

# Enabling Rapid and HIPAA Compliant Telehealth and Patient Monitoring in a Rapidly Changing World

# Important Note

There is **absolutely no requirement** that a Healthcare Provider prescribe any pharmaceutical that VIVUS Inc. commercializes in the United States in order to enroll in and utilize the VIVUS Health Platform.

# What is the VIVUS Health Platform (VHP)

## **State-of-the-Art Telehealth System**

- Disease state specific monitoring tools
- Patient Communications Capabilities including Teleconference virtual visits
- Seamless Coding and Billing integration

## **Streamlined Practice Integration**

- Simple and Fast HCP Enrollment
- No additional Time Commitment for Office Staff
- Easy Access for Patients

## **Real-time Office Support**

- Live VHP Concierge Assistance for Clinic
- Patient onboarding support system

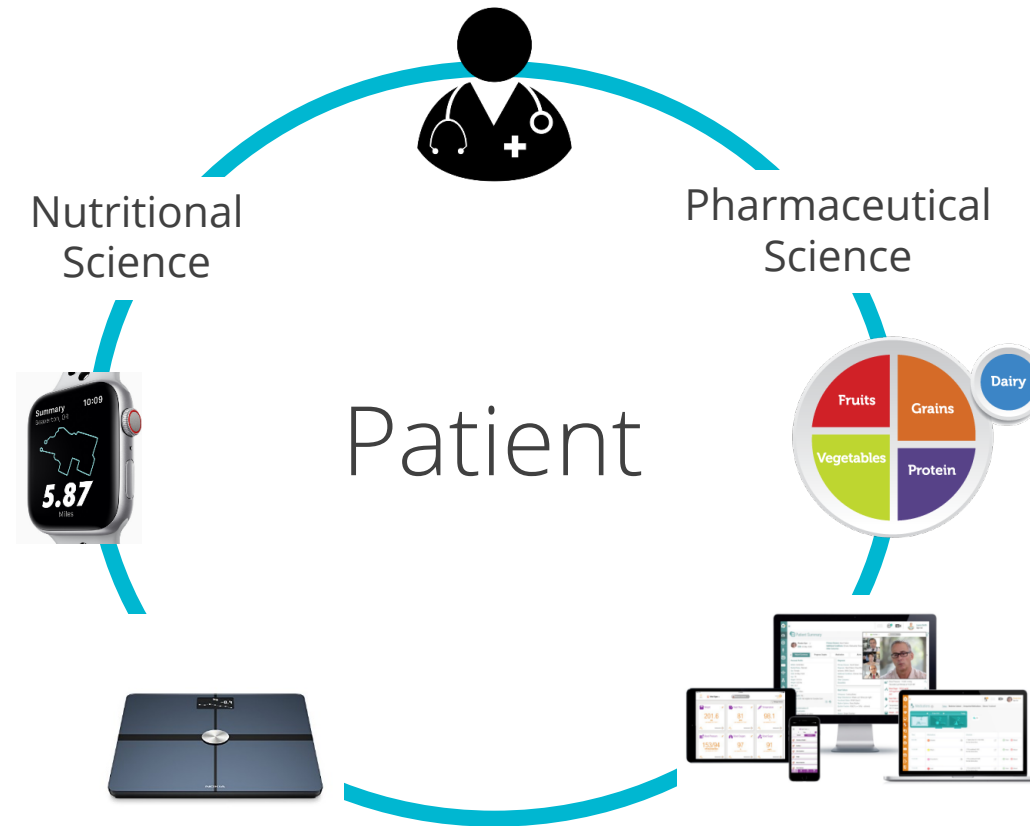
**VIVUS Health Platform** Powered by VitalTech

# State-of-the-Art Telehealth System



# The VIVUS Health Platform (VHP)

The VHP creates a fully integrated passive data collection platform that allow patients and their Healthcare Providers (HCP) to more tightly collaborate in their care.



