



**MIDWEST**  
Health Monitoring

# Remote Patient Monitoring (RPM)

Remote Patient Monitoring (RPM) represents the cutting edge of technology in modern medicine. Midwest Health Monitoring utilizes the latest technology, so physicians can check on patients between visits and make the best clinical decisions with access to the most current patient data.

We work with physician groups, Health Systems, ACO's and specialists to stand up and support full service RPM programs. We provide the equipment, clinical team, and operational and industry expertise to ensure the best possible outcome for the patient and for the physicians we serve.

## Clinical Benefits

### Reduce Hospitalizations through timely exacerbation detection and intervention

Significantly reduce hospitalizations (up to 70%) for high-risk populations by detecting exacerbations in their earliest forms. RPM can detect physiological trend variances and give provider teams days to react and intervene before a hospitalization is necessary.

### Population Health Benchmarks

RPM can significantly help practices reach quality benchmarks (HEDIS) by applying oversight and transparency to high-risk populations.

### Clinical Decision-making validation and precision

Builds ongoing patient specific statistical trends via hundreds of historic data points.

Gives objective data feedback to patient intervention strategies.

Eliminates “white coat syndrome” and allows decisions based on hundreds of readings instead of just one during the office visit.

### Patient Satisfaction and Comfort

The relationship patients build with their Clinical Health Coach, combined with the knowledge that their provider is watching over them creates a positive patient relationship from which the patient derives great comfort.

### Patient retention and Maintenance

Our Team takes care of patients with higher communication needs and puts them at ease before they feel the need to call the practice. Additionally, many patients report they stay with their physician so they can stay on the RPM Program.

Midwest Health Monitoring is a full service RPM program.

We capitalize the RPM program in its entirety and help practices stand up their RPM program without any up-front expense.

- No Capitalization
- No Up-front costs
- No fixed costs
- No long-term contracts



## Financial Benefits

### Four Areas of Increased Revenue for Practices and Systems

#### Fee for Service

CPT revenue derived from billing codes 99453, 99454, 99457, 99458

No upfront capitalization, and only pay for services that bring revenue into the practice; Midwest is a pure variable expense and delivers a 30% profit margin for partnering practices.

#### Improved Quality Scores (HEDIS)

Maximize clinical incentive benchmarks stemming by enabling higher transparency and control of high-risk populations.

#### Reduced Acute Care Utilization rates

Maximize profitability in shared saving/risk assumption models by reducing Patient acute care utilization rates and overall cost of care via adaptive preventative care.

Currently serving full spectrum of risk models from PACE to shared savings.

#### Increased Practice Visits

Increase in practice visits stemming from discovered exacerbations, and subsequent medication/intervention changes.





# Our Devices

Our Devices are all cellular enabled; the patient does not need to connect to WiFi or Bluetooth to use. Each device is equipped with its own SIM card that automatically connects to the nearest cell phone tower to transmit the data to the patient's medical chart. We pair the device before it leaves our shipping department in order to make using the device as easy as possible for the patient.

## We offer the following devices:



### Blood Pressure Cuffs:

Blood pressure cuffs are used for patients with chronic conditions such as hypertension and hypotension.



### Pulse Oximeters:

We use pulse oximeters to monitor patients with COPD, asthma, and other respiratory conditions.



### Weight Scales:

Weight scales are used for patients with CHF, failure to thrive, or weight management.



### Glucometers:

Our glucometers are used for diabetic patients. The test strips and lancets are provided by the program at no cost to the patient and are mailed directly to the patient's home.

