

Discover How Chronic Care Management Can Increase Your Practice's Revenue

A discussion with ChronicCareIQ

Agenda

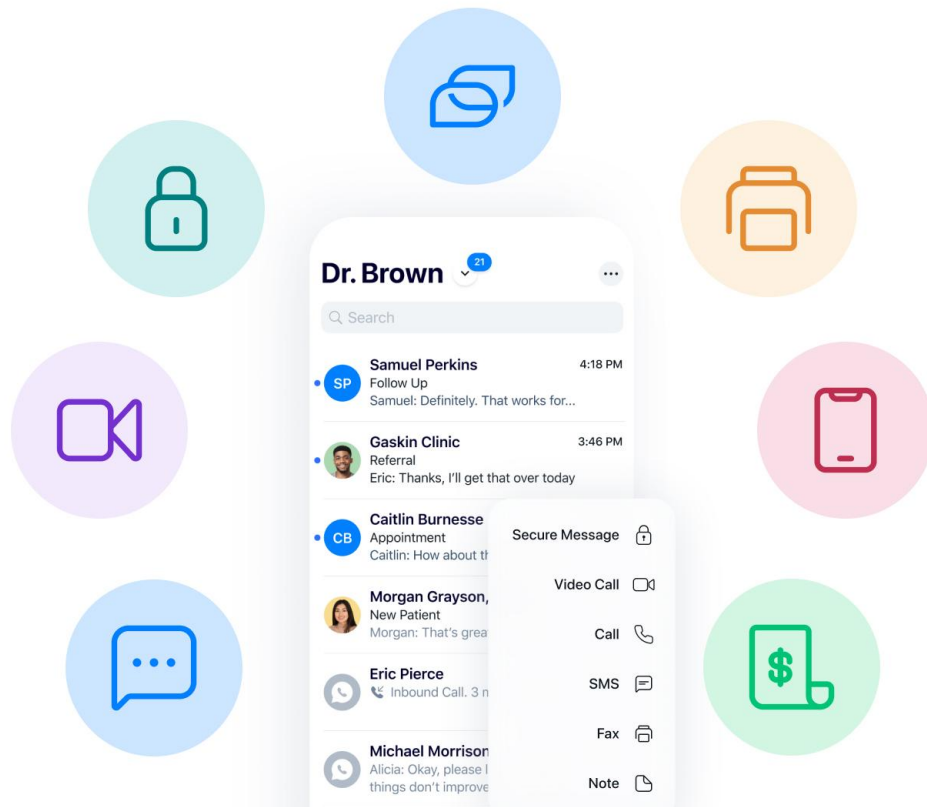
- What is: ChronicCareIQ?
- What is Spruce?
- What is CCM?
- What is RPM?
- Learn how to leverage your existing systems
- Automate your time tracking
- Tap into detailed accounting of care plans and patient adherence
- Discover how to get reimbursed for your time on the phone
- Questions from the audience

Introduction

In today's session we'll discuss chronic care management (CCM) and remote patient monitoring (RPM). If you currently care for chronic care patients or would like to start, we'll cover how to get reimbursed for the important work you're already doing. You'll quickly realize how straightforward it has become for healthcare providers to keep better tabs on their patients with chronic illness, improve care quality scores, decrease hospitalizations, and achieve a potential increase in Medicare reimbursement with the aid of simple technology.

What's Spruce?

Spruce is a healthcare communication platform designed for medical professionals and easy HIPAA-compliance. It consolidates communication channels, including business phone, fax, text, and telemedicine into one unified, cloud-based solution.



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Meet Justin Barnes



Justin is a healthcare strategist as well as co-founder of the Health Innovation Think Tank. In addition, Justin is the host of healthcare's most popular weekly syndicated radio show "This Just In" that airs on Healthcare Radio, Business Radio X, HLTH, ViVE and HIMSS Radio.

Justin has formally addressed and/or testified before Congress as well as the last five Presidential Administrations on more than twenty occasions with statements relating to value-based care, chronic care management, virtual care, precision medicine, population health, consumerism, interoperability, and the globalization of healthcare. Barnes is a public speaker on these issues and has appeared in more than 3,000 journals, magazines, and broadcast media outlets.

