

Successfully Implementing QardioMD in Your Practice

QardioMD makes remote health monitoring easy. Patients can measure their blood pressure, ECG, weight and other biometrics at home using Qardio's medically accurate devices. More feedback in between visits means better patient care. See how medication is affecting blood pressure and other vitals.

QardioMD automatically identifies and flags those patients in need - making remote monitoring an easy click away. Reduced routine visits to your office means you can see more new patients and focus on those in need.

You can also increase your practice's revenues while providing better patient care. QardioMD is the *only remote monitoring platform that allows you to bill for Chronic Care Management (CCM) under CPT 99490, 99487, 99489 as well as remote data monitoring - under CPT 99091, 99453, 99454, 99457*. For more information on CCM and remote data monitoring reimbursement, see our "How to Use QardioMD for Remote Monitoring and Bill for Chronic Care Management" guide.

Use this step-by-step guide and overview of key QardioMD features to successfully implement remote patient monitoring with QardioMD.



HOW IT WORKS

- Decide what you would like to monitor for your patients: blood pressure, weight/body composition, glucose or ECG
- Discuss remote monitoring with your patients, they may be eligible for Chronic Care Management and remote data monitoring
- Invite your patients to be monitored with QardioMD
- Set up individual patient criteria, invite your staff to distribute monitoring duties, track time
- QardioMD's algorithms automatically analyze patient data based on their individual criteria and notify you to those who are outside their normal range or those who don't measure frequently enough



BENEFITS OF REMOTE MONITORING

- ✔ Increase office capacity by reducing routine office visits
- ✔ Increase practice revenue - bill for Chronic Care Management remote data monitoring (CPT code 99490, 99487, 99489, 99091, 99453, 99454, 99457)
- ✔ More accurate and frequent measurements lead to more accurate diagnosis
- ✔ Improve communication between patients and care team between office visits
- ✔ Self monitoring has been shown to improve health outcomes
- ✔ Compact and easy-to-use devices patients actually enjoy using



Help your patients decide the right device

Patients can choose to use their own devices (blood pressure monitors, scales, glucose meters) or use one of Qardio's smart connected devices.

For patients using their own device:

Some patients may already own their own blood pressure monitor or scale. They can still be remotely monitored by QardioMD when they enter their measurements manually. Patients would still need to download the free Qardio App and create an account.

Their manually entered data is automatically synced to their Qardio App account and shows up in the QardioMD dashboard marked as a manual measurement.

For patients with Android devices:

Qardio App for android allows for patients to enter their measurements manually in the free Qardio App.

- Select "Enter manual measurement" in the Qardio App

For patients with iOS devices:

Patients can enter their blood pressure, glucose level, and weight in the Apple Health App which syncs with the Qardio App.

! Manually entered measurements are less reliable and patients who choose to enter their measurements are less likely to monitor themselves frequently. Qardio devices are designed to be discreet and easy to use. Qardio users love using their devices; they measure three times more than other blood pressure monitor users.

For patients using Qardio devices:

Patients using Qardio devices take their measurement and their data is automatically synced to QardioMD. Patients will find that using Qardio devices is much easier and a more seamless experience - resulting in more frequent measurements and better quality data.



Inviting your patients

Invite patients using QardioMD web portal:

Once you are logged into your QardioMD web portal account, select the green button at the top right "ADD PATIENTS"

- Enter your patient's name and email
- Select "Batch invite" to upload an Excel file with patient names and email addresses

Patients are sent an email inviting them to share their data with you. They will be prompted to create a free Qardio App account and accept your invitation to monitor their data.

Weekly reminder emails are sent until the invitation expires after 60 days. You can easily resend an expired invitation by clicking "Resend"

! Patients are more likely to accept your invitation if you have discussed remote monitoring with them during an office visit or a phone conversation.

! Many physicians also choose to sell Qardio devices in their office so patients can take home a device with them. Wholesale prices are available upon request.

Inviting your patients using QardioMD App:

Download the free QardioMD App. Use the QardioMD App in your office to take a measurement in your office. At the end of the measurement, you can enter the patient's name and email, inviting them to share their measurements with you.

! Using the QardioMD App and using it in your office to take your patients' blood pressure allows your patients to see how QardioArm works. You can use this time to introduce them to the benefits of remote monitoring.



Inviting your staff

Invite your staff to help you manage your patients. They can also help you onboard patients by inviting patients, add notes and review data.

- Select "CLINIC" at the top navigation bar, select "Invite staff"
- Your staff will get an email invitation to allow them access to your QardioMD account.
- You may select different roles for your staff for accurate time tracking if billing for CPT99490

Monitoring weight and body composition

Your patient's weight measurements will automatically appear in the second section of your QardioMD dashboard.

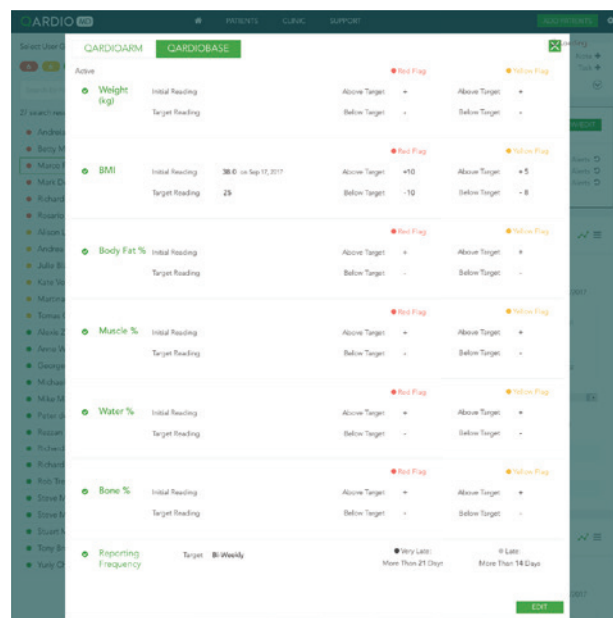
