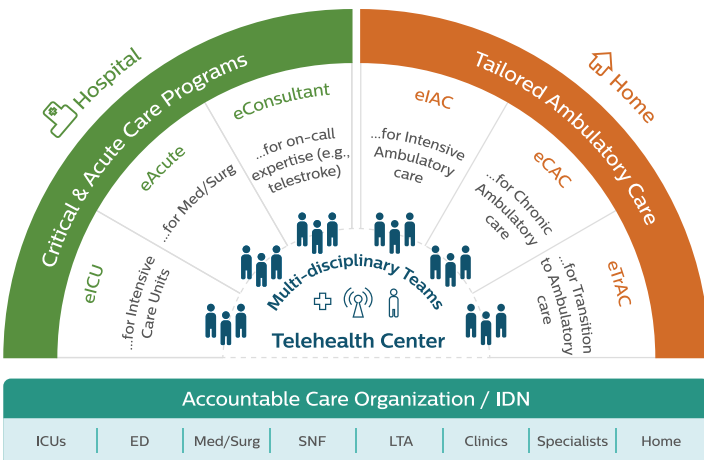




# Redefining healthcare through innovation in telehealth

Healthcare costs are at a crisis point, forcing the federal government to make comprehensive changes to healthcare payment models. The cost of caring for patients needs to go down while the quality of care needs to improve. This means it can't be business as usual. Technology alone, while promising, isn't enough to help providers like you continue to survive in this environment. Healthcare organizations need a new way of operating altogether and Philips is the partner that can help you change in ways that allow you to thrive.

## Enterprise approach to care delivery Telehealth across the enterprise



As you focus on efficiently caring for your growing population of chronically ill patients, who collectively account for roughly 80% of the \$2.8 trillion annual US healthcare spend, Philips can be a unique partner:



Philips provides telehealth technology for care across all patient settings.



Philips creates comprehensive telehealth-enabled clinical transformation programs for the hospital and the home.



Philips combines these technologies and programs with behavioral and social sciences to develop scalable, personalized medicine from the hospital to the home.

# Partnering to transform care delivery

Emphasis on developing programs, not selling products



## eICU

Transforming critical care

**Helping reduce length of stay and mortality**

The Philips eICU program clinically transforms the ICU, using a proactive care model that provides a solution to help improve outcomes and lower cost.

## eAcute

Telehealth for med/surg units

**Telehealth-enabled care across the enterprise**

The Philips eAcute program brings the power of centralized, telehealth-based monitoring developed for the ICU to the benefit of patients on the med/surg units, to help enable improved outcomes and lower costs.

## eConsultant

Accessing remote specialists across the enterprise

**Delivering remote expertise to the point of care**

The Philips eConsultant program increases access to clinical specialists across care areas and patient populations, by helping to remove geographical and departmental barriers.

## eIAC

Intensive Ambulatory Care

**Manage your most complex patients (top 5% in cost)**

The Philips Intensive Ambulatory Care (eIAC) program combines population management solutions that connect an integrated care team to the patient. It enables all stakeholders in the clinical and social management of the patient to identify and address the root causes of the patient's frequent readmissions.

## eCAC

Chronic Ambulatory Care

**Manage chronic patients (top 5-20% of cost) over the long-term**

With the Philips Chronic Ambulatory Care (CAC) program, a specific care plan is recommended for each patient, which can be personalized according to the patient's condition and motivational progress. Providers can tailor the protocols to best fit the needs of their organization and the requirement of the managed patients.

## eTrAC

Transition to Ambulatory Care

**Manage discharges and minimize readmissions**

The Philips Transition to Ambulatory Care (eTrAC) program is designed to reduce readmissions and costs by enabling clinicians and patients to stay closely connected. It combines clinical software for effective chronic care management with in-home patient monitoring devices. Clinicians can monitor patients in the home and prioritize them for intervention.



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