


**Baxter**

# IMPROVING CHRONIC CARE MANAGEMENT

Welch Allyn Solutions  
for Community Health Centers





## YOU'RE ON THE FRONT LINE OF POPULATION HEALTH.

In a complex healthcare system, community health centers represent the first line of defense against the health issues patients face today. Helping to manage chronic conditions and identify signs of disease early are important.

**We provide smart tools to help you identify, diagnose and manage the prevalent health issues you see every day.**



Diabetes



Hypertension



Heart Disease



Vision Loss



## ENHANCE THE PHYSICAL EXAM

### CAPTURE A BASELINE

Put the diagnostic tools you need to collect vital patient data within arm's reach. Both of our wall systems — the **Welch Allyn Green Series 777** Integrated Wall System and the **Welch Allyn Connex** Integrated Wall System — have you covered. Examine the eyes and ENT structures with our next-generation wide-view ophthalmoscopes and otoscopes and capture blood pressure, temperature and SpO<sub>2</sub> within one, easy-to-install system.



**Green Series 777**  
Integrated Wall System

**Connex**  
Integrated Wall System

## LET US CHANGE YOUR VIEW

Examining the structures of the eye and ear is a critical yet fleeting moment of the physical exam. Our next-generation wide-view **Welch Allyn PanOptic Plus** Ophthalmoscope and **MacroView Plus** Otoscope are designed with a familiar form and feel plus unique features to help you better connect with the patient.



### DIAGNOSE EAR INFECTIONS

It's estimated that 80% of all children will develop acute otitis media (AOM) at least once.<sup>1</sup> Introduce wide-view optics and digital image capture into your ear examinations, which may help:

- Provide a baseline view for comparison
- Enables you to review and share images of ear exams
- Collaborate and communicate with the patient, guardian and specialists, which may reduce over-prescription of antibiotics<sup>2</sup>



**MacroView Plus**  
Otoscope

### TEMPERATURE MATTERS

Advance your temperature routine with **Welch Allyn** oral and ear thermometers. Quickly and accurately capture temperature readings across multiple body sites that are comfortable for patients.



**SureTemp Plus** Oral/Axillary/Rectal Thermometer



**Braun ThermoScan PRO** 6000 Ear Thermometer



# SIMPLIFY AND CONNECT CARDIOPULMONARY CARE

## THE CHALLENGE



Chronic Obstructive Pulmonary Disease (COPD) is a major cause of disability and the third leading cause of death in the U.S.<sup>3</sup>



Heart disease is the leading cause of death in the U.S.<sup>4</sup>



Stroke is the fifth leading cause of death in the U.S., killing more than 130,000 Americans each year.<sup>5</sup>

## THE SOLUTION

Baxter's cardiopulmonary devices and software can help you address cardiorespiratory concerns in primary care with our simple, secure, connected workflows.



**Diagnostic Cardiology Suite** ECG and Spirometry

Our VERITAS resting ECG algorithm provides high-fidelity data to support better decision-making.



**ELI 280 Resting ECG**



**CP 150 Resting ECG with Optional Spirometry**

## THE IMPACT

- 1 ADDRESS CARDIORESPIRATORY CONCERNS**  
Our cardiopulmonary solutions--resting ECG, spirometry, and holter monitoring--include features a specialist may need, yet designed to be easy for your community health center to implement.
- 2 STREAMLINE CLINICAL WORKFLOWS**  
A variety of connectivity options, including WiFi and DICOM communication, make it easy to send timely, accurate data directly to your EMR.
- 3 SEE A POSITIVE FINANCIAL IMPACT**  
Help maximize your return on investment by keeping reimbursable procedures in house, rather than referring them to another provider.





# SIGHT-SAVING PEDIATRIC SCREENING

## THE CHALLENGE

Vision disability is the single most prevalent disabling condition among children.<sup>6</sup> The AAP recommends instrument-based vision screening as early as 12 months of age, if available.<sup>7</sup> Yet 90% of pediatricians are not doing automated vision screening.<sup>8</sup>



U.S. children have had a vision screening before kindergarten.<sup>9</sup>

## THE SOLUTION

The **Welch Allyn Spot** Vision Screener can quickly and easily detect vision disorders in children to help improve sight and prevent blindness. It can screen objectively for:<sup>10</sup>

- Hyperopia
- Myopia
- Astigmatism
- Anisometropia
- Strabismus
- Anisocoria



Spot Vision Screener

## THE IMPACT

- 1 EFFICIENCY**  
 In one study, use of the **Spot** Vision Screener at the Pediatric Physicians' Organization at Boston Children's Hospital helped staff increase completion rates in three- to five-year-old children over chart-based screening. Improvement was observed for each age, but the most impressive result was among three-year-old children — increasing from 44% to 79.8%.<sup>11</sup>
- 2 FINANCIAL OUTCOMES**  
 With instrument-based vision screening, your practice can realize economic benefits through reimbursement with CPT Code 99177.
- 3 STANDARDIZATION**  
 A fast, objective and consistent approach to vision screening across your healthcare network can help enhance operational efficiency and patient outcomes. Eleven out of twelve practices in the Boston Children's project experienced a statistically significant improvement in completed vision screening with instrument screening compared to chart-based screening.<sup>12</sup>

