



PATHWAYS TO INNOVATION

# Advancing Remote Healthcare During & Post COVID-19

**APACMed**

The voice of MedTech

## Introduction

# COVID-19, the Future for Digital Health Solutions, and Remote Care Management

Remote Care Management (RCM) solutions enable patient care outside of conventional clinical settings and bring it to where the patient resides, such as at home, in remote areas or on the go. By expanding the continuum of care beyond such traditional settings, RCM tools can **increase access** to care and **decrease costs** in healthcare systems, **providing value across the spectrum of stakeholders** – for patients, providers, payers, and governments – in their efforts to implement an effective population health management strategy.

As part of its *Global Strategy on Digital Health 2020 – 2025*, the World Health Organization delineates RCM technologies in two categories:

1. **online interaction between patients and physicians or providers**, such as telemedicine consultations, patient monitoring, or “e-triage” consultations; and
2. **patient self-care technologies**, which span a range of solutions including, among others, chronic disease management tools, medical chatbots, wearables, virtual reality care. While this paper focuses on patient-facing RCM tools, the overall category encompasses a broad spectrum of innovative programs and solutions.

### Examples of Remote Care Management Solutions:

- Physician-to-patient telemedicine consultations
- Wearables and health-related apps
- Patient monitoring technologies
- Medical chatbots
- Chronic disease management tools
- Connected medical devices

The COVID-19 pandemic has catalyzed regulatory changes around the world to enable greater use of RCM solutions. These technologies have proven to help lessen the burden on overburdened hospitals and frontline workers, while delivering efficient, more practical ways for patients to reach the point of care without needing to visit a clinic or physician’s office. But challenges remain, particularly in the regulatory environment and in developing pathways for increasing coverage. Many new RCM technologies have been commercialized in the Asia-Pacific, and regulators have appeared poised to expand their use, particularly during the ongoing pandemic. Yet few of these RCM tools have defined funding and reimbursement pathways, resulting in disparate access for patients.

## RCM and APACMed’s Work On Digital Health

Digital health is strategic for all the stakeholders in the MedTech industry, from manufacturers to providers, and governments to patients. To support its members and the ecosystem in enabling the advancement of digital health in the region, APACMed established a Digital Health Committee in 2020, which has been working to build knowledge and advocate optimal policies relative to a broad and heterogeneous range of digital health technologies.

RCM has recently boomed, accelerated by its ability to help respond to the unique healthcare needs that have emerged during the COVID-19 pandemic. Despite this renewed attention, reaching the full potential of RCM for patients has been hindered by the lack of specific value assessment, funding, and reimbursement frameworks across Asia-Pacific. Therefore, APACMed has begun an initiative to better understand and share best practices across stakeholder groups to collectively drive RCM implementation.

In 2021, APACMed organized a dialogue in May with private sector stakeholders and subsequent sessions with policymakers from around the region in July and August. This paper summarizes key learnings from these sessions, together with perspectives and next steps, to support bringing the value of RCM tools to patients across the Asia-Pacific.



# Exploring Best Practices from Key Global Markets

In May 2021, APACMed convened an initial dialogue with regional and global industry experts to discuss the global funding and reimbursement landscape for RCM solutions. Their discussion focused on innovative solutions already in the market, with a particular eye towards successful policy frameworks and market access strategies in the European and Asia-Pacific regions, where RCM programs are being reimbursed or monetized. This private sector-driven dialogue also discussed pathways to drive greater RCM adoption in the Asia-Pacific.

Through four sessions focusing on Singapore, Germany, China, and APAC, the dialogue addressed some of the most urgent questions in the field, such as:

- What does a successful RCM model and market access ecosystem look like?
- How do leading RCM platforms demonstrate value for patients?
- What are the monetization and reimbursement pathways for RCM?
- What challenges are present in Asia as stakeholders look to accelerate reimbursement opportunities for RCM innovations?

With a focus on Asia, experts underscored the importance of efforts in Singapore to advance RCM adoption during the pandemic. Experts also explored the role of leading digital health

platforms as shapers and enablers of care in China. Outside of Asia, the German model has been the object of a dedicated panel discussion, as it represents one of the most interesting examples of public-private efforts in reimbursing digital health. Indeed, Germany is piloting reimbursement via the DiGAV, a dedicated procedure for reimbursement of digital health applications, even though challenges still exist.

