

# Improving Hypertension Care for Providers and Patients



## Hypertensive Populations

- High blood pressure costs the United States ~ [\\$131 Billion](#) each year
- [Risks for hypertension](#) increase, in many cases, based on race, gender, and age
- Scientific evidence shows alcohol, tobacco, salt, and aerobic inactivity increase risk
- [Home BP monitoring](#) can improve patients' adherence/compliance to treatment
- Exercising for 30 minutes a day for most days of the week can lower blood pressure
- [Care management](#) supports medication and activity adherence to control HTN
- [6 out of 10](#) who have diabetes also have high blood pressure

[Nearly half](#) of the adults in the United States have hypertension, and only one in four has it under control.

Treating patients with hypertension is challenging whether you are a small provider practice, rural hospital or part of a large health system. Perhaps most important of all is helping patients adhere to provider treatment and learning self-management. Only then is it possible to reduce the prevalence and risk of hypertension, its associative risk with lifestyle choices (tobacco, alcohol, diet, exercise), and strain on health systems and funding appropriation. Equally critical are understanding any given population and its demographic, efficient access to care through technology, and creating a sustainable operational strategy for treating a patient as a unique individual.

Zyter can help with all of these challenges. And more.

## Reducing Risks, Treating Hypertension, Addressing Disparities

High blood pressure is a common condition and can be present for years without symptoms. Understanding risk factors like being overweight, tobacco use, too much salt intake, race, age, and family history can be addressed through proactive wellness engagement.

When hypertension is identified, especially when coupled with complicating factors like diabetes and anxiety, patients are frequently expected to provide regular blood pressure readings to their doctor. The burden of increased engagements and disparities for care (for example, transportation) can be mitigated through home monitoring, care management, telehealth, and personalized engagement.

Paramount to sustaining better health is understanding each individual, removing barriers to care including making technology intuitive, while also producing better and more frequent biometric data. Providing self-management tools for low-risk patients and care management for higher-risk patients helps support the treatment journey.

## How Zyter Helps

<p>RPM      Access &amp; Education      Engagement</p>	<p>Workflow      Analysis      Insights      Patient-Specific Alerts</p>
<h3>At-Risk Hypertension: What to be Aware of</h3>	<h3>High Risk Hypertension: Individual Considerations</h3>
<ul style="list-style-type: none"> <li>• <b>Identification:</b> Indication of alcohol consumption, tobacco use, increase in weight, and absence of physical activity</li> <li>• <b>Education:</b> Understanding blood pressure, risk factors, and lifestyle behaviors positively and proactively affecting risks</li> <li>• <b>Predisposition:</b> Race, gender, and family history</li> <li>• <b>Comorbidities:</b> Diabetes, obesity, depression</li> <li>• <b>Operational:</b> Decision support during and post-wellness, social/activity channels, and education</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Identification:</b> Comorbidity treatment plans affecting and addressing blood pressure</li> <li>• <b>Care Coordination:</b> Assignment, insights, and access to personalized and sustained care</li> <li>• <b>Observation:</b> Biometric and compliance surveillance with patient-specific thresholds</li> <li>• <b>Exacerbation:</b> Elevated blood pressure and blood sugars, quick engagement using telehealth</li> <li>• <b>Social &amp; Disparities:</b> Care support and communication, education, and transient solutions for rural settings</li> </ul>

## Overcoming Access to Care Challenges

The ability to provide access to care can depend on multiple facets of financial, operational, and value-based influencers. A patient’s ability to access care, sustain it, and improve their quality of living is a direct outcome of those influencers.



**Financial** – Those who can benefit most from remote patient monitoring devices (DME, OTC, and wearables) often cannot afford them. As reimbursement may be available through Medicare, it is important for providers to understand all financial aspects of supporting a large RPM program prior to launch.



**Operational** – Providers understand the importance of RPM and telehealth, but care management staff is not sized to handle increased patient cohorts. Integration with the EMR is essential for treatment in a longitudinal record, but RPM data and insights are not easily actionable without requiring more time spent using technology.



**Value-Based** – Value-based care models are incentivized to demonstrate and sustain health outcomes. Small to large, rural to urban, health care’s mission is to foster improved health; without easy-to-use technology and devices, dismantling access disparities, and sustained patient engagement, “quick wins” are just as quickly lost.