2024 Predictions

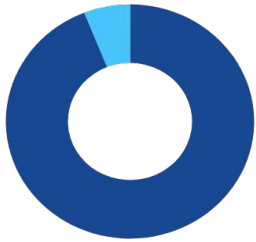
- **More care providers deploying value-based care models to augment FFS reimbursement cuts**
- **More patients managed by CCM/RPM than ever before**
- **Experience the “tipping point” for these programs in our nation’s healthcare system**

“2024 will be the year that chronic care management and remote patient monitoring programs become center-stage with a majority of care providers that treat applicable patients”



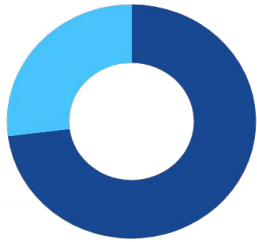
CCM/RPM by the Numbers

Average of 29% reimbursement increase after the program was implemented.



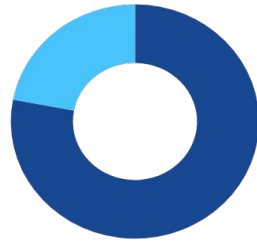
94%

of respondents said that RPM programs have improved patient outcomes



73%

said they have yielded a positive return-on-investment (ROI).



78%

said that chronic care management ROI comes from additional revenue

*Sage Growth Partners

“  **100%** of the care providers that I have worked with have experienced reductions of unnecessary hospital readmissions, improved patient outcomes, a positive ROI, and significant Medicare reimbursement increases. ”

-Justin Barnes

Meet Matt Ethington

Matt Ethington focused his career in the healthcare IT space after being diagnosed with Type I diabetes in 2001 at the late age of 30.

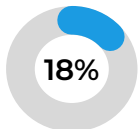
Today he is a veteran patient and seasoned healthcare IT executive that has worked with providers and patients on two continents. His current company is used by doctors and health systems from coast to coast, in 14 specialties, to maintain status awareness of chronic patients between visits.



CCM/RPM by the Numbers

Stop waiting for sick to get sicker

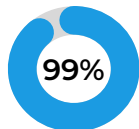
A Big Problem



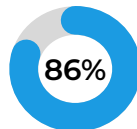
18% of GDP



7 / 10 deaths



99% of Medicare's payments

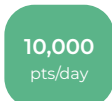


86% of US healthcare costs overall

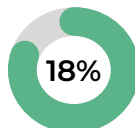
Getting Bigger



2/3rds of seniors have 2 or more chronic diseases



10,000 pts/day turn 65 for next 8 years and 75 for the next 18 years



Chronic Disease is already 18% of our GDP today





Why?

Doctors know **WHAT** to do,
They don't know **WHEN**

Why? They're Invisible.

