

Remote Patient Monitoring Vendor Options

This list summarizes the key functionality of the various remote patient monitoring products as reported by the vendors on their own websites. Please note, that Montgomery County Medical Society (MCMS) has not vetted these companies; this information is provided as a reference document for physicians seeking to implement remote patient monitoring into their practice. The listing is divided into companies who provide multi-condition remote monitoring functionality and those focused on monitoring a specific condition (e.g. diabetes, cardiac output).

General & Multi-Condition Remote Patient Monitoring Vendor Options

100plus | www.100plus.com

- Functionality/Options:
 - Vendor handles patient outreach and enrollment.
 - Proprietary 100Plus Blood Pressure Cuff, Digital Weight Scale, Emergency Watch, and Blood Glucose Monitor - equipment covered for Medicare patients
 - Devices are fully configured and ready to use out of the box – no smartphone, app, Bluetooth, or WiFi required.
 - 100Plus streams the data from the patient's device into the clinician's account on the 100Plus Provider Portal.
- Pricing
 - Provide support to bill Medicare for CPT 99453, 99457, and 99454. Physicians keep the Medicare payment for CPT 99453 and 99457.
 - After Medicare payments, 100plus debits the customer account for CPT 99454, minus co-pay, to cover hardware, cellular services, hosting, and customer support.

accuhealth | www.accuhealth.tech

- Functionality/Options:
 - Patient Readings: Patient utilizes a multitude of medical devices (i.e. Glucometer, Blood Pressure, etc.) to transmit physiological readings to platform on a daily basis
 - Provide Care: Managed Service maximizes patient adherence and provides clinical oversight to triage real-time biometric data for analysis and correlation
 - Actionable Data: Alerts and Reports to physicians and caregivers for critical and at-risk patient readings via preferred medium (email/text message).
 - Integrated with Doxy.me telehealth video service.
- Pricing - www.accuhealth.tech/en/pricing
 - All versions include the option to bring your own devices or lease/purchase devices.
 - Free Version
 - Single provider account for up to 10 patients.
 - One-time onboarding of \$19.46/patient.
 - Professional Version
 - \$30 / patient / month
 - Unlimited patients, up to 5 providers.
 - Advanced support, portal, BAA, one telemedicine account included.
 - Enterprise Version
 - \$45 / patient / month
 - Unlimited patients and providers.
 - All professional features, plus text message alerts, SOC2 / HIPAA Validation, patient adherence support, CMS billing feature, and more.

Anelto Health | www.aneltohealth.com

- Functionality/Options:
 - Plug and play 4G cellular communications devices with 3 day battery life
 - Anelto Voice: secure, voice first, conversational bots
 - Scalable, cloud based system
 - Secure end to end medical device data connectivity, transmission and integration with key medical FDA approved diagnostic equipment, FHIR based EHR portals.
 - Mobile platforms: HomeAssure, iOnMom, and Care4Mom
 - Clinical care team coordination (3rd party or in-house)
 - Analytics: user engagement and adherence, common requests, questions and commands, and alerts and outcomes.
- Pricing - Contact for Quote

BioIntelliSense | biointellisense.com

- Functionality/Options:
 - Single proprietary “biosticker” device for continuous monitoring of vital signs and symptoms for 30 days without recharging. Monitors:
 - Respiratory rate, heart rate at rest and skin temperature
 - Body position, activity levels, sleep status
 - High-resolution gait analysis and fall detection
 - Symptomatic events
 - Advanced analytics and data services for early detection.
 - Comprehensive RPM data service for device available.
- Pricing - Contact for Quote

CoachCare | www.coachcare.com

- Functionality/Options:
 - Scheduling: Patients can view clinician availability and automatically schedule appointments from their mobile devices.
 - Automated Alerting: Clinicians receive real-time, actionable alerts when patients need intervention based on CoachCare data analytics.
 - HIPAA-Compliant Messaging: Communicate at any time via secure text messages that keeps patient information safe and compliant.
 - Reporting: Customized data reporting to fit clinical needs.
 - Integrated Connected Devices: CoachCare’s wireless scale and activity tracker generate new revenue streams and generate real-time data. Integrates with many third-party devices including Apple Health Kit, Google Fit, Fitbit, seca mBCA, and LevL.
 - Full-Featured Exercise & Meal Logging
 - Analytics: Utilizes clinic data and company-wide metadata to provide actionable insights
 - Pain Tracking: Track pain in real-time using a 3D body model right in the mobile app, and view patient history of pain through tracked data points.
 - Video Conferencing: A solution upgrade that enables clinics to offer live consults and support groups, as well as face-to-face meetings between coaches, admins and patients
- Pricing - Contact for Quote
 - 3 Tiers, by organization size and patient population
 - www.coachcare.com/pricing

