The Cardiac Clinic's Guide to Remote Monitoring: *Identifying the Most Important Factors for a Data Management Solution*

When reviewing data management solutions, each platform has unique capabilities and features that clinics can employ. However, each clinic's needs are just as unique. When evaluating solutions, these are the factors to keep in mind that will impact the overall success of a remote monitoring program:

Patient Engagement and Data Management

Patient Engagement - Ensure the solution has tools like transmission tracking and automated reminders (text messages, calls, letters) for maintaining patient connectivity.

Data Management - Seek solutions offering data normalization across all sources for consistent evaluation, customizable reporting prioritizing alerts based on clinic protocols, and bi-directional synchronization with manufacturer web portals.

Longitudinal Data - Select a solution that integrates multiple data sources, such as wearables, vitals monitoring, and smartwatch readings, to provide comprehensive patient health insights and uncover new revenue opportunities.

Integration, Workflow, and Reporting

EHR Integration - Integration with electronic health records is vital for automated workflows, streamlined processes, accurate billing, and direct report signing within the EHR system.

In-Office Checks - Choose a platform that manages both remote and in-office device checks within a single platform, maintaining data continuity and minimizing data loss or duplication risks.

Device Advisory Management - Opt for solutions that automatically identify, query, and triage patients with advisory devices, enabling clinics to respond promptly and effectively to potential issues.

Support and Billing Considerations

Professional Support - Find solutions with support from trained and IBHRE-certified professionals to ensure clinical reporting accuracy. Consider partnering with a company that offers a support team to manage patient inquiries and compliance effectively.

Billing Models - Understand the different billing structures, like subscriptions, per patient, per report, and insurance billing models, and evaluate their impact on the clinic's budget when selecting a remote monitoring solution.

Maximize cardiac device monitoring and patient care with remote solutions

If you're interested in learning more about the Vector Patient Care Platform™ or have further questions about selecting a remote cardiac monitoring partner, you can reach out to the clinical development team at *connect@vectorremote.com* or:

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Does my clinic need a Software Only or a Software + Services solution?

When it comes to remote cardiac monitoring, clinics have two main options: a software-only solution or a software + services solution. Here are some factors to consider when deciding which option is best for your clinic:

Staffing Ratio: According to industry guidelines, a ratio of 3 full-time employees dedicated to a device clinic per 1000 patients is recommended to effectively manage both clinical and administrative tasks. If your clinic exceeds this ratio, a software-only solution can automate certain tasks to make your existing staff more efficient. A software + services solution can provide additional human resources to supplement your team.

Calculate your staffing needs.

GO TO CALCULATOR

Patient Connectivity: If your clinic struggles to maintain contact with patients, a partner handling this work can save an average of 55 minutes per disconnected patient.

Surge Services: If your clinic's staff is temporarily reduced due to absences, a partner who can fill in the gaps with human services can keep your clinic running smoothly.

Cost and Budget: Although a software-only solution is typically less expensive, the value of the services provided by a software + services solution should also be taken into account when considering cost-effectiveness.

Clinic Goals and Objectives: A software-only solution may be appropriate for clinics with established remote cardiac monitoring programs and experienced staff. On the other hand, a software + services solution may be more beneficial for clinics just starting out or with limited resources, as it can provide additional support and expertise.

Technology Needs: If your clinic has strong IT support, a software-only solution may be a good option. However, if your clinic is less familiar with technology or has limited IT resources, a software + services solution can provide necessary support and maintenance from the partner.

Choosing between a software-only solution and a software + services solution depends on several factors, including staffing ratio, patient connectivity, cost, clinic goals, and technology needs. It's important to carefully consider all of these factors before deciding.