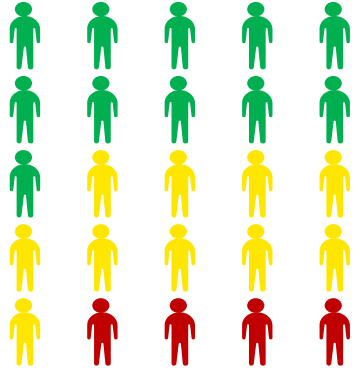

Optimized Chronic Care Management Fixes That



In the hospital or practice patients are visible and actionable



Outside the hospital or practice, patients are invisible

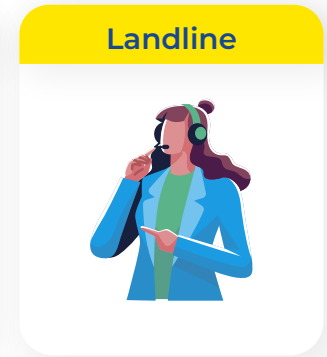
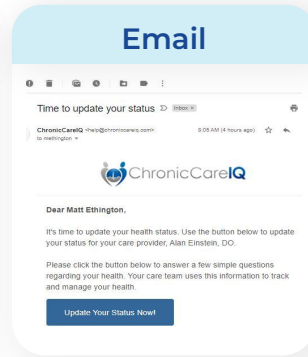
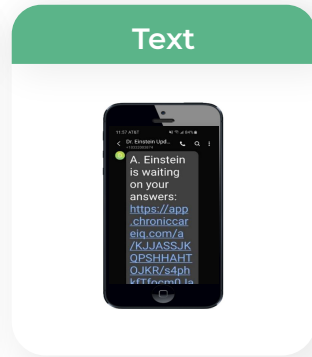
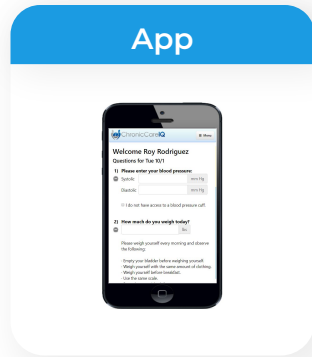


Healthy Unhealthy Critical

ChronicCareIQ illuminates patient status wherever they are

ChronicCareIQ = Visibility

It's simple – Patients simply answer questions



85-93% Weekly
Engagement

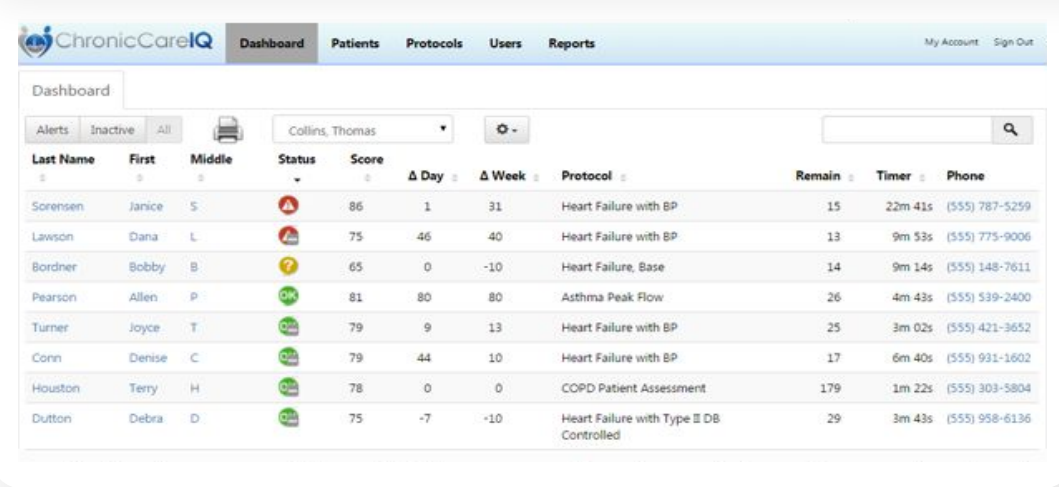
87% Patient
Retention at 1 Year

600+ Clinical
Protocols

Situational Awareness

Patient responses inform trends that alert staff

Your Dashboard Collated Patient Responses



The screenshot shows the ChronicCareIQ dashboard interface. At the top, there are navigation tabs for Dashboard, Patients, Protocols, Users, and Reports. Below the navigation, there is a search bar and a dropdown menu for 'Collins, Thomas'. The main content area displays a table of patient data with the following columns: Last Name, First, Middle, Status, Score, Δ Day, Δ Week, Protocol, Remain, Timer, and Phone. The table contains eight rows of patient data, each with a status icon (red triangle, yellow triangle, green circle, or green square) indicating their current status.

