



**Hillrom™**

# **THE SOLUTION IS IN SIGHT.**

Imagine a tomorrow  
where diabetic retinopathy  
is no longer the leading  
cause of blindness.<sup>1</sup>



# DIABETES IS ONE OF THE MOST CHALLENGING HEALTH PROBLEMS IN THE 21ST CENTURY.

## Ron

68-Year-Old Patient  
with Type-2 Diabetes\*

**415 million adults are living with diabetes, putting them at risk for life-altering complications—one of which is vision loss due to diabetic retinopathy.<sup>2</sup>**

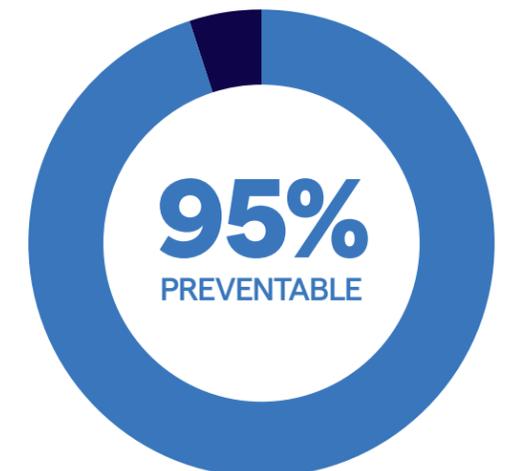
Diabetic retinopathy is the leading cause of vision loss in working-age adults.<sup>1</sup> It affects 7.7 million people worldwide, and that number is expected to double by 2050.<sup>2</sup>

For patients like Ron, an annual diabetic retinal exam can detect this condition early. However, this often requires a specialist referral, and many patients simply do not comply.<sup>3</sup>

With early detection, 95% of vision loss due to diabetic retinopathy can be prevented.<sup>4</sup>

But change is needed.

By making diabetic retinal exams more accessible during routine healthcare appointments, primary care providers like you can help eradicate a leading cause of blindness.



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**THE SOLUTION  
IS HERE.**

## Brennan

Internal Medicine Physician and  
Medical Director for an Integrated Delivery  
Network with 86 Primary Care Clinics\*

**We understand improving patient outcomes is  
top of mind for physicians.**

Today, diabetes management is all about patient-centered care—making healthcare more accessible and convenient for your patients.

Offering diabetic retinal exams in primary care means more patients who are not receiving an annual exam can be checked and referred to specialists for timely, vision-saving treatment. Healthcare providers like Brennan are improving outcomes and lowering costs.<sup>5</sup>

Are you ready to improve your patients' lives using a teleretinal program?

By allowing this exam to be covered in my office and other primary care settings, we are making access to recommended annual diabetic eye exams more convenient for patients and thereby saving patients' vision. Not only is this technology unquestionably effective, it is relatively straightforward to incorporate into the regular diabetic office visit and presents an ideal opportunity to discuss eye health with the patient. We have expanded the program from one clinic to all four of our clinics in the last few months.

**Dr. Robert Berke, MD,  
Chautauqua Family Health  
Services**



# ACHIEVE UP TO 90% DOCUMENTED COMPLIANCE IN 12 MONTHS.<sup>6</sup>

## Maria

Vice President of Quality for an  
Integrated Delivery Network  
with 235 Primary Care Clinics\*

**Complications of diabetes are often not captured in medical records and more than 75% of seniors with diabetes have at least one complication.<sup>4</sup>**

Accurately documenting chronic conditions such as diabetes and its complications helps inform care planning, appropriate coverage and quality performance.<sup>7</sup>

The NCQA<sup>®</sup> HEDIS<sup>®</sup> quality measure for annual diabetic retinal exams (NQF #0055) is included in Medicare Advantage Star Ratings and CMS Quality Payment Program measures.

When patients have their eyes examined during a routine primary care office visit, your organization can achieve up to 90% documented compliance in 12 months.<sup>8</sup>

Summit Strategic Solutions implemented the RetinaVue care delivery model and the outcomes were significant in terms of patient care and quality management. In the category of Medicare diabetes retinal exams, Summit Medical Group moved within one year from a one-star quality rating to a four-star rating by one of its major insurance provider partners. We plan on expanding this successful and meaningful program.

**Jack Kam, Executive  
Leader and Chief Science &  
Innovation Officer, Summit  
Strategic Solutions**

**WE ARE  
RAISING  
THE BAR ON  
INNOVATION  
TO HELP  
YOU BETTER  
SERVE YOUR  
PATIENTS.**

**Pascal**

Healthcare Operations  
Project Manager  
for Large Multi-Specialty  
Physician Group\*



**The Welch Allyn® RetinaVue® Care Delivery Model was designed to help operations managers like Pascal improve quality of care, reduce costs and improve efficiency across their organizations.**

The RetinaVue care delivery model consists of three components:

1. Non-mydratic retinal cameras for imaging—including the RetinaVue 700 Imager, the world's most advanced handheld retinal camera
2. HIPAA-compliant, FDA-cleared RetinaVue Network software to transmit images and manage data
3. Professional medical services by ophthalmologists at RetinaVue, P.C., or your preferred specialist. You will receive a diagnostic report including fundus images, ICD 10 codes and a recommended referral/care plan.





**LET'S  
GET  
STARTED  
TODAY.**

**Alexandra**

College Student with  
Type-1 Diabetes\*

**Together, we have the power to eradicate  
diabetic retinopathy as a leading cause of  
blindness for patients like Alexandra and Ron.**

## REFERENCES

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<sup>2</sup> National Eye Institute. Eye Disease Statistics. [https://nei.nih.gov/sites/default/files/nei-pdfs/NEI\\_Eye\\_Disease\\_Statistics\\_Factsheet\\_2014\\_V10.pdf](https://nei.nih.gov/sites/default/files/nei-pdfs/NEI_Eye_Disease_Statistics_Factsheet_2014_V10.pdf). Published March 2014. Accessed June 18, 2019.

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<sup>5</sup> Centers for Medicare and Medicaid Services. CMS Quality Strategy 2016. HYPERLINK "<http://www.cms.gov/Medicare/Quality-Initiatives-Patient-Assessment-Instruments/QualityInitiativesGenInfo/Downloads/CMS-Quality-Strategy.pdf>" www.cms.gov/Medicare/Quality-Initiatives-Patient-Assessment-Instruments/QualityInitiativesGenInfo/Downloads/CMS-Quality-Strategy.pdf. Accessed March 12, 2019.

<sup>6</sup> Mansberger SL, Gleitsmann K, Gardiner S, et al. Comparing the effectiveness of telemedicine and traditional surveillance in providing diabetic retinopathy screening examinations: A randomized controlled trial. *Telemed J E Health.* 2013 Dec; 19(12): 942-8.

<sup>7</sup> Triangle Medical Group. CMS HCC Risk Adjustment. <https://docplayer.net/54439940-Cms-hcc-risk-adjustment-robert-resnik-md-mba.html>. Accessed June 18, 2019.

<sup>8</sup> Smith DM, Moore LG. The role of HCCs in a value-based payment system. *Healthc Financ Manage.* 2017 Oct. 1-7

\*Fictional persona



**Hillrom**<sup>TM</sup>

We're ready to help. Contact your Hillrom representative today  
or learn more at [retinavue.com](https://www.retinavue.com).

[hillrom.com](https://www.hillrom.com)

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