Current Health | currenthealth.com/remote-patient-monitoring

- Functionality/Options:
 - Patient risk stratification
 - Customizable chat bot determines patient symptoms
 - Automated phone calls and visual/audible reminders for patients

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- Integrated virtual video visits
- 100+ templated disease-specific programs and customization available
- Pricing - Contact for Quote
 - Depending on level, management of all or parts of service, from managing patient enrolment to drop shipping a fully-managed and configured kit to the patient's home and ensuring they are set up successfully.
 - Optional clinical monitoring team add-ons

optimize.health | www.optimize.health

- Functionality/Options:
 - Devices
 - Device-agnostic platform - they recommend what works best based upon extensive experience.
 - Devices can be ordered conveniently through a private online store or delivered directly to patients.
 - Cellular-based devices that require zero setup by the patient, and just work out the box, without any complicated WiFi or Bluetooth setup.
 - Features for Medical Practices
 - Patient Risk Stratification
 - Built-In Communication Tools
 - Team Management & Staff Benchmarking
 - Advanced Analytics & Automatic Time Tracking
 - RPM Reimbursement Engine
 - Audit Production & Monthly Business Reviews
 - Data-Sharing Between Organizations
 - Multilingual Patient Support Materials
 - Robust Support: Clinical Call Center & Onsite Training
 - Integrated chronic condition support for:
 - Diabetes and Pre-Diabetes: Blood Glucose
 - Hypertension: Blood Pressure
 - Heart Failure: Weight, Blood Pressure, Medications
 - Behavioral Health and Substance Abuse: Medication Adherence and Behavioral Health Surveys
 - Obesity: Weight
 - COPD: Pulse Oximetry
- Pricing - Contact for Demo & Quote
 - Equipment Financing Options Available

Geneia | www.geneia.com/products-services/remote-patient-monitoring

- Functionality/Options:
 - Empower patients with self-management and self-awareness tools
 - Engage care teams in patient care between office visits
 - Increase collaboration between physicians, caregivers, families and patients
 - Seamlessly integrate remote monitoring into existing care management programs
 - Theon analytics platform deploys predictive analytics for more targeted and effective interventions
 - Prevent avoidable emergency department visits
- Pricing - Contact for Demo & Quote

Qardio | www.getqardio.com/qardiomd-rpm

- Functionality/Options:
 - Proprietary, bluetooth enabled Qardio BP cuffs, glucometers, and weight scales.

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- Data is synced, continuously analyzed and high-risk patients automatically flagged
- HIPAA compliant QardioMD platform allows staff to remotely monitor and care for patients
- Pricing - Contact for Demo & Quote

Remote Care Partners | www.remotecarepartners.com

- Functionality/Options:
 - Add new patients in minutes
 - Ships all in-home equipment direct to patients
 - Includes proprietary Hub with cellular connectivity (no wifi or bluetooth set-up)
 - Records patient data automatically
 - Provides web based portal for reviewing patient data
 - Initiates alerts via text or e-mail
 - Tracks time spent reviewing data/communicating w/ patients.
 - Includes in-office promotional material
- Pricing - Contact for Demo & Quote

Rimidi | rimidi.com

- Functionality/Options:
 - Apps work directly within EHRs - no separate sign in, no workflow disruption
 - Combines patient-generated health data from connected devices or patient reported outcomes measures with clinical data to drive patient-specific clinical insights and actions through embedded clinical decision support cards.
 - Separate modules for diabetes, heart failure, fatty liver disease, cardiovascular disease, and obesity. Customs modules available upon request.
- Pricing - Contact for Demo & Quote