As part of the initiative, APACMed collected 14 case studies of RCM programs integrated in the healthcare system from 13 companies (Abbott, Align Technology, Baxter, Medtronic, Roche, Siemens Healthineers, CareMonitor, Fresenius Medical Care, HealthBeats, Johnson & Johnson, LifeTrack, Philips and ResMed), which are captured in the Appendix. Ten of these case studies are implemented in APAC (7 in Australia).

Overall, the status of monetization and reimbursement is underdeveloped: only 4 programs are (partially) reimbursed by local governments and 2 are monetized by private insurers; the rest are free for use. Despite the limited coverage, the collected use cases have contributed to improved health outcomes and decreased costs, as reported by 7 companies. During the APAC session, experts from Philips and ResMed shared their experience and challenges when attempting to increase access to RCM in APAC, and their market access strategies in an area where reimbursement frameworks are lacking.

The accompanying table captures some of the insights and specific best practices from stakeholders in Singapore, China, Germany, and APAC.

Actions to Unlock the Value of RCM	
Singapore	<ul style="list-style-type: none"> <li>• <b>Use available data more efficiently</b> through policies and education to support new models of care, that provide better insights for clinicians, improve healthcare system efficiencies, and enable patients to become active participants in self-care.</li> <li>• <b>Manage chronic diseases</b> and related complications via remote care models to help containing the burden on healthcare system, especially for high-prevalence conditions: from hospital to clinic, from clinic to home and to low-acuity care settings.</li> <li>• <b>Manage patients through digital solutions</b> to expand applications in therapeutics areas, such as AI for mental health.</li> </ul>
China	<ul style="list-style-type: none"> <li>• Explore <b>broad commercialization pathways</b> because each stakeholder in the healthcare ecosystem could be potential payor.</li> <li>• Encourage <b>cross-functional stakeholder partnerships</b> (e.g., MedTech, pharma, consumer health) to develop a sustainable business model with openness to work with MedTech companies as a business partner.</li> </ul>
Germany	<ul style="list-style-type: none"> <li>• <b>Change must arise from inside the healthcare systems with support of the traditional stakeholders:</b> <ul style="list-style-type: none"> <li>◦ Academic medical centers: support in benefit validation (e.g., randomized control trial design for digital health solutions)</li> <li>◦ Payors: promote digital health solutions and introduce outcome-based reimbursement in mid-long term</li> <li>◦ Physicians: understand digital health solutions and adopt in routine prescribe</li> <li>◦ Pharmaceutical and/or medical device companies: integrate digital health into its product portfolio to propose patient-centric innovative care models, maximizing patient benefits (e.g., drug adherence)</li> </ul> </li> </ul>
APAC	<ul style="list-style-type: none"> <li>• <b>Leverage other pre-existing models of care</b> (e.g., hospital in home) to help to look for alternative/additional funding mechanisms to support RCM programs until the changes for incorporating RCM programs into reimbursement pathways are adopted fully.</li> <li>• Adoption of RCM models requires <b>stakeholder engagement</b> and a deep understanding of the corresponding value it brings to each of them in order to implement RCM solutions effectively.</li> <li>• Highlight the <b>increased return on investment</b> as an important driver for sustainability of RCM models to scale these models and drive better healthcare outcomes.</li> </ul>

From the discussions in May 2021, several themes emerged that are relevant for unlocking the value of RCM for patients, regardless of market:

## Deepen the collaboration between governments, payers, providers, and industry to pilot new initiatives and frameworks to demonstrate the value of RCM.

The pandemic has provided a singular moment to highlight the value of RCM in lessening the burdens on hospitals and the provider community. It has also opened doors for many governments across the Asia-Pacific to experiment with greater access to RCM solutions for their population. This momentum can and should be continued, but it must be driven by data and evidence. Governments should, therefore, consider leveraging pre-existing models of care (e.g., hospital in home) to build

their understanding of patient outcomes, and cost effectiveness, while also seeking frameworks for funding mechanisms until RCM programs can be fully incorporated into reimbursement pathways.

