Primary care is at the forefront of population health.

Primary care clinicians represent the front lines of a complex healthcare system. You are tasked not only with treating acute and chronic conditions, but also with identifying health risk factors early to help improve patient outcomes and keep system costs lower.
At Welch Allyn, we advance the capabilities of frontline care providers with smarter tools to help you identify, diagnose and manage many of the most prevalent health issues your practice sees every day.

Together, we can do more to advance frontline care.

*Keep reading to learn how.*
One in three American adults have high blood pressure.\(^3\)

46% of people with high blood pressure do not have the condition under control.\(^3\)

High blood pressure is the \#1 risk factor for heart attack, stroke and kidney disease.\(^1,2\)
THE SOLUTION

Welch Allyn offers solutions that extend beyond the four walls of your practice to help you get a more accurate view of a patient's blood pressure in various settings.

THE IMPACT

1 Identify:
Better identify hypertension with accurate, automated and averaged blood pressure readings in the office.

2 Diagnose:
Strengthen your diagnoses with multiple readings inside and outside the office. The U.S. Preventive Services Task Force calls ambulatory blood pressure monitoring “the best method for diagnosing hypertension.”

3 Manage:
Effectively manage hypertensive patients to help them reach target blood pressure. Clinician-connected remote patient monitoring has been proven to help get patients to their target blood pressure.

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³ American Heart Association and American Stroke Association. 2016 Heart Disease and Stroke Statistics Update
⁴ Margaret A. Piper, PhD, MPH; Corinne V. Evans, MPP; Brittany U. Burda, MPH; Karen L. Margolis, MD, MPH; Elizabeth O’Connor, PhD; and Evelyn P. Whitlock, MD, MPH: Diagnostic and Predictive Accuracy of Blood Pressure Screening Methods With Consideration of Rescreening Intervals: An Updated Systematic Review for the U.S. Preventive Services Task Force
The Challenge

80% of patients with diabetes will develop diabetic retinopathy.⁷

80% of patients globally are living with diabetes.⁶

Up to 95% Prevention

With early detection, up to 95% of vision loss cases are preventable.⁸

Yet documented compliance with annual retinal exams is often less than 50%.⁹
THE SOLUTION

The Welch Allyn RetinaVue™ Network makes diabetic retinal exams SIMPLE and AFFORDABLE for primary care.

THE IMPACT

1 Compliance:
RetinaVue Network can double patient compliance rates for diabetic retinal assessment in just 12 months.¹⁰

2 Patient outcomes:
Help preserve vision in patients with diabetes through early detection.

3 Financial outcomes:
Most commercial healthcare plans provide coverage for RetinaVue Network DR screening. Consult your payer partners to understand coding and coverage options. Annual retinal examinations are also included in the NCQA® HEDIS® ratings program, the Medicare Advantage STAR quality rating program and Medicare quality rating programs. By intercepting patients during routine office visits, healthcare providers can potentially qualify for financial incentives under these programs.

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COPD is a major cause of disability, and the third leading cause of death in the United States.¹²

Heart disease is the leading cause of death in the United States.¹¹

Stroke is the fifth leading cause of death in the United States, killing more than 130,000 Americans each year—that’s 1 of every 20 deaths.¹³
THE SOLUTION

Welch Allyn cardiopulmonary devices help clinicians quickly detect signs of heart disease, stroke and COPD, and connect data to the specialists who can help patients effectively manage and treat their conditions.

THE IMPACT

1. Patient outcomes:
Help improve patient outcomes by offering resting ECG, stress ECG, spirometry, holter and other cardiopulmonary screening solutions that are simple enough for use in primary care, yet equipped with comprehensive tools a specialist needs.

2. Efficiency:
A variety of connectivity options, including WiFi® and DICOM® communication, make it easy to send timely, accurate data directly to your EMR.

3. Financial outcomes:
Maximize your return on investment by keeping reimbursable procedures in house, rather than referring to another provider.

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Vision disability is the single most prevalent disabling condition among children.¹⁴

Only one in three U.S. children has had a vision screening before kindergarten.¹⁵

The AAP recommends instrument-based vision screening at as early as 12 months of age, if available.¹⁶

Yet 70% of pediatricians are not doing automated vision screening.¹⁷
Spot™ Vision Screener is revolutionizing early detection of vision disorders in children to help improve sight and prevent blindness. It can screen objectively for:

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

**Efficiency:**
In one study, use of the Spot Vision Screener at 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 38.6% to 87.1%.

**Financial outcomes:**
Instrument-based vision screening is a smart investment. Practices can realize immediate economic benefits through reimbursement with CPT Code 99177 and reduce the rate of unnecessary referrals to specialists.

**Standardization:**
A fast, objective and consistent approach to vision screening across the healthcare network can help enhance operational efficiency and patient outcomes. 11 out of 12 practices in the Boston Children’s project experienced a statistically significant improvement in completed vision screening with instrument screening compared with chart-based screening.

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¹⁶ Source: http://www.aappublications.org/news/2015/12/07/Vision120715

¹⁷ Welch Allyn Market Research 2016

¹⁸ Louis Vernacchio, MD, MSc; Jonathan Modest, MPH; Katherine Majzoub, RN, MBA; Bruce Moore, OD; Vijeta Bhambhani, MS, MPH; Emily K Trudell, MPH; Temitope Osineye, MBBS, MPH; Glenn Focht, MD; Jean Santangelo, RN, BSN (2015). INSTRUMENT-BASED VISION SCREENING FOR PRESCHOOL AGED CHILDREN: AN IMPLEMENTATION STUDY. Poster presented at the Healthcare Improvement 27th Annual Summit, December 2015

¹⁹ CPT 99177: Instrument-based ocular screening (e.g., photoscreening, automated refraction), bilateral; with on-site analysis.
Advancing Frontline Care Together

Your patients expect you to offer the portfolio of services they need to help address increasingly serious conditions. You can expect the same from us.

Welch Allyn offers a wide range of solutions designed with your most pressing patient needs in mind—all from the name primary care clinicians have relied on for more than 100 years.

Talk to your Welch Allyn representative today, or learn more at www.welchallyn.com.

<table>
<thead>
<tr>
<th>Condition(s)</th>
<th>Procedure</th>
<th>Welch Allyn Product</th>
<th>Selected CPT Code(s)*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diabetic Retinopathy</td>
<td>Diabetic Retinal Exam</td>
<td>RetinaVue™ Network</td>
<td>92250</td>
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<tr>
<td>Amblyopia</td>
<td>Automated Vision Screening</td>
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<td>99177</td>
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| Heart Disease and Stroke              | Resting ECG                          | CP 150™ Resting ECG                      | 93000  
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                                           |                                      |                                          | 93010  
                                           | Stress ECG                           | Quinton® Q-Stress Cardiac Stress      | 93015  
                                           |                                      | Testing System                        | 93016  
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                                           |                                      | Monitoring System                      | 93225  
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                                           | In-Office Blood Pressure Averaging    | Connex® Spot Monitor                  | n/a      
                                           | Remote Blood Pressure Monitoring      | Welch Allyn Home™ Hypertension Program   | n/a      

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