Welch Allyn
Advancing Frontline Care

HYPERTENSION
DIABETIC RETINOPATHY
CARDIOLOGY SCREENING AND DIAGNOSIS
VISION DISABILITIES IN CHILDREN
Primary care is at the forefront of population health.

Primary care clinicians represent the front lines of a complex healthcare system. You are tasked not only with treating acute and chronic conditions, but also with identifying health risk factors early to help improve patient outcomes and keep system costs lower.

- Hypertension
- Diabetic Retinopathy
- Cardiology Screening and Diagnosis
- Vision Disabilities in Children
At Welch Allyn, we advance the capabilities of frontline care providers with smarter tools to help you identify, diagnose and manage many of the most prevalent health issues your practice sees every day.

Together, we can do more to advance frontline care.

*Keep reading to learn how.*
Nearly 1 in 2 U.S. Adults have high blood pressure.\(^3\)

High blood pressure is the \#1 risk factor for heart attack, stroke and kidney disease.\(^1,2\)

46% of people with high blood pressure do not have the condition under control.\(^3\)
THE SOLUTION

Welch Allyn offers solutions that extend beyond the four walls of your practice to help you get a more accurate view of a patient’s blood pressure in various settings.

THE IMPACT

1 Identify:
Better identify hypertension with accurate, automated and averaged blood pressure readings in the office.

2 Diagnose:
Strengthen your diagnoses with multiple readings inside and outside the office. The U.S. Preventive Services Task Force calls ambulatory blood pressure monitoring “the best method for diagnosing hypertension.”

3 Manage:
Effectively manage hypertensive patients to help them reach target blood pressure. Clinician-connected remote patient monitoring has been proven to help get patients to their target blood pressure.

³ American Heart Association and American Stroke Association. 2016 Heart Disease and Stroke Statistics Update
⁴ Margaret A. Piper, PhD, MPH; Corinne V. Evans, MPP; Brittany U. Burda, MPH; Karen L. Margolis, MD, MPH; Elizabeth O’Connor, PhD; and Evelyn P. Whitlock, MD, MPH: Diagnostic and Predictive Accuracy of Blood Pressure Screening Methods With Consideration of Rescreening Intervals: An Updated Systematic Review for the U.S. Preventive Services Task Force
THE CHALLENGE

80% of patients with diabetes will develop diabetic retinopathy.⁷

80% of patients globally are living with diabetes.⁶

Up to 95% of vision loss cases are preventable.⁸

Yet documented compliance with annual retinal exams is often less than 50%.⁹
SOLUTION

The RetinaVue® care delivery model makes diabetic retinal exams SIMPLE and AFFORDABLE for primary care.

THE IMPACT

1. Quality measures and clinical documentation of chronic conditions:
   Accurate documentation of chronic conditions helps inform care planning, care delivery, appropriate coverage, and quality measure (HEDIS®) performance.10 Intercepting patients during routine primary care office visits can can achieve up to 90% documented compliance in one year.11

2. Patient outcomes:
The best weapon against diabetic retinopathy is early detection, but compliance with the diabetic eye exam is low12,13 – nationally, only 20-to-50% of patients comply.13-16 Yet, up to 95% of vision loss can be prevented if caught and treated early.12

3. Financial outcomes:
Most commercial healthcare plans provide coverage for teleretinal exams in primary care settings with remote ophthalmologist interpretation. Many providers can see a favorable return on investment within their first year. Consult your payer partners to understand coding and coverage options.

References:
COPD is a major cause of disability, and the third leading cause of death in the United States.¹⁸

Heart disease is the leading cause of death in the United States.¹⁷

Stroke is the fifth leading cause of death in the United States, killing more than 130,000 Americans each year—that’s 1 of every 20 deaths.¹⁹
THE SOLUTION

Welch Allyn cardiology devices help clinicians quickly detect signs of heart disease, stroke and COPD, and connect data to the specialists who can help patients effectively manage and treat their conditions.

THE IMPACT

1. **Patient outcomes:**
   Help improve patient outcomes by offering resting ECG, stress ECG, spirometry, holter and other cardiology screening solutions that are simple enough for use in primary care, yet equipped with comprehensive tools a specialist needs.

2. **Efficiency:**
   A variety of connectivity options, including WiFi® and DICOM® communication, make it easy to send timely, accurate data directly to your EMR.

3. **Financial outcomes:**
   Help maximize your return on investment by keeping reimbursable procedures in house, rather than referring to another provider.

With the industry’s broadest range of diagnostic cardiology solutions, we help people get better care, inside and outside the hospital. Backed by clinical excellence, connected solutions and continuous innovation, Welch Allyn Cardiology is proud to be powered by Mortara.

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¹⁸ https://www.nhlbi.nih.gov/health/topics/copd

Vision disability is the **single most prevalent** disabling condition among children.\(^{20}\)

Only one in three U.S. children has had a vision screening before kindergarten.\(^{21}\)

The AAP recommends instrument-based vision screening at as **early as 12 months of age**, if available.\(^{22}\)

Yet **70% of pediatricians** are not doing automated vision screening.\(^{23}\)
Spot™ Vision Screener is revolutionizing early detection of vision disorders in children to help improve sight and prevent blindness. It can screen objectively for:

- Hyperopia
- Myopia
- Astigmatism
- Anisometropia
- Strabismus
- Anisocoria

**THE IMPACT**

**Efficiency:**
In one study, use of the Spot Vision Screener at Pediatric Physicians’ Organization at Boston Children’s Hospital helped staff increase completion rates in three- to five-year-old children over chart-based screening. Improvement was observed for each age, but the most impressive result was among three-year-old children—increasing from 38.6% to 87.1%.¹⁴

**Financial outcomes:**
Instrument-based vision screening is a smart investment. Practices can realize immediate economic benefits through reimbursement with CPT Code 99177²⁵ and reduce the rate of unnecessary referrals to specialists.

**Standardization:**
A fast, objective and consistent approach to vision screening across the healthcare network can help enhance operational efficiency and patient outcomes. 11 out of 12 practices in the Boston Children’s project experienced a statistically significant improvement in completed vision screening with instrument screening compared to chart-based screening.²⁴

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¹ CBD.gov/visionhealth/pdf/improving_nations_vision_health.pdf
³ Source: http://www.aappublications.org/news/2015/12/07/Vision120715
⁴ Welch Allyn Market Research 2016
⁵ CPT 99177: Instrument-based ocular screening (e.g., photoscreening, automated refraction), bilateral; with on-site analysis.
Advancing Frontline Care Together

Your patients expect you to offer the portfolio of services they need to help address increasingly serious conditions. You can expect the same from us.

Welch Allyn offers a wide range of solutions designed with your most pressing patient needs in mind—all from the name primary care clinicians have relied on for more than 100 years.

Talk to your Welch Allyn representative today, or learn more at www.welchallyn.com.

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