# Streamlined Digital Integration

- Bluetooth enabled health devices to monitor:
  - Weight
  - BMI
  - Blood Pressure
  - Blood Glucose
  - Lung Function
  - EKG
  - Sleep
  - Dietary Inputs
- Apple Health Kit integration
- If the clinic utilizes an EMR connected to the Apple Health Network the patient can also enable Apple Health to send data to the clinic's EMR

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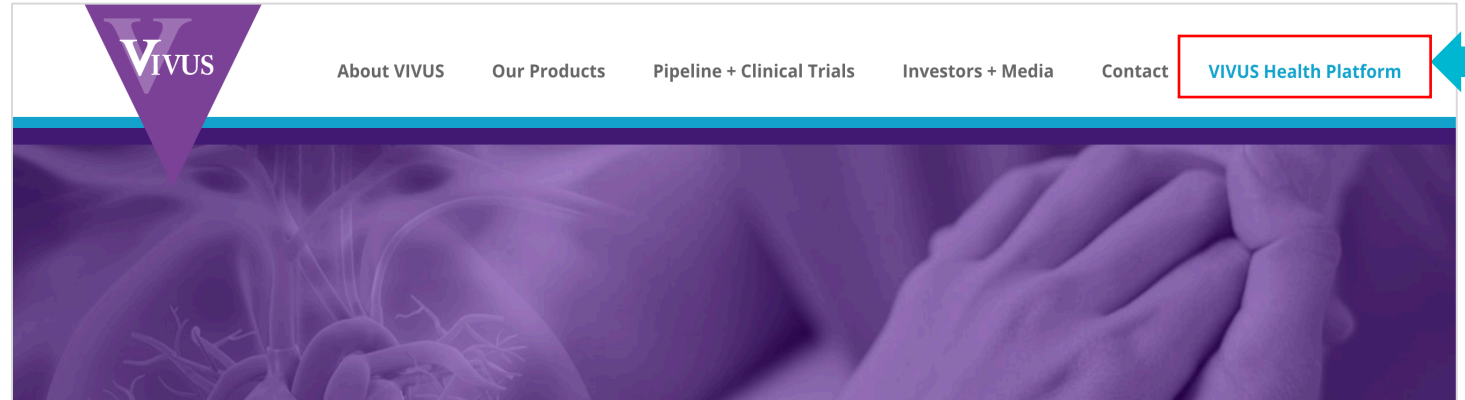
# Streamlined Practice Integration



# How a Healthcare Provider (HCP) enrolls

Go to **www.vivus.com** and click on the VIVUS Health Platform link to access the telehealth program and enroll.

- Registration includes:
  - Business Associate Agreement
  - Enrollment Form
- Once completed, you will receive:
  - Clinic login credentials
  - Patient enrollment instructions including a custom link for your patients to enroll





# How the HCP enrolls a patient

## New Patients

- The HCP will have the patient fill out new patient forms in the clinic's typical manner (either electronically or in person)

## New and Existing Patients

- **Enrollment:** The HCP will provide the patient instructions to download the App from either the Apple App Store or Google Play Store
  - **Patient Initiated:** The HCP will provide the patient information for online enrollment
  - **Clinic Initiated:** In the event a patient is unable/unwilling to enroll online, the clinic VHP administrator can activate the patient on the VHP Administrator Portal

**Note: Patients must be enrolled prior to their first Telehealth session**

# How the HCP schedules & interacts with a patient

## **Scheduling:**

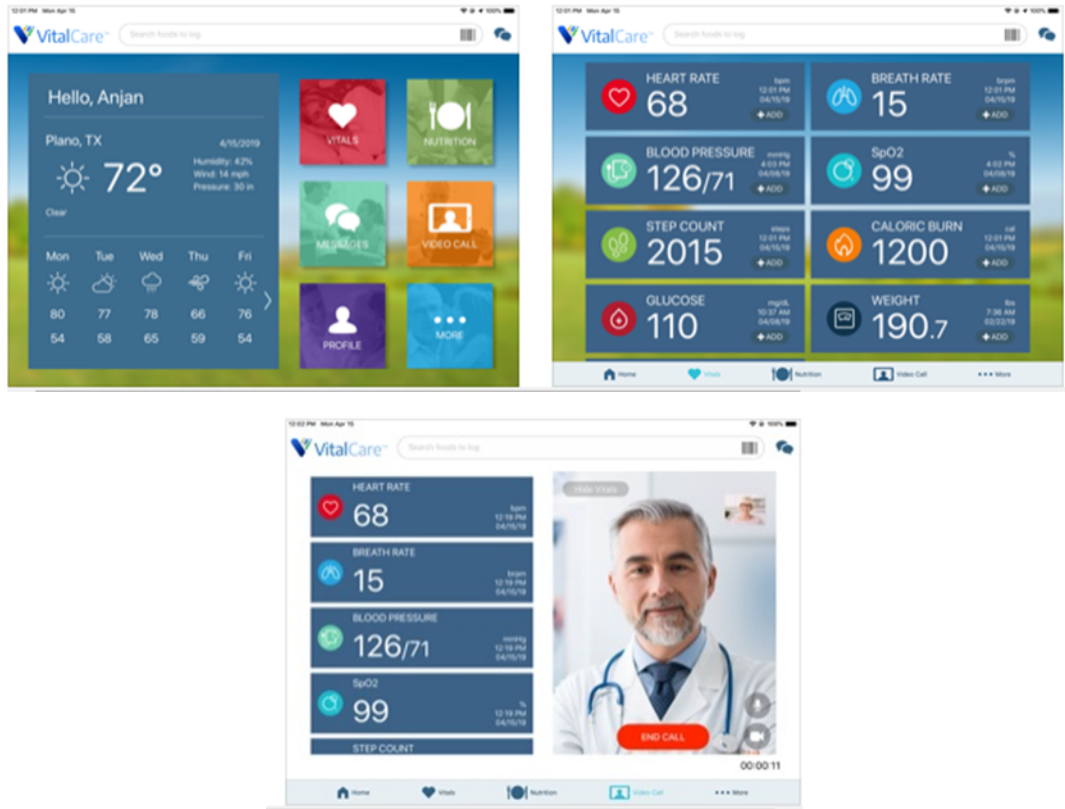
- The Clinic uses the routine processes to set up a visit:
  - Phone, Webpage, Email, EMR