## Offer new policy and funding and reimbursement pathways, in collaboration with industry and other stakeholders.

The “new normal” of the post-COVID-19 era should not just incentivize pilot approaches targeted toward adoption and/or market access; rather, policy innovation must be sought as it relates to new frameworks for coverage and reimbursement to drive integration of RCM across the continuum of care. Several Asian markets have begun to unlock reimbursement pathways for telemedicine during the COVID-19 pandemic; however, models for other RCM solutions, including remote monitoring and patient self-care, remain limited. New models that invite non-public payors should be explored, including innovative public-private partnerships. RCM solutions are also often uniquely well-positioned to explore value-based and outcomes-based funding pathways.

## Develop fit-for-purpose value assessment frameworks that can properly gauge the impact of RCM to all stakeholders within national healthcare ecosystem.

The return on investment from adoption of RCM solutions must be understood for all stakeholders—not just for patients and their health outcomes, but also for the physician community, for hospitals and health systems, as well as for the impact on cost containment for national healthcare expenditures. Engagement with a range of key opinion leaders and trusted experts should be pursued to help validate outcomes across the continuum of care.

## Drive greater education about and awareness of RCM technologies.

While adoption of RCM solutions has increased amid the pandemic, adherence to these technologies is often low, particularly for patient self-care platforms. But physicians are also key stakeholders, and often do not understand (or worse, may hold fears about) how RCM solutions can be integrated into their delivery of care in a safe, responsible, and beneficial manner. Public-private partnerships and industry participation will play a key role, as companies maintain direct relationships with their customers and may be uniquely positioned to reach them, such as through direct-to-consumer/patient campaigns. Collaboration should also be strengthened between digital health players and more “traditional” healthcare stakeholders.

# Advancing RCM Policy Innovation in the Asia-Pacific

In July 2021, APACMed went deeper into the future of RCM by convening a second policy dialogue, this one featuring policymakers from the governments of five key markets in Asia, alongside local industry associations and expert insights from the World Health Organization. This candid, closed-door session featured robust discussion on the emerging landscape for market access, reimbursement pathways, and policy interventions to facilitate greater patient access to RCM technologies across the APAC region. Public-private approaches featured prominently in these discussions.

Several themes are critical to advancing RCM policy innovations in Asia-Pacific. As an overarching priority, stakeholders are focused on opportunities to integrate RCM tools into the full care continuum, rather than having them only as standalone tools. In the post-pandemic era, RCM solutions should not be an afterthought or a “nice to have.” Rather, they are an integral part of the revolutionary digital health landscape. RCM solutions should, therefore, be incorporated as specific elements of defined treatment plans, and should be used in standardized ways to inform care decisions across a range of disease states.

While the COVID-19 pandemic has catalyzed broad interest in RCM solutions, especially telemedicine, in the Asia-Pacific, better integration with the care continuum will require close collaboration with providers and patients. For all stakeholders, this means advancing innovative policy solutions that prioritize access and reimbursement to ensure that RCM tools can align with outcomes-based care incentives.

More specifically, the table below captures key takeaways from the discussions across five key markets in the Asia-Pacific to illustrate the diverse activities, challenges, and opportunities for RCM.