Last Name	First	Middle	Status	Score	Δ Day	Δ Week	Protocol	Remain	Timer	Phone
Sorensen	Janice	S	⚠	86	1	31	Heart Failure with BP	15	22m 41s	(555) 787-5259
Lawson	Dana	L	⚠	75	46	40	Heart Failure with BP	13	9m 53s	(555) 775-9006
Borderer	Bobby	B	⚠	65	0	-10	Heart Failure, Base	14	9m 14s	(555) 148-7611
Pearson	Allen	P	OK	81	80	80	Asthma Peak Flow	26	4m 43s	(555) 539-2400
Turner	Joyce	T	OK	79	9	13	Heart Failure with BP	25	3m 02s	(555) 421-3652
Conn	Denise	C	OK	79	44	10	Heart Failure with BP	17	6m 40s	(555) 931-1602
Houston	Terry	H	OK	78	0	0	COPD Patient Assessment	179	1m 22s	(555) 303-5804
Dutton	Debra	D	OK	75	-7	-10	Heart Failure with Type II DB Controlled	29	3m 43s	(555) 958-6136

✓ Situational awareness of those 'at risk'

✓ For both chronic and discharged patients

✓ Displays patient trending speed

✓ Triggers text or email alerts

✓ Securely coordinates and incorporates relevant third parties

✓ Tracks required CCM & TCM billing threshold and penalty windows 30 days post-discharge

Meaningful revenue through 25+ reimbursements

Deployed 2-MD internal medicine practice today

ChronicCareIQ Thursday January 4th, 2024 12:05 PM

Total Projected Billing

Month	Active Patients	Billable Patients	Percentage Billable	Projected Billing Amount
Jan-23	242	233	96%	\$33,893
Feb-23	241	215	89%	\$28,058
Mar-23	243	227	93%	\$30,834
Apr-23	244	225	92%	\$27,543
May-23	245	230	94%	\$30,814
Jun-23	246	219	89%	\$28,141
Jul-23	240	224	93%	\$31,246
Aug-23	230	217	94%	\$31,677
Sep-23	227	199	88%	\$22,945
Oct-23	225	200	89%	\$27,703
Nov-23	227	177	78%	\$24,637
Dec-23	230	208	90%	\$29,011