## **Initiating a Telemedicine Visit:**

- The patient utilizes the app on their phone or tablet
- The clinic utilizes their computer with video conferencing capabilities
- At the scheduled time, the clinic initiates the telemedicine visit
  - The patient is not able to initiate the call, only the clinic

# Patient App Experience

## Tablet View



## Phone View



# Features & Capabilities

## Remote Patient Monitoring

VHP will connect via the phone or tablet app to Bluetooth-enabled devices\*:

- Weight Scale
- Blood Glucose Meter
- Spirometer
- Pulse Oximeter
- Blood Pressure Cuff
- Activity Trackers
- Thermometer
- Apple Watch

\*Device reimbursement requirements may vary depending upon Health Plan policies

# Platform Key Screen Views

# Comprehensive Patient Monitoring

## Clinic System Overview

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00:00:00

MORE

Active Users

Reports

Pop

Admin

GRID VIEW

LIST VIEW

Q

Device Type

▼

Items per page: 20

1 - 15 of 15






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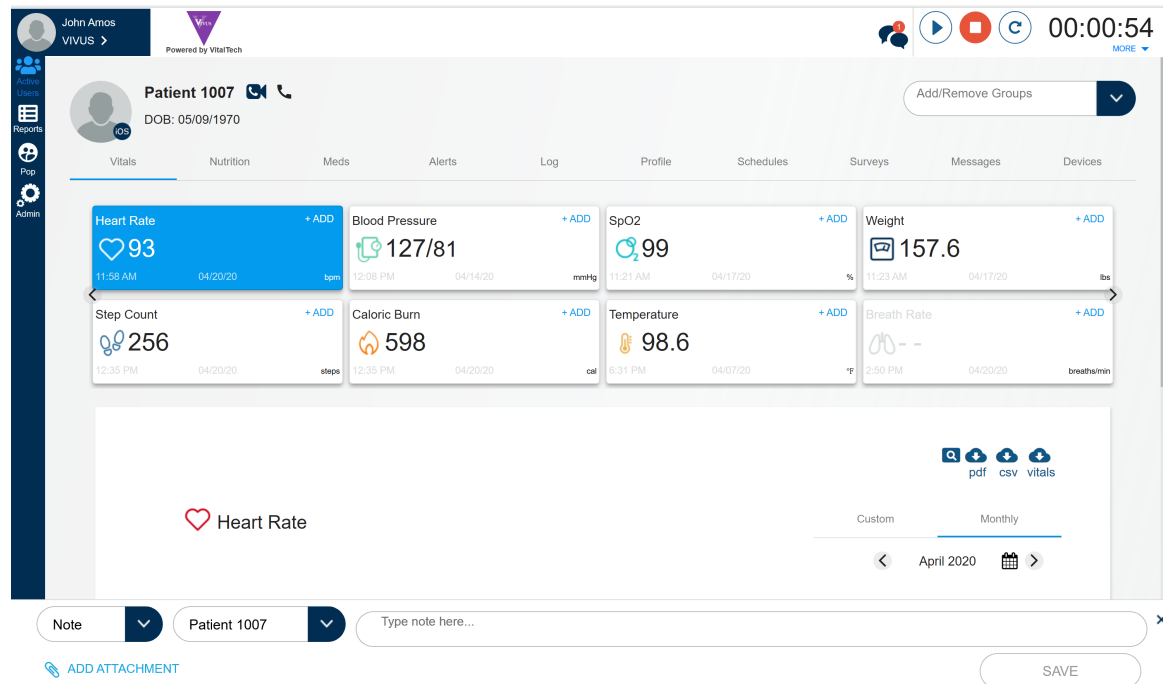
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ADD NEW