Tactio Health | www.tactiohealth.com/en

- Functionality/Options:
 - Disease-agnostic care-plan management
 - unified management of multiple conditions such as obesity, diabetes, hypertension, chronic heart failure (CHF), chronic obstructive pulmonary disease (COPD)
 - goals, baseline & critical ranges
 - patient goals, reminders & education
 - threshold & smart alerts
 - clinical notes & actions
 - care-plan templates
 - secured messaging
 - Electronic collection of Patient Generated Health Data (PGHD)
 - blood pressure cuff
 - body scale
 - glucometer
 - oxymeter
 - spirometer
 - activity/sleep wearable
 - All medical devices integrate with the Tactio Patient app on iOS and Android for direct electronic data capture, without any third-party account. All are bluetooth-connected, and, except the wearable, FDA approved. Manufacturers include: A&D Medical, Garmin, Medical International Research, Nonin Medical, Roche Diagnostics.
 - Patient engagement
 - simple, intuitive, senior-friendly
 - timely, health-related tasks delivered to patients
 - (based on personalized care plan)

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- secured two-way messaging
 - questionnaire (with scoring)
 - web content
 - video calls
 - photos
- Full-value spectrum from care to business
 - simplified reimbursement management
 - health trends & insights
 - HIPAA-compliant security
 - healthcare-savvy technical support
 - push-button billing for all patients
- Pricing - Contact for Quote
 - Tactio Patient: Free health app for patients managing health data, events, and conditions. Integrates for provider data forwarding.
 - Tactio Care: Software as a Service (SaaS) for healthcare professionals, screening, monitoring, and engaging patients.
 - Tactio Enterprise: Platform as a Service (PaaS) for healthcare professionals seeking to build and scale digital patient-centered programs.

Vivify Health | www.vivifyhealth.com

- Functionality/Options:
 - Continual Stratification: Population analytics and intelligent algorithms, which can be integrated with EHRs, allow providers to risk-stratify their populations and decide where to focus their efforts.
 - Customized Care: Over 90 disease-specific clinical protocols that can be easily modified for each patient's conditions and comorbidities, such as congestive heart failure, chronic obstructive pulmonary disease, cancer, hypertension, weight management/obesity, asthma, diabetes, pain management, etc.
 - Continual Education: Easy-to-use content library educates and empowers patients while improving health literacy. Content creation and delivery is drag-and-drop easy.
 - One-touch video conferencing included.
- Pricing - Contact for Quote

Health Condition Focused Vendor Options

Pain Scored | www.painscored.com | Pain Management

- Functionality/Options:
 - Patients use the app to keep a diary of pain symptoms and side effects as well as pain medications.
 - Information is logged frequently using unique methods intended to create a simple user experience.
 - The data is aggregated using powerful back end analytics into interactive customizable reports.
 - These reports are used by clinicians to make better treatment decisions and to monitor compliance.
- Pricing - Contact for Quote
 - App is free for patients.
 - www.painscored.com/pricing

Spire Health | spirehealth.com | Respiratory Diseases

- Functionality/Options:

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- Solution for respiratory diseases, with a commercial-stage, clinically-proven platform that is widely deployed in pulmonary/critical care practices.
- It could be deployed to COVID-19 patients or at-risk individuals to help remotely identify individuals who need to seek medical care.
- Pricing - Contact for Quote

Hospital, Health System, and Health Plan Focused Vendors

Vendors that provide service solely to hospitals, large health systems, and/or health plans, such as Nonna Technologies and Validic, are not reflected on this list. This list is primarily for use as an informational resource for independent medical practices.

Vendor Assessment Cheat Sheet

The vendors on this list offer a vast and varied range of services and products (both hardware and software) to support remote patient monitoring. Investing time in a detail request for proposal (RFP) in advance of contacting vendors may improve implementation time efficiency.