	Current State of Play	Challenges	Opportunities
Australia	<ul style="list-style-type: none"> <li>Patients want access to RCM technologies not only to foster better engagement and communication with their providers, but to also realize the personal benefit of these tools</li> <li>Spotlighting patients has allowed for advancements in reimbursement for diabetes and continuous glucose monitoring</li> </ul>	<ul style="list-style-type: none"> <li>While various RCM technologies are used (e.g., remote monitoring of implantable pacemakers and defibrillators, telehealth consultation services, continuous glucose monitoring devices), Australia lacks a dedicated, fit-for-purpose framework for advancing RCM innovation</li> <li>Reimbursement is generally not available for patient-used RCM tools</li> </ul>	<ul style="list-style-type: none"> <li>Better tailor the value assessment framework for digital health and RCM specifically</li> <li>Define an appropriate health technology assessment process to support robust data and evidence gathering for evaluation, while balancing uncertainty in evidence at product launch time.</li> <li>Engage with providers, patients, and care givers to better incorporate their perspective into reimbursement decisions</li> </ul>
Japan	<ul style="list-style-type: none"> <li>Digital health adoption is accelerating, with stakeholders working to create an environment where data can be shared between key parties and used by all</li> <li>The data-based Health Management Initiative outlines key steps for success in the use of information and communication technologies, and data for healthcare by 2025</li> </ul>	<ul style="list-style-type: none"> <li>While there has been a focus on data and digital health generally, RCM specifically has received comparably less attention by stakeholders</li> <li>Lack of internet connectivity for patients and healthcare facilities has generally inhibited the pace of innovation</li> </ul>	<ul style="list-style-type: none"> <li>Diagnostics need to be reevaluated to calculate reimbursement levels and need to be streamlined through industry and government collaboration</li> <li>Evaluation and reimbursement framework for RCM digital solutions should be considered</li> <li>Companies should consult with MHLW early in process, before applying for regulatory approval</li> <li>Use of RWE should be encouraged in regulatory and reimbursement decision-making</li> <li>Close collaboration between industry and academia for the treatment of diseases would help advance opportunities to identify new digital tools for patients</li> </ul>
India	<ul style="list-style-type: none"> <li>Prioritization of telemedicine has been accelerated in 2019 by the Ministry of Health and Human Welfare</li> </ul>	<ul style="list-style-type: none"> <li>Challenges for telemedicine adoption include ~40% national internet penetration, infrastructure needs, lack of technical expertise, and patient digital literacy and hesitancy</li> <li>Currently, no policies target RCM solutions beyond telemedicine</li> </ul>	<ul style="list-style-type: none"> <li>Opportunities to demonstrate the value of RCM include: senior care, chronic disease burden areas, and home care population / healthy aging in place</li> <li>Private sector engagement at the state level would benefit RCM adoption and corresponding reimbursement</li> <li>Government is receptive to learn about global models, but strong public/private sector cooperation is critical</li> </ul>
Korea	<ul style="list-style-type: none"> <li>Only country in Asia to have a digital health-specific reimbursement pathway (e.g., artificial intelligence, AI-embedded medical technology, radiology and pathology field and medical technology using 3-D printing)</li> <li>Amid COVID-19, government launched pilot project in February 2020 to allow telemedicine for certain uses</li> <li>Telemedicine adoption and related prescriptions were highest at the clinic level (versus hospitals and tertiary hospitals)</li> </ul>	<ul style="list-style-type: none"> <li>RCM and telemedicine access have been opposed by Korean Medical Association (KMA) and the physician community</li> <li>Uncertainty around potential legal liability for doctors practicing via telemedicine has created uncertainty and decreased access</li> <li>Lack of integration for digital technologies and devices into existing national health insurance (NHI) setting and hospital environments has limited access</li> <li>No pathway of reimbursement for most remote management solutions, but the Ministry of Health and Welfare (MoHW) is seeking to launch a new pilot</li> </ul>	<ul style="list-style-type: none"> <li>Focus on an enabling regulatory environment for the trusted access to health data (i.e. 2020 MyHealthData project)</li> <li>MoHW seeks to launch a pilot project to help better integrate remote care management technologies into NHI coverage</li> <li>Value assessment framework must be able to show the full spectrum of health economic value</li> <li>MoHW noted the possibility of developing an outcomes-based (clinical grade) reimbursement scheme for some apps and solutions</li> <li>Partnerships between government, industry, hospitals, and insurance providers to educate and raise awareness</li> <li>Companies must collaborate with hospitals and “make doctors your colleague”</li> </ul>
China	<ul style="list-style-type: none"> <li>The Healthy China 2030 Strategy relies strongly on digital health</li> <li>COVID-19 has led policy makers to work out policies and guidance relating to Internet and healthcare services</li> <li>RCM pilots have expanded</li> <li>Nationwide medical data sharing platforms are in development</li> <li>Top-level medical reform policy experts are conducting research on the Competency Index of Online Doctors</li> </ul>	<ul style="list-style-type: none"> <li>Lack of incentive in adopting remote care services at hospitals providing and receiving such services</li> <li>Concern over data privacy, particularly among the elderly</li> <li>RCM services need to target patient groups in poor or remote areas</li> <li>Lack of reimbursement mechanism at the local government levels</li> <li>Difficulty of coverage via commercial health insurance</li> <li>Concerns about health data privacy, cybersecurity, and the lack of a data sharing platform</li> </ul>	<ul style="list-style-type: none"> <li>Experts all acknowledge that China can play an important role in driving digital health transformation, given its sound infrastructure, large population, and huge market potential</li> <li>Remote care services should be patient demand-driven</li> <li>Give special priority to specific diseases and conditions suitable for remote care services</li> <li>Establish a public service platform to create standardized guidelines for the services offered by Internet hospitals</li> <li>Explore multi-layered reimbursement mechanisms</li> <li>Form closer partnerships between the academia, associations, medical service providers, payers, and industry players</li> </ul>

