Home Health Monitoring for Heart Failure Patients

By Harry Wang, Research Analyst

2Q 2007

Synopsis

This report analyzes an emerging solution that remotely monitors heart-failure patients at home using the telecommunication infrastructure and medical device technologies. It evaluates this market in comparison to existing approaches and examines the target market segments and different business models employed by technology vendors. Finally, the report provides a five-year revenue forecast for these technologies and profiles the major solution providers.

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“...the healthcare industry is slowly moving away from intervention-based care to preventive care, and home monitoring is arriving at the right junction,” said Harry Wang, Senior Analyst with Parks Associates. “To make home monitoring a sustainable business venture, however, solution vendors must clear away a few significant hurdles first, including addressing the high cost issue of the solution and expanding into new markets where successful business models are still elusive.”

CHF Admissions and Cost Data

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<tr>
<th>Year</th>
<th>No. of Discharges</th>
<th>Average Charge</th>
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<td>2000</td>
<td>$11,308</td>
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<td>2001</td>
<td>$12,510</td>
<td>$16,548</td>
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<td>2002</td>
<td>$14,472</td>
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<td>2003</td>
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<td>2004</td>
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<td>2005</td>
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</tbody>
</table>

Source: MedPAR Data 2000-2005

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Contents

1.0 Executive Summary

2.0 Prevalence and Socioeconomic Costs of CHF
   2.1 Prevalence and Cost of CHF
   2.2 CHF under the Acute Care Model: Intervention and Reimbursement
   2.3 CHF under the Disease Management Model

3.0 Home Monitoring: Emerging Service Models
   3.1 Technology Review
   3.2 Market Segments and Service Models
   3.3 ROI Analysis
   3.4 Industry Barriers and Drivers

4.0 Forecasts, Implications and Recommendations
   4.1 Market Sizing
   4.2 Business Model Implications
   4.3 Recommendations

Appendix A: Profiles of Selected Companies
   A&D Medical
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Alere Medical
CareMatix
CardioNet
LifeWatch
McKesson Provider Technology
Patient Care Technology
SHL Telemedicine
ViTelNet
WebVMMC

Figures

Prevalence of Congestive Heart Failure
Medicare Reimbursement Rate for CHF-related Hospitalizations
Number of Hospital Discharges and Costs of CHF Hospitalizations (2000-2005)
Clinical Studies that Demonstrate DM Practices' Effectiveness for CHF Patients
Devices Used in CHF Patient Monitoring
Clinical Vital Signs and Variance for Alert for CHF Patients
Peripheral Devices Used in Monitoring CHF Patients
CHF Home Monitoring Companies and Their Marketing Strategies
Means to Enhance Return on Investment for Home Monitoring
Market Segment-Specific Barriers and Possible Solutions

Attributes

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