The AMA’s RPM implementation guide recommends assessing vendors in the following areas ([p. 27-29](#)):

BUSINESS <ul style="list-style-type: none"> • Organizational overview – tenure, funding source, financial stability, affiliations, notable customers, etc. • Impact to program ROI – product cost, business model, reimbursement rates, risk sharing, support payment program participation, etc. 	INFORMATION TECHNOLOGY <ul style="list-style-type: none"> • Ability to integrate with your current IT landscape, particularly your EHR system • Cost, process, and timeline associated with integration and product updates • Ensure the data elements of most importance to your clinicians and patients can be captured 	SECURITY <ul style="list-style-type: none"> • HIPAA compliance and process for ensuring protection of confidential patient information • Liability and process for managing potential security breaches
USABILITY <ul style="list-style-type: none"> • User experience of device and interface for patients and care team members • Patient and care team engagement metrics • Ability to engage with and encourage participation from patients • Degree to which this technology/vendor will reduce disruption to existing workflow 	CUSTOMER SERVICE: <ul style="list-style-type: none"> • Level of support available to practice during and after implementation—staff training, patient education, project management, data analysis and insights, etc. • Degree of technical support available to patients 	CLINICAL VALIDATION: <ul style="list-style-type: none"> • Documented clinical outcomes • Published peer-reviewed research

When evaluating vendors, here are a few key areas of concern to keep in mind:

Compliance

Always consult your health care attorney, particularly with regards to compliance at the federal, state, and local levels, and as relates to a business associate agreement. Be sure to ask about:

- Level and type of equipment and service: HITRUST, SOC2, HIPAA
- Audit trails for billing

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- Communications recording and storage/hosting

Billing & Coding

- Automatic report generation and data export formats
- How is work time tracked, documented, and recorded? Automatic or manual?
- Does the vendor bill on behalf of the practice? Contact your attorney about appropriate business agreements.

Devices

- What data do I (the physician) need to better monitor and treat my patient population?
 - Physiological data measured/collected - FDA approved? Peer-reviewed as effective for case management of this condition?
 - Patient Compliance - Is the device easy to use? Does it need to be recharged? How often does the data need to be collected?
- Connectivity (WiFi, Bluetooth, Cellular) - Will your patients be savvy enough to set-up a Bluetooth device? Will the vendor provide tech support and set-up help?
- Who purchases the device? How is it shipped and tracked? Practice, patient, owned by the vendor? Maintenance and returns? Are there minimum purchase orders? Note: some device purchasing is now covered by Medicare.

Patient Engagement

- Consent Documentation
- Onboarding
- Reminders
- Cashflow and billing implications of noncompliance and turnover in patients currently using a device.

Workflow & Clinical Support

- Identification of RPM candidates
- Referral and onboarding
- EMR integration and documentation
- Clinical monitoring: Does the vendor provide full or partial service? Does the vendor provide training for the practice's clinical staff as part of onboarding?
- Alert responses and triage
- Communication: to clinicians, with patients, and documentation thereof

Other Helpful Resources

Implementation & Vendor Vetting

- [The American Medical Association's Digital Health Implementation Playbook](#)
- [Federally Qualified Health Center's Remote Patient Monitoring Tool Kit](#)
- [Foley & Ladner's Update on CMS's RPM Final Rule for 2020](#)

Local Resources

- [Maryland Department of Health's RPM Workbook & Implementation Guide](#)
- [Maryland Medicaid & RPM](#)
- [MCMS Webinar on Remote Patient Monitoring](#)

Billing & Coding for RPM

- [QardioMD's Remote monitoring codes: appropriate usage and revenue calculator](#)
- [Accuhealth RPM Medicare Billing Guide](#)
- [RS&F & the Maryland Primary Care Program Billing Resource Guide](#)

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- [PYA's Providing and Billing Medicare for Remote Patient Monitoring: A How-To Guide](#)
- [Center for Connected Health Care Policy's Fee For Service Telemedicine Billing Guide](#)
- [Medicare Learning Network Telemedicine Guide](#)
- [TCCN Telemedicine Playbook](#)

COVID-19 & Telemedicine

- [MCMS & MedChi's COVID-19 Resource Centers - Updated on a rolling basis](#)
- [Emergency telehealth consent form template](#)
- [COVID-19 Provider FAQs - Maryland Insurance Administration](#)
- [Lighthouse Healthcare Advisors COVID-19 Billing Guide & FAQ](#)

Please note: *This list is not exhaustive and this information is intended to serve as a general resource. No recommendation or endorsement by MCMS for the individual(s) or service(s) listed is expressed or implied. This information does not constitute legal advice. MCMS is not responsible for the recommendations of or the quality of the work provided by any of the parties listed.*