## Charting an Innovative Future: Policy Recommendations for Maximizing the Patient Value of RCM

Given the rapid pace of digital health innovation, coupled with the urgency created by the COVID-19 pandemic, many opportunities exist for maximizing the patient value of RCM. Broadly, public and private sector stakeholders should embrace the “new normal,” and the critical role that RCM can play in this evolving landscape for healthcare. The ongoing pandemic has spurred many policymakers to accelerate the launch of pilot projects related to telemedicine and remote care, such as in Korea. Opportunities in other markets exist to scale-up RCM programs and integrate them into the care continuum.

To support these efforts, policymakers will need to develop RCM- and market-specific, rather than “one-size-fits-all”, evaluation, reimbursement, and funding pathways. In particular, incorporating the patient voice into this process to better understand the value of RCM solutions, which has been an important catalyst in Australia, remains critical.

Collaboration between the public and private sectors remains an integral part of maximizing the patient value of RCM. This collaboration should begin with open dialogue to exchange and educate learnings on the value of RCM

for patients. Further collaborative efforts should focus on specific steps that will help to scale RCM impact across Asia-Pacific. The accompanying checklist can be a valuable tool for furthering these efforts.

## Continuing the Dialogue on RCM

To further ongoing collaboration between the public and private sectors, APACMed plans to continue its engagement with policymakers to support their efforts to bring the value of RCM innovations to patients. In particular, the best practices and insights in this paper can serve as a starting point for tailored, country-specific support for policymaking efforts to develop reimbursement pathways for digital health innovations. APACMed looks forward to opportunities to partner on these critical efforts to improve patient care.

# Checklist for Policymakers – Best Practices for Implementing RCM-Enabled Care

## Short-term actions

- Harmonize the **definition** of RCM with international standards, including to account for distinguishing RCM from traditional medical devices, incorporating country- and health system-level patient outcomes.
- Incorporate RCM into national **planning cycles**, and encourage a bespoke approach to RCM funding and reimbursement.
- Prioritize workforce development to bring the necessary **skills** and capacity to RCM.
- Invest in programming to build **awareness** in the patient community and increase “health literacy” with respect to digital solutions, their uses, and their benefits.

## Medium-term actions

- Develop, implement, and monitor a **reimbursement roadmap**, with key milestones to achieve a positive healthcare and socioeconomic impact.
- Co-develop tailored **value assessment frameworks**, including clinical, economic, and social impacts to healthcare delivery, with a view to sharpening coverage decision-making based on measurable patient outcomes.
- Identify local **“champions”** (e.g., patients, providers) to drive organic change and share best practices on the ground.

## Long-term actions

- Strengthen the **data** ecosystem by leveraging the health data generated by RCM tools and utilizing this RWD so policymakers may make informed, targeted decisions related to access and coverage.
- Convene a “big tent” stakeholder group (e.g., government, industry, insurance companies, hospitals/health systems, patients) and focus on prioritizing the **patient** voice.
- Prioritize workforce development to bring the necessary skills and capacity to RCM.
- Invest in programming to build awareness in the patient community and increase “health literacy” with respect to digital solutions, their uses, and their benefits.

