Improving Obesity Care for Providers and Patients

Overweight & Obese Populations

- Medical costs for people who had obesity was $1,429 higher than medical costs for people with healthy weight

- United States obesity prevalence was 42.4% in 2018, increasing from 30.5% in 1999

- Obesity is causally associated with functional impairment and reduced quality of life, serious disease, and greater mortality

- The risk of cardiovascular disease is ~78% of men/women with diabetes mellitus and obesity, nearly ~25% greater than those with normal weight

- There is a significant association between obesity and cancer

Obesity and being overweight trends with race, gender, age, education and income levels. Both are also leading risk factors for many chronic conditions.

The challenge of treating overweight and obese individuals is complex and is unique to each person. However, research shows that different treatment modalities – when used in concert with individual evaluation, surveillance, and interaction frequency – can have a sustained, positive effect on weight loss and overall health.

Zyter's remote patient monitoring product provides physicians with an effective, efficient way to increase the frequency and quality of patient interactions, both essential to achieving positive results and sustaining them.

Proven Approaches to Treatment

Identification and High Touch

Knowing who in a population has or is at risk for obesity helps determine what combination of treatment modalities can be pursued. Evidence-based guidelines recommending lifestyle modifications with high-intensity, in-person professional intervention for a term greater than six months produces the best results.

Self-efficacy in the journey of weight loss and improved health increases with both human and system engagement, leading to health empowerment and increased acceptance. App notifications, challenges, congratulations, and motivation in a care program can make patients more active and engaged in their condition.

Surveillance and Personalization

For individuals who have been prescribed lifestyle modification as a part of their treatment, knowing what choices they have and where they can find them is critical. An important part of remote patient monitoring programs is directing patients to resources and tracking their engagement. Monitoring a multi-faceted wellness or treatment plan with activity and medication ensures broader and deeper understanding of the best path to health improvement and sustainment.

How Zyter Helps

| RPM | Access & Education | Engagement | | Workflow | Analysis | Insights | Patient-Specific Alerts |

Creating an Obesity Plan: Understand, Take Action, & Modify	Treating Obesity: Complexity & Personalization
• **Identification**: Knowing a population's complexity, resources and services, and care availability • **Engagement**: Treatment modalities, self-management, sustainment strategy and mitigation • **Surveillance**: Weight, diet, exercise monitoring, assessments and responses, and medication management • **Program**: Education and activity tracking for starting, building, and sustaining cardio exercise, diet, and health behavior • **Medication**: Surveillance and associative risk insights	• **Education**: Lifestyle changes for the individual, support for initiating and sustaining • **Care Management**: Supports and facilitates multi-factor care plans for age, biometrics, activity, and medication adherence; interaction and action programs; staff intensity volume allocation • **Comorbidity**: Treatment alignment with multiple chronic conditions, medication, and access to care • **Mental Health**: Engaging social work, behavioral health; frequent assessment for anxiety and depression, and social support tools

Overcoming Access to Care Challenges

The ability to provide access to obesity 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 obesity 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
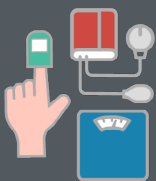
"Providers benefit from system-analyzed patient-generated data and care plans to direct treatment, reduce decline or exacerbations with heart-health without increasing time spent analyzing or working with limited data from only office/emergency department visits.

Ultimately, patients desire to be connected to their caregivers and providers, instilling an assurance their health is a priority."

"What is Clinical Empathy?": National Center for Biotechnology Information

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 makes condition action plans and care plans easy to access on the app. Understanding activity, nutritional behaviors, and psychological and biological changes are essential for patients with obesity. 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** or visit **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**.