Patients	RPM Time	Last Updated	Vitals	Question
<div><div><b>Dave Hall</b> 01/01/1999</div></div>	00:58	2:50 PM, 03/29/20	<div>82</div> <div>--/--</div> <div>--</div> <div>--</div> <div>--</div> <div>4,027</div> <div>1,197</div> <div>--</div> <div>--</div>	
<div><div><b>MRG MRG L</b> 04/24/1957</div></div>	00:00	2:14 PM, 10/22/19	<div>77</div> <div>142/94</div> <div>98</div> <div>--</div> <div>--</div> <div>--</div> <div>--</div> <div>149</div> <div>99.7</div>	
<div><div><b>Patient 1004</b> 02/14/1957</div></div>	00:00	4:23 PM, 03/29/20	<div>61</div> <div>138/81</div> <div>97</div> <div>194</div> <div>--</div> <div>1,812</div> <div>1,075</div> <div>--</div> <div>--</div>	
<div><div><b>Patient 1005</b> 01/25/1951</div></div>	00:00	6:00 AM, 03/17/20	<div>81</div> <div>152/94</div> <div>99</div> <div>179</div> <div>--</div> <div>223</div> <div>173</div> <div>--</div> <div>--</div>	
<div><div><b>Patient 1006</b> 04/05/1962</div></div>	00:00		<div>--</div> <div>--/--</div> <div>--</div> <div>--</div> <div>--</div> <div>--</div> <div>--</div> <div>--</div> <div>--</div>	

# Comprehensive Patient Monitoring

## Patient Overview & Details



# Billing Reconciliation Capabilities

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ACTIVITY LOG  
ALERTS  
AUDIT  
BILLING  
Reports  
Pop  
Admin

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Billing Report

March 2020

pdf ppp csv

S.No	Patient ID	Last Name	First Name	Date of Birth	Created At	First Vitals Date	Status	CPT Codes(s)	CPT Time	RPM Time
1	0010	Patient	Patient	01/01/1901	10/24/2019 09:44PM			99454(ND)		
2	1001	Patient	Patient	09/30/1967	09/19/2019 02:11PM			99454		
3	1002	Patient	Patient	12/03/1968	09/19/2019 02:32PM			99454		
4	1003	Patient	Patient	08/26/1965	09/19/2019 02:38PM			99454(ND)		
5	1004	Patient	Patient	02/14/1957	09/19/2019 02:44PM			99454		
6	1005	Patient	Patient	01/25/1951	09/19/2019 02:54PM			99454(ND)		
7	1006	Patient	Patient	04/05/1962	09/19/2019 03:00PM			99454(ND)		
8	1007	Patient	Patient	05/09/1970	09/19/2019 03:05PM			99454(ND)		
9	1008	Patient	Patient	01/01/1976	10/03/2019 07:34PM			99454(ND)		
10	1010	Patient	Patient	01/01/1900	10/21/2019 09:43PM			99454(ND)		
11	1011	Patient	Patient	01/01/1970	10/30/2019 10:12AM			99454(ND)		
12	2007	Patient	Patient	01/24/1975	10/22/2019 08:13PM			99454(ND)		
13	Hall	Dave	Dave	01/01/1999	11/01/2019 07:04PM			99454(ND)		
14	Ld	Patient	Patient	10/06/1970	11/06/2019 10:51AM			99454(ND)	03/26/2020 03:10PM	
15	Mrg I	Mrg	Mrg	04/24/1957	10/21/2019 09:41PM			99454(ND)		

COMMUNICATION

Clinic Patient ID Tied to EMR

CPT Codes








Download to CSV / Excel File

- Clinics download the **CSV Billing File** on a time period they are comfortable with
- Upload to the Patient Billing Record in PMS / EHR and utilize normal billing process



