indicate patients at risk for falls. It reduces subjectivity by including data-generated risk prediction within clinical workflows.



### Partner with Philips Lifeline

Philips has long been committed to helping seniors age in place safely. With the introduction of FEP powered by CareSage, we offer the next-generation of comprehensive at-risk patient management. FEP powered by CareSage can enable you to support your patients' needs and achieve your business goals of improved patient satisfaction, quality outcomes and reduced cost of care.

### Enhance your future

We make the process easy by working on your behalf with your hospital and EMR vendors to integrate Philips FEP powered by CareSage into your operations quickly and seamlessly.

**To get started, contact your Philips account manager today or visit [philipslifeline.com/CareSage](http://philipslifeline.com/CareSage).**



**For more information, contact your Philips account manager today,  
call 1-800-451-0525 ext. 2099, or visit [philipslifeline.com/CareSage](http://philipslifeline.com/CareSage)**

1. M. Simons; D. Van de Craen; F. Wartena, CMS Patients' Characteristics Analysis of Healthcare Expenditure: Who are the big spenders?, PR-TN 2013/00056, July 2013, M. Simons; D. Van de Craen; F. Wartena, R. Koymans, D. Bergmans, CMS Data Analysis of Healthcare Expenditure; Persistently High Cost Patients Flow Analysis, PR-TN 2014/00151, June 2014.

© 2015 Koninklijke Philips N.V. All rights reserved. Specifications are subject to change without notice. Trademarks are the property of Koninklijke Philips N.V. (Royal Philips) or their respective owners.

[www.philips.com](http://www.philips.com)

MKT 2500 rev 1 \* MAR 2015