NATIONWIDE

\$103
/patient/mo

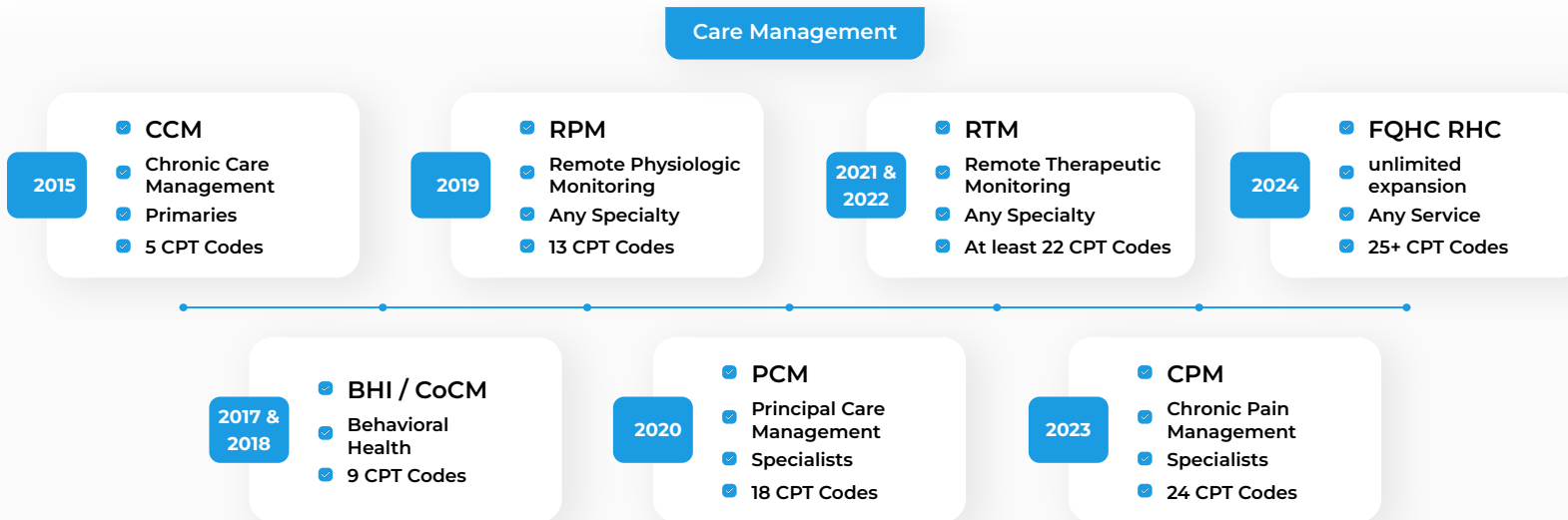
Avg Reimbursement

73%

of patients billable any given month

Explosive Growth – 25+ Care Management Codes

The payment infrastructure of value-based care



Established Care Management Success

14

Medical Specialties

750+

Providers

600+

Clinical Protocols

Millions

Data Sets per Month

131,950+

Enrolled Patients



Small practices to **the largest health systems** in America

Case Study Results from Spruce/ CCIQ Customer

18.8%

Medicare Reimbursement Increase

6-8%

Monthly Increase in Patient CCM Enrollment

90%

Patient Billability

4,000%

CCIQ Platform Return-on-Investment

The Proof is in the **Results!**

Knowing When Makes All the Difference

Our company's mission is to relieve suffering. Medicare's 25+ monthly recurring reimbursements enable reliable **Net New Revenue in excess of \$10k** per physician per month and reduce hospitalization, streamline operations, increase patient satisfaction and reduce complexity of care.



Thank You!



To engage, contact:

Justin Barnes

justin@justinbarnes.com



To engage, contact:

Matt Ethington

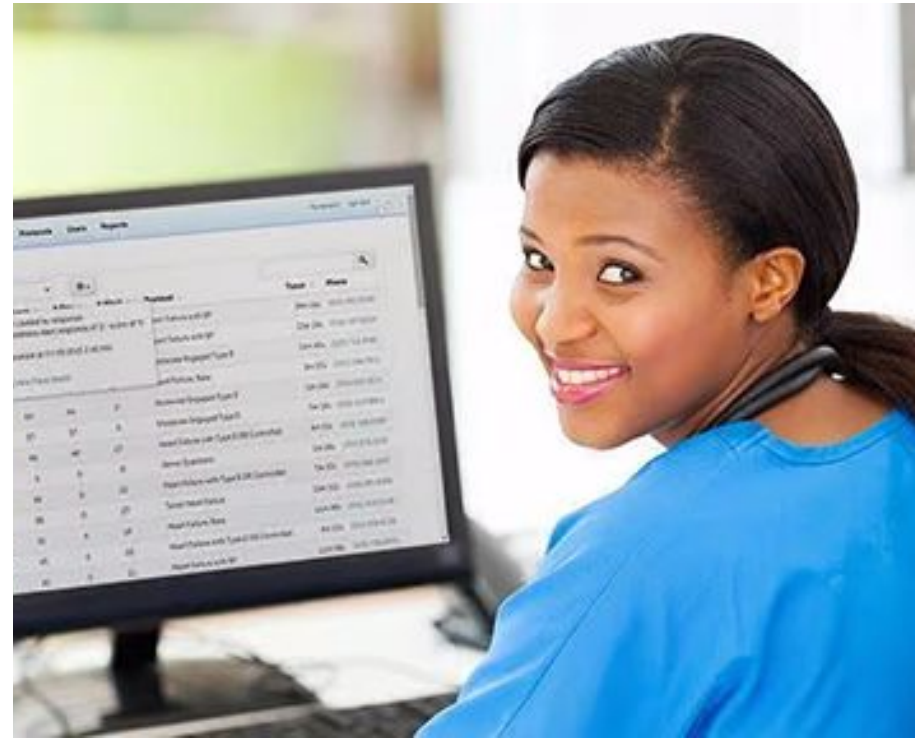
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Q | www.ChronicCareIQ.com/Spruce



**Navigating the Future of Chronic Care:
The ChronicCareIQ Solution**

Dr. Salma Saiger, MD, has been a cornerstone of healthcare in the Mesquite area since 2009.

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**Efficiency, Revenue, and Patient
Satisfaction: The ChronicCareIQ Impact**

Dr. Carmical, a native of Southeast Arkansas, leads Woodside Medical.

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