Zyter helps solve these challenges to create access to care for treating hypertension through:

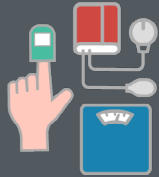
- Virtual technology and services across the healthcare spectrum
- EHR integration and actionable data for the provider and care team
- Reducing the number of tools and “clicks” so staff can spend more time treating patients
- Linking value with risk mitigation, health outcomes, and decreased expense (such as reducing avoidable ED visits and readmissions)
- Supporting behavioral change in patients through educational materials and easier access to care as well as providing virtual support, alerts and reminders to physicians

*“The ability to use health care resources virtually (that is, via telemedicine) would allow for improved access to care in the same way that virtual connectivity has decreased access barriers in other industries, such as banking and commerce. To successfully transform health care through telemedicine, expectations and incentives must be aligned across payers, health systems, providers, and patients.”*


*“Giving Urban Health Care Access Issues The Attention They Deserve In Telemedicine Reimbursement Policies”,  
Healthaffairs.org*

## Patient Access to Care. Improved by Zyter.


Zyter ships one or more pre-configured wireless devices to the patient’s home, outfitted with a simple on/off button. The blood pressure cuffs and weight scales are easy to use for patients of all ages and no technical knowledge is required. As the majority of devices are LTE-enabled, there is no need to connect them to Wi-Fi. All the patient has to do is turn on the Zyter device and follow the simple instructions in the user guide.



Zyter’s action and care plans are easy to access on the app. Understanding activity, nutritional behaviors, and psychological and biological changes are essential for patients with hypertension and cardiovascular risk. Providers use custom or Zyter assessments to continue engaging patients without overwhelming them.



Zyter’s mobile app displays the most recent biometric results and date of each reading, as well as activity and nutrition from synced wearables. Patients can “Take a Health Exam” or “Schedule a Visit” from the app, and if necessary, securely chat with their physician. If the healthcare organization’s EHR is integrated with Zyter, visit summaries, medication lists, health conditions, and allergies can be displayed.




Zyter Telehealth creates access to care with secure video for patients, providers, care teams, caregivers, and support services. Along with remote patient monitoring (RPM), Zyter Telehealth provides real-time imaging, biometrics, and virtual evaluation.



Zyter is continuing to innovate with health behavior reinforcement intelligence, using badges, reminders, and motivational messaging to help each patient with their personal health experience.



Zyter makes it easier to understand every patient as a unique individual. Zyter uses personalized care plans for RPM surveillance and notifications so the provider and team can customize what patients need to know when they need to know it.



## Personalized Care. Delivered by Zyter.

Zyter integrates with the provider practice, hospital, and health system EHR. This makes it easy to provide access and facilitation for referrals, patients, and provider-to-provider interactions. The Zyter app can be embedded using iFrames for in-context, actionable treatment for patients being remotely monitored or needing telehealth services.



Timely alerts, clinical notes and references, urgent care and scheduled video visit flexibility within the provider and care team workflows boosts efficiencies so care teams can spend more time with patients.



Zyter technology makes virtual health data specific to how the provider needs to treat the patient. RPM biometrics are surveilled based on patient-specific thresholds, creating a unique care plan that can be modified as treatment progresses. Results are easily accessed in the EHR and the embedded Zyter provider app for ease-of-use.



Action plans, care plans, important numbers, and medication instructions are always available for the patient on their Zyter app. Providers can easily share educational content, social support direction, activity and nutritional guidance, as well as health behavior content.



A vital component of achieving and sustaining value-based care is system-generated insights from RPM, patient health data, assessments, and clinical protocols. Providers using Zyter RPM with care management can gain operational efficiency over any demographic of population as they expand scale, interact with a health system, and establish a greater understanding of a patient's health behavior, disparities, and support needs.



Zyter provides support in understanding virtual/telehealth reimbursement and technology to help providers maximize their financial investment through engagement metrics and analysis.



### Your Clinical Partner

Zyter is your clinical partner for improving and protecting health. We understand the healthcare delivery needs of doctors, nurses, and care teams, and can help your organization deploy value-based services to improve outcomes and lower cost.

### For More Information

To learn more about Zyter Telehealth and RPM or arrange a product demonstration, please contact +1 (301) 355 7760, [sales@zyter.com](mailto:sales@zyter.com) or visit [www.zyter.com/healthcare](http://www.zyter.com/healthcare)

### About Zyter

Zyter delivers a wide range of cloud-based, software as a service (SaaS) digital health products for providers, payers and patients that span telehealth, home health and remote patient monitoring, as well as care, utilization and population health management. In 2021, Zyter acquired Casenet®, LLC and together the two company's products are used to manage healthcare for 11% of the U.S. population. Zyter's products improve clinical operations and patient outcomes while reducing healthcare costs by enhancing interoperability, communication and collaboration. The company's 5G-ready platform also supports IoT/smart technology and thermal imaging solutions. In 2021, the company won more than 105 awards for its products including Best Health Care and Medical Innovation; The Most Innovative Digital Health Startup; Best Product and Best Technology. Founded in 2017, the privately-held company is based in Rockville, Md. For more information, please visit [www.zyter.com](http://www.zyter.com).