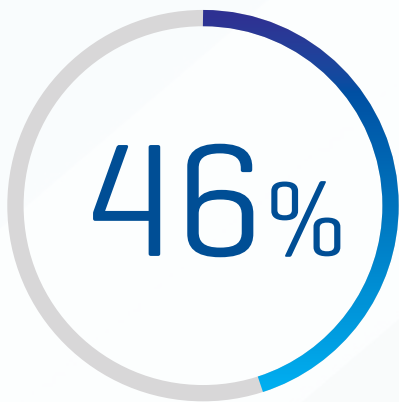




# PRECISE HYPERTENSION MANAGEMENT

## THE CHALLENGE

High blood pressure is the #1 risk factor for heart attack, stroke and kidney disease.<sup>13,14</sup> Nearly 1 in 2 U.S. adults have high blood pressure.<sup>15</sup>



46% of American adults have high blood pressure<sup>16</sup> and many may not know it.<sup>17</sup>

## THE SOLUTION

With nearly one in two U.S. adults having high blood pressure,<sup>15</sup> it's important that you can rely on readings inside and outside your office.

That's where we come in. See how our **Welch Allyn** vital signs devices, automated blood pressure monitor and home blood pressure monitoring solutions can help you detect, confirm and manage hypertension.



IDENTIFY  
**Welch Allyn Connex Spot Monitor**



IDENTIFY  
**Welch Allyn Spot Vital Signs 4400 Device**



CONFIRM  
**Welch Allyn ABPM 7100 Blood Pressure Monitor**



MANAGE  
**Welch Allyn Home Hypertension Program**

## THE IMPACT

1

### IDENTIFY

Identify hypertension with accurate, automated and averaged blood pressure readings in your office, with patient vitals you can send directly to your EMR.

2

### CONFIRM

Confirm your diagnosis with multiple readings inside and outside your office. The U.S. Preventive Services Task Force calls ambulatory blood pressure monitoring "the best method for diagnosing hypertension."<sup>18</sup>

3

### MANAGE

Clinician-connected Self Measured Blood Pressure monitoring has been proven to help get hypertensive patients to their target blood pressure.<sup>19</sup>





# ACCESSIBLE DIABETIC EYE EXAMS

## THE CHALLENGE

37 million Americans are living with diabetes.<sup>20</sup> Up to 80% of individuals with diabetes will eventually develop some stage of diabetic retinopathy.<sup>21</sup>



With early detection, up to 90% of vision loss from diabetic retinopathy is preventable.<sup>22</sup>



Yet documented compliance with annual retinal exams is often only 60%.<sup>23</sup>

## THE SOLUTION

The **Welch Allyn RetinaVue** care delivery model makes diabetic retinal exams simple and affordable for community health centers.



**RetinaVue 700**  
Imager

## THE IMPACT

### 1 QUALITY MEASURES AND CLINICAL DOCUMENTATION OF CHRONIC CONDITIONS

Accurate documentation of chronic conditions helps inform care planning, care delivery, appropriate coverage and quality measure (**HEDIS**) performance.<sup>24</sup> Intercepting patients during routine primary care office visits can achieve up to 90% documented compliance in one year.<sup>25</sup>

### 2 FINANCIAL OUTCOMES

Teleretinal programs can help health plans and providers more accurately document HCC risk adjustment factors for chronic conditions and complications in their populations and close gaps in care. Also, as of January 1, 2021, Medicare will cover with **CPT Code 92228**.<sup>26</sup> Consult your payer partners to understand coding and coverage options.

### 3 CLINICAL OUTCOMES

“The **RetinaVue** care delivery model allowed our teams to easily integrate retinal exams into our existing workflows.”

**Richard Albrecht, Telehealth Exedutive**  
**Community Health Network of Connecticut Holdings, Inc.**



# SHIFT CARE CLOSER TO YOUR PATIENTS

The delivery of healthcare is changing. As telemedicine matures into an important fixture of the healthcare ecosystem and community health centers adopt technologies that increase patient access, care gaps can be better addressed and outcomes improved.

Timely and easy access to care helps patients and their healthcare providers identify disease early so it can be managed and treated as quickly as possible. What's needed are smart solutions that enable effective and economical exams at the point of care, whether remote or in a community health center, nursing home or mobile clinic.





## BAXTER AND WELCH ALLYN ARE NOW ONE TEAM

We are dedicated to helping community health centers connect with patients at the point of care with a comprehensive line of smart solutions to help you identify, diagnose and manage chronic illnesses.

**For more information, please contact your local distributor or Baxter sales representative at 1-800-535-6663 or learn more at [hillrom.com/communityhealth](http://hillrom.com/communityhealth).**

**Rx only.** For safe and proper use of the products mentioned herein, please refer to the appropriate Operator's Manual or Instructions for Use.

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