# Areas of Application

## Cardiology

Monitoring for Heart Failure, Arrhythmias and HTN  
Post Cardiac event monitoring  
Weight and blood pressure tracking to detect fluid retention

## Nephrology

Blood pressure and weight monitoring in chronic kidney disease (CKD)  
Managing fluid status and preventing progression of renal disease  
Monitoring in dialysis or transplant patients

## Internal Medicine

Management of chronic conditions like hypertension, diabetes, obesity  
Early detection of complications through routine monitoring  
Preventive care and lifestyle tracking

## Endocrinology

Continuous or routine glucose monitoring for diabetes  
Weight management for thyroid and metabolic disorders  
Blood pressure monitoring for endocrine-related hypertension

## Neurology

Monitoring blood pressure in patients with stroke history  
Tracking symptoms in conditions like Parkinson's disease or epilepsy  
Supporting medication compliance and detecting early change

## Oncology

Monitoring vitals and symptoms during chemotherapy or radiation  
Early detection of treatment side effects  
Supportive care for fatigue, weight loss, or vital sign abnormalities


## Pulmonology

Oxygen saturation monitoring in COPD and asthma  
Tracking respiratory symptoms  
Identifying early signs of exacerbation

## Geriatrics


Managing multiple chronic conditions  
Fall risk, activity level, and general health monitoring  
Early detection of decompensation in frail patient

### Glucometers




Diabetes Type 2 (E11.9, .65, .21, .22, .40, .51)  
Diabetes Type 1 (E10.9, .65, .21, .59)  
Secondary Diabetes (E08.9, E09.9)  
Gestational Diabetes (O24.419, O24.410)  
Prediabetes / Glucose intolerance (R73.03, R73.09, Z71.3)  
Metabolic Syndrome / Insulin Resistance (E88.81, E29.1)

### Scales




Heart Failure (I50.9, I50.2, I50.3, I50.1),  
Chronic Kidney Disease (N18.9, N18.4, N18.5, Z99.2),  
HTN with fluid retention (I13.0, I13.2)  
Weight Management (Z98.84, E66.01, Z71.3)  
Liver Disease with Ascites (K76.60, K74.60, R18.8)

### Pulse Oximeters



COPD (J44.9, J44.1, J44.0)  
Asthma (J45.40, J45.50, J45.901)  
Chronic Respiratory Failure / Hypoxemia (J96.10, .11, .20)  
COVID-19 related conditions  
Interstitial Lung Disease / PF (J84.10, J84.89)  
Congestive Heart Failure (I50.9, I50.22, I50.32)  
Obstructive Sleep Apnea (G47.33, E66.2)  
Pulmonary Hypertension (I27.20, I27.21)  
Cystic Fibrosis (E84.0)

### Blood Pressure Cuffs



Hypertension (I10),  
Heart Failure (I50.9, I50.2, I50.3, I50.1),  
Coronary Artery Disease (I25.10),  
Post-Myocardial Infarction (I21.3),  
Chronic Kidney Disease (N18.9),  
Diabetes with Hypertension (E11.9),  
Stroke / TIA (Post-CVA monitoring) (I63.9)



# Health Coach and RN Triage

Each health coach is supported by a triage registered nurse (RN) who validates potential intervention opportunities by reaching out to patients, gathering information and health history. The triage RN communicates this information to the practice for physician review. This streamlined process enhances communication between the patient and provider, ensures timely responses, and helps bridge gaps within the healthcare system.

## Custom Parameters

Your practice has the flexibility to define the specific thresholds at which Midwest should contact patients. In addition, we can tailor these parameters on an individual basis to meet the unique clinical needs of each patient. This ensures personalized, responsive care aligned with your practice's preferences and the patient's condition.

## Reporting Data

Receive timely and relevant updates directly within your own EMR system. Our triage nurses document and share detailed feedback on patient telephone encounters, vital sign history, and both weekly and monthly trends—ensuring seamless communication and continuity of care.

## Monitoring

Remote monitoring goes beyond identifying outlier data and notifying the physician. Our clinical team is committed to building trusting relationships with patients, creating a foundation where individuals feel comfortable reporting symptoms or concerns directly to their dedicated health coach.

This proactive approach supports early symptom recognition, timely intervention, and reduces hospitalizations. In addition to routine monthly check-ins, our clinicians reach out whenever readings fall outside of established parameters or deviate from a patient's typical trends. This is how healthcare should work—personalized, responsive, and centered around the patient.