# Appendix - RCM Case Studies

Use Case	Description	Key Elements	Markets	Reimbursement Status
<b>Abbott and Omada</b> Health Platform	Integrated digital health and coaching platform for type 2 diabetes patients, with FreeStyle Libre.	<ul style="list-style-type: none"> <li>Targeted patient journey: patients with type 2 diabetes</li> <li>Components: online physician consultation, prescription and home delivery of FreeStyle Libre (sensor-based glucose monitor system), app to manage progress and receive recommendations from diabetes educator coaches, online patient group and long-term action plan.</li> </ul>	Several APAC markets	Not reimbursed by governments, but paid by employers in some countries
<b>Abbott</b> NeuroSphere	Connected care management platform that joins proven neuromodulation therapies with powerful digital health tools.	<ul style="list-style-type: none"> <li>Targeted patient journey: patients with chronic pain and movement disorders, from therapy prescription and access to patient management.</li> <li>Components: virtual clinic to prescribe remote neurostimulation therapy, patient care, patient progress tracking, personalized access to therapy via app.</li> </ul>	Several APAC markets	Not reimbursed
<b>Align Technology</b> My Invisalign App and Invisalign Virtual Care	Invisalign Virtual Care solution and My Invisalign app enable remote communication between Invisalign doctors and their patients to track treatment progress, and to communicate adjustments or concerns during treatment.	<ul style="list-style-type: none"> <li>Targeted patient journey: Invisalign Patients undergoing orthodontic treatments</li> <li>Components: Patients use My Invisalign app to communicate and convey progress photos to their doctor, who reviews these photos on the Invisalign Virtual Care interface and communicates any needed instructions to patients along their Invisalign treatment journey.</li> </ul>	12 markets in APAC	Free for use
<b>Baxter</b> ShareSource Remote Patient Management - For Peritoneal Dialysis	Connected care management platform and devices for patients with kidney disease.	<ul style="list-style-type: none"> <li>Targeted patient journey: patients with later-stage kidney disease, including kidney transplant, regular kidney replacement therapy (dialysis), and supportive care</li> <li>Components: patient's home dialysis device connected with clinician's management system in hospital; clinician is able to adjust the parameters remotely.</li> <li>Impact: reduction in hospital episodes is 36, savings \$AU 325k</li> </ul>	Australia	Not reimbursed
<b>CareMonitor</b>	CareMonitor Cloud based Shared Care, Remote Patient Monitoring and Telehealth Platform.	<ul style="list-style-type: none"> <li>Targeted patient journey: chronic disease patients.</li> <li>Components: Digital Hospital in the home solution to enable remote care (in use with both public and private hospitals); Telehealth solution patients and the healthcare provider to get connected with industry leading telehealth capability such as video consultations, SMS and in app messaging; Chronic disease management modules with smart algorithms (e.g. to help diabetes patients meet their individual HbA1c targets based on a range of factors including their age, gender, lifestyle factors and live clinical data).</li> <li>Impact: no cost benefit analysis available at the moment.</li> </ul>	Australia	NA
<b>HealthBeats™</b> Remote Vitals Monitoring Platform	Remote patient monitoring platform for multiple brands medical devices, in partnership with Murray Primary Health Network Australia.	<ul style="list-style-type: none"> <li>Targeted patient journey: chronic patients from hospital at home to post hospitalization and chronic disease management</li> <li>Components: end-to-end solution including all medical devices, software platform and support services</li> </ul>	Australia	Sporadic government funds approved on case-by-case or project basis; otherwise paid by hospitals, insurers or patients

Use Case	Description	Key Elements	Markets	Reimbursement Status
<b>Johnson &amp; Johnson</b> Velys Digital Surgery	Patient surgical journey, from pre- to intra- and post- orthopedic surgery.	<ul style="list-style-type: none"> <li>Targeted patient journey: From pre-operative to intra-operative and post-operative management of orthopedic diseases</li> <li>Components: platform of connected technologies for patient solutions and optimization, surgical planning, surgery implementation, surgical post-operative monitoring</li> <li>Impact: cost reduction, improved outcomes and patient satisfaction</li> </ul>	NA	NA
<b>LifeTrack Med</b> MyHealth	Teleradiology platform.	<ul style="list-style-type: none"> <li>Targeted patient journey: patients in needs of radiological images</li> <li>Components: transmission of radiological patient images, such as x-rays, CTs, and MRIs, from one location to another for the purposes of sharing studies with other radiologists and physicians.</li> <li>Impact: 90% of patient cases are read by radiologists within a day (previous turnaround time of 2-3 days).</li> </ul>	Philippines	Reimbursed by the health maintenance organization Maxicare in the Philippines
<b>Medtronic</b> Carelink	Remote management of patients with implanted cardiac devices.	<ul style="list-style-type: none"> <li>Targeted patient journey: heart failure patients with implanted cardiac device</li> <li>Components: Carelink network compatible with Medtronic devices (to enable physicians to monitor remotely patients, access critical diagnostics and manage worsening heart failure); Carealert notifications from patient's device; Carelink app to enable physicians to access patient reports on the go</li> </ul>	Korea and Japan	Reimbursed by government (only in Japan)
<b>Philips</b> MeCare	Program leveraging eCareCompanion telemonitoring platform and tailored health management plans to help chronically ill patients take control of their own health.	<ul style="list-style-type: none"> <li>Targeted patient journey: chronically ill patients with several conditions</li> <li>Components: in-home technology to measure and record blood pressure, weight etc., daily remote dialogue with nurses, telehealth support of doctor, physiotherapist, psychiatrist and pharmacist</li> <li>Impact: reduction of 28% in potentially preventable hospitalizations, and patients report increased confidence and mental health; estimated cost reduction of 30%</li> </ul>	Australia	Paid by hospital
<b>ResMed</b> AirView patient management system	Remote care model with cloud-connected CPAP (Continuous Positive Air Pressure) ventilator.	<ul style="list-style-type: none"> <li>Targeted patient journey: sleep-apnea patients</li> <li>Components: cloud-connected CPAP ventilator (AirSense 10 Plus C) to provide therapy at home, usage data collected every night (time of usage, parameter setting, health signs and indicators, issues like mask leakage) and sent to AirView platform, physicians or home care providers to access AirView platform and provide intervention if needed</li> <li>Impact: Patients receive more personalized care based on real data; Physicians can provide service easily to patients on remote platform; Patients adherence would be improved through such remote care.</li> </ul>	Several APAC markets	The device (CPAP ventilator) is reimbursed in some countries like Australia but the remote care model is not.

