



**ResMed**

Changing lives  
with every breath



# How reimbursements improve patient care

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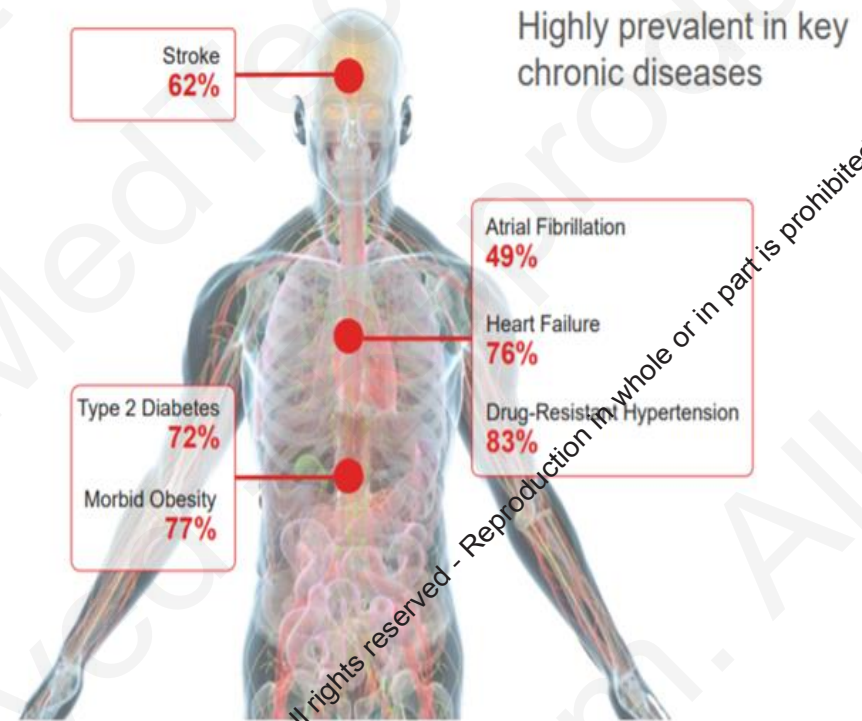
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# Global problem: Sleep apnea

- 936 million people have sleep apnea
  - 175 million Europeans
- 85% undiagnosed
- Linked to:
  - Heart failure
  - Type 2 diabetes
  - Hypertension



References: Gami AS et al. Circulation 2004, O'Keefe and Patterson, Obes Eur 2004, Logan et al. J Hypertension 2001, O'Keefe T and Patterson EJ, Obes Surg 2004, Einhorn D et al. Endocr Pract 2007, Bassetti C and Aldrich M. Sleep 1999

## ➤ ResMed's solution: Connected Health

- 9 million cloud-connectable devices to treat sleep apnea and COPD
- 1.8 million patients engaged in their therapy through the myAir application
- 87% user adherence with the combination of remote monitoring (AirView) and self-monitoring (myAir app)
- More than 1,000 integrations worldwide of AirView data into providers' electronic health record systems



# Connectivity enables outcomes-based care



**Physician access to meaningful clinical data**

**Evolution from paper to electronic record systems**

**Multiple systems increase potential for errors**

**Increased documentation requirements**

**Real-time patient engagement**



**Outcome based payments / Value based Healthcare  
Productivity / Optimizing resources**

**Patient centricity through Patient Reported Outcome and Experience Measurements  
Integrated care model perspectives**

## ➤ France: Outcomes-based reimbursement

- **Payer challenge.** Long term adherence to sleep apnea therapy improves outcomes for patients, how do we get the best value for our money?
- **Solution:** Remote monitoring and patient engagement in therapy improves adherence.
- Reimbursement links monitoring and adherence to therapy.
  - **Tiers** set at 0-56, 56-112, and 112+ hours of monitoring in a 28-day period.

## RESULTS

- **800,000+ patients remotely monitored:**

- Driving positive health outcomes
- Enabling “big data” research to assess health economic benefits, and scale adoption

	Jan 18	Feb 18	Jan 19	Jan 20
Initiation	18,10€	18,10€	18,10€	17,50€
TM > 4hours	18,30€	17,77€	17,55€	17€
TM 2<X<4hours	16,50€	16,50€	15,50€	14,50€
TM <2 hours	7,00€	7,00€	5,00€	5,00€
Non TM <4hours	15,50€	15,50€	15,00€	14,00€
Non TM 2<X<4hours	14,50€	14,50€	13,50€	11,50€
Non TM <2hours	7,00€	7,00€	5,00€	5,00€