# Patient Testimonials



"I just can't tell you what it means to me knowing that I'm not alone. I have someone else looking out for my husband. For so long I have felt alone in trying to take care of him and wondering if I am doing the right things. This program is just such a blessing to us... such a blessing."

Rhonda, 89

"I really enjoy talking to my health coach. Yes, it is true, I may not always like what she tells me, but she is looking out for me. Since having Sara as my health coach, I have begun taking my medications regularly, and my blood pressure has drastically improved."

Donald, 75

"It's unbelievable what this program has done for me. If it wasn't for being on RPM, I know I would have had a second heart attack. I will never be able to thank you enough. You saved my life!"

Dewey, 83

"It may sound a bit silly, but I really look forward to hearing from you guys. I live alone, and I don't always get to see or talk to many people. It gets lonely, but with this program I know I have a support system now!"

Lorraine, 62





# Client Testimonials

“Using RPM has allowed me to have a more reliable way of monitoring patient's home blood pressures, blood sugars, and weights. In the past only occasionally would patients obtain home values and then an even smaller number would get those back to me to aid with management. This has improved compliance and helped me to improve outcomes. Midwest Health Monitoring does the difficult work of getting patients signed up and following up to get the measurements, I just have to review the values and adjust management or most of the time be reassured our treatment plan is working well.”

**Scott Selle, MD**

**Northern Michigan Medicine and Pediatrics**

“Remote patient monitoring is an excellent tool that we use to keep in contact with our patients who are diagnosed with chronic medical conditions. Midwest Health Monitoring provides blood pressure monitoring, glucose monitoring, oximetry, and weight scales. Through these modalities we are able to identify discrepancies earlier and provide intervention to keep our patients safe and avoid emergencies such as emergency room visits and unnecessary hospitalizations. We partner with Midwest Health Monitoring, who provides care management for those chronic conditions, provides timely alerts, and responsive patient interactions.”

**Joel Anhalt, MD**

**Arcadia Medical**

“Honestly, my experience with Midwest Health Monitoring has exceeded my expectations in every way. I signed up with Midwest to improve the quality of care for my patients. I am able to monitor their vital signs at any time via their website. Additionally, Midwest downloads this data into the patient chart every month. I have been able to prevent ER visits and subsequent hospitalizations, and I also believe this gives my patients a sense of security knowing that I am always watching. The pleasant surprise, which has exceeded my expectations, is the customer service I have received from literally every staff member of Midwest Health. Each person I have encountered has been passionate about patient care and quality customer service. Lastly, it was important to me that my patients did not incur a lot of out of pocket expense, and at first, I was a bit skeptical. I have found that there is minimal out of pocket expense for my patients, if any. ‘Exceptional’ would be an understatement to describe this experience for both myself and my patients.”

**Renee Crozier,**

**NP Crozier Family Medicine**

Greater Cardiology began incorporating Remote Patient Monitoring (RPM) via Midwest Health in 2024 and have been delighted with the results! Midwest Health is complemented for their respectful patient contact and advice. Many patients have enjoyed much better control of their chronic condition and patient satisfaction has been high. Most appreciative for our office is the relationship that we have with Midwest Health. They have fit in as an extension of our office and have exhibited empathy and patience with our patients. Communication back to our office for further management is appropriate, timely and respectful.

We feel like we are on the same team!

**Ronald VanderLaan, MD**

**Greater Cardiology**



# Patient Impact

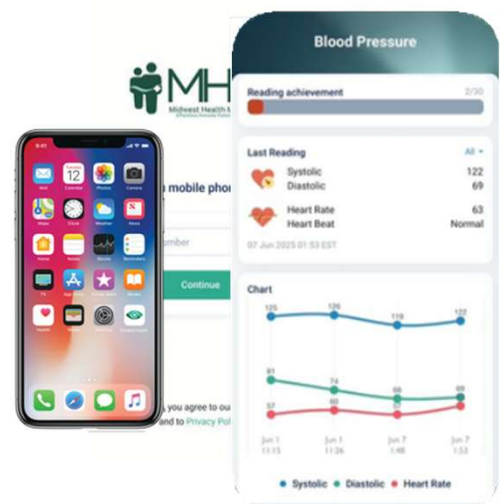
At the heart of Midwest Health Monitoring's work is the patient. We believe every patient, regardless of income level, age, or location, should have access to quality health care that enables them to thrive in their own home.