# Financials

# Device Costs

Product Name	Part Number	Description		Clinic Price	Direct To Patient Pricing
 Bright Life Medical Devices 1 Year Standard Warranty	BLMD100BPC1UAS	Blood Pressure Monitor - One Piece Upper Arm Cuff FDA Cleared, Bluetooth Enabled Standard Size 22-42cm		\$ 60.00	\$ 64.59
	BLMD100PO	Pulse Oximeter FDA Cleared, Bluetooth Enabled Pulse Rate, SpO2, Perfusion Index		\$ 60.00	\$ 64.59
	BLMD100WS	Weight Scale Bluetooth Enabled 8mm Tempered Glass up to 250Kg/550lbs		\$ 60.00	\$ 64.59
Specialty Medical Devices 1 Year Standard Warranty	BLMD100SM	Spirometer / Flow Meter FDA Cleared, Bluetooth Enabled PEF and FEV1 Test		\$ 138.00	\$ 156.36
	BLMD100GM	Contour Next One Glucometer FDA Cleared, Bluetooth Enabled Self-Testing at Home for the Measurement of Glucose in Blood		\$ 47.00	\$ 49.30
	BLMD100TM	Thermometer FDA Cleared, Bluetooth Enabled Dual-Mode for Ear and Forehead		\$ 60.00	\$ 64.59

❖ Devices are validated to seamlessly connect to the VHP

❖ Available for purchase on the VHP Shopify Store, Free shipping included

# Program Costs

SOFTWARE COSTS*	Monthly Contract		Annual Contract	
	Monthly/HCP	Total Annual Cost	Monthly/HCP	Total Annual Cost
1	\$ 28	\$ 336	\$ 26	\$ 312
2	\$ 28	\$ 672	\$ 26	\$ 624
3	\$ 28	\$ 1,008	\$ 26	\$ 936
4	\$ 28	\$ 1,344	\$ 26	\$ 1,248
5	\$ 28	\$ 1,680	\$ 26	\$ 1,560
6	\$ 28	\$ 2,016	\$ 26	\$ 1,872
7	\$ 28	\$ 2,352	\$ 26	\$ 2,184
8	\$ 28	\$ 2,688	\$ 26	\$ 2,496
9	\$ 28	\$ 3,024	\$ 26	\$ 2,808
Or 10 and Above	\$ 250	\$ 3,000	\$240	\$ 2,880

UTILIZATION COSTS	Per Use: Monthly Contract	Per Use: Annual Contract Discount
Billing Code Fee CPT Code Utilized	\$ 0.15	\$ 0.10
Billing Code Fee CPT Code Utilized After 1000 Per Month	\$ 0.08	\$ 0.05
RPM Medicare Patient	\$ 40	\$ 36
RPM Commercial	\$ 20	\$ 18

\* Video use only

# Hypothetical Clinic Financials

HCP	1
Non-RPM Patients	200
Medicare RPM Patients	100

	One-Time Expense	Monthly	Avg Collected Rate	Monthly Revenue
Non-RPM Patients/Billing Codes		800	\$20.00	\$16,000.00
Telehealth Revenue =				\$16,000.00

VHP Telehealth Costs	One-Time Expense	Monthly	Avg Collected Rate	Monthly Revenue
HCP Software		\$26.00		\$26.00
First 1000		\$100.00		\$100.00
Above 1000 (-\$10)		\$0.00		\$0.00
VHP Telehealth Expense =				\$126.00

Total Monthly Telehealth Revenue =	\$15,874.00
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Percent of Revenue Spent For Telehealth =	0.79%
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Medicare RPM Patients	One-Time Expense	Monthly	Avg Collected Rate	RPM revenue
Total Patients		100	\$120.00	\$12,000.00
RPM Fees		\$36.00		-\$3,600.00
Device Cost Per Patient	\$120.00	\$10.00		-\$1,000.00
Total Medicare Reimbursement =				\$7,400.00

Total Hypothetical Monthly Revenue =	\$23,274.00
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## Assumptions:

- Figures are presented for illustrative purposes only and assumes each patient interaction is medically necessary. Figures presented will vary based on:
  - Number of patients
  - Coding occurrence frequency
  - Qualifying reimbursement level
- Annual Contract
- Non-RPM patients: 4 coding occurrences/month/patient
- Medicare RPM patients: Cumulative requirement of 20 minutes/month/patient

# Comparing Platform Features

Features	VIVUS Health Platform	Generic Teleconferencing
Video Patient Interactions	YES	YES
HIPAA Compliant	YES (included)	VARIABLE (+\$)
EMR Integration Capabilities	YES	YES
Remote Patient Monitoring	YES	NO
Integrated Bluetooth Devices	YES	NO
View Integrated Patient Records	YES	NO
Billing/CPT Code Tracking	YES	NO
Billing Reports	YES	NO
Messaging Direct to Patients 24/7	YES	NO
Messaging to Groups 24/7	YES	NO
Apple Health Kit Compatible	YES	NO

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Thank You