Use Case	Description	Key Elements	Markets	Reimbursement Status
<b>ResMed</b> AirView Telemonitoring	Remote care management program for obstructive sleep apnea patients.	<ul style="list-style-type: none"> <li>Targeted patient journey: obstructive sleep apnea (1000+ patients enrolled)</li> <li>Components: connected device (CPAP mask), data center that receives the data from patient device, browser for healthcare professional to access patient data remotely (values, parameters, alerts and changes of setting)</li> <li>Impact: save resources (hospital beds, staff, costs), increased safety during therapy management, increased therapy adherence (50% lower drop-out rates for CPAP therapy) and quality</li> </ul>	Germany	Not reimbursed
<b>Roche</b> My Health Point of Care Innovative Technologies Trial (PoCiTT)	Virtual Home Monitoring and Point of Care Pathology Testing.	<ul style="list-style-type: none"> <li>Targeted patient journey: chronic disease patients</li> <li>Components: Virtual Home Monitoring, a smart tablet and series of peripheral devices customizable to the patient and his disease</li> <li>Impact: Patients found that home monitoring improved their knowledge about their conditions (85%) and their ability to monitor their symptoms and early warning signs (90%).</li> </ul>	Australia	Not reimbursed
<b>Siemens Healthineers</b> HerzConnect care program	Post-acute telemedical care for patients with heart failure in collaboration with heart and diabetes center in Germany.	<ul style="list-style-type: none"> <li>Targeted patient journey: chronic heart failure</li> <li>Components: technological solutions for home telemonitoring (ECG, blood pressure, weight, etc.), data management, data exchange with telemedical center (nurses) and inter-regional center for heart failure management (GP, cardiologist)</li> </ul>	Germany	Reimbursed by private insurer in Germany
<b>Fresenius Medical Care</b> EuClid	Clinical/Hospital Information System with built-in apps and AI models to improve dialysis care.	<ul style="list-style-type: none"> <li>Targeted patient journey: patients with kidney diseases</li> <li>Components: The Dr App allows physicians to connect to real-time and historic patient / clinic data to make more-informed, data-enabled treatment decisions. Both, Dr App as well as MyCompanion are running in pilot in Fresenius Kidney Care clinics located in Singapore. AI models are designed to leverage on the power of data to improve dialysis care.</li> </ul>	Singapore and other APAC markets	Not reimbursed

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## About APACMed

The **Asia Pacific Medical Technology Association (APACMed)** represents manufacturers and suppliers of medical equipment, devices and in vitro diagnostics, industry associations, and other key stakeholders associated with the medical technology industry in the Asia Pacific region. APACMed's mission is to improve the standards of care for patients through innovative collaborations among stakeholders to jointly shape the future of healthcare in Asia-Pacific. In 2020, APACMed established a Digital Health Committee to support its members in addressing regional challenges in digital health. For more information, visit [www.apacmed.org](http://www.apacmed.org).

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