Our Remote Patient Monitoring (RPM) solutions are designed to actively engage patients in their own health by providing real-time insights, personalized feedback, and ongoing clinical support. By bridging the gap between office visits, we help patients stay connected to their care teams, better understand their conditions, and make more informed decisions about their health. With user-friendly devices, seamless data sharing, and proactive communication, we turn monitoring into meaningful interaction—resulting in improved adherence, early intervention, and a stronger partnership between patients and providers.

## The Midwest Health Monitoring Mobile App

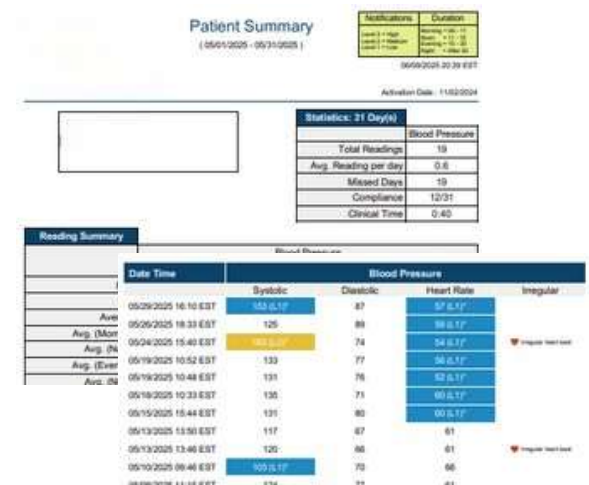
Easy to download on any mobile smartphone, the Midwest Health Monitoring Mobile App brings numerous benefits to patients and their families.

- Access current patient medical data right at your fingertips
- Monitor your loved ones when you aren't with them
- Navigate the portable data portal with ease
- Make the best clinical decisions with your primary care



## Monthly Reports

Your patient will have a report mailed to their home monthly. This helps the patient to stay involved and proactive in their health journey. This is also information they can bring with them to appointments with other physicians, specialists, their PCP, etc.





### **Announcing a New Partnership Focused on Better Outcomes and Shared Success**

We're pleased to announce a new collaboration between Novello Physicians Organization and Midwest Health Monitoring—a partnership designed to improve patient care while supporting practice sustainability and growth.

### **What's New? A Cumulative Discount That Benefits All Novello Practices**

Through this partnership, all Novello-affiliated clinics enrolled in Remote Patient Monitoring (RPM) through Midwest Health Monitoring will now benefit from a pooled discount structure based on total RPM participation across the Novello network.

#### **That means:**

- ✓ As more Novello practices adopt RPM through Midwest, the entire network benefits
- ✓ Your RPM program profit margins grow alongside your patient engagement
- ✓ Practices maintain independence while gaining collective strength

### **Remote Patient Monitoring That Works for You and Your Patients**

Midwest Health Monitoring's turnkey RPM program provides tools like blood pressure monitors, glucose meters, oximeters, and weight scales, along with a team of licensed clinicians who monitor patients daily and surface intervention opportunities to the practice care team. We help physicians intervene earlier, improve clinical outcomes, and reduce emergency visits and hospitalizations.

### **Stronger Together**

This partnership strengthens the entire Novello network. It's a shared commitment to innovation, quality care, and operational excellence—while ensuring practices continue to thrive in a rapidly changing healthcare landscape.

To learn more about Remote Patient Monitoring or enroll your practice, contact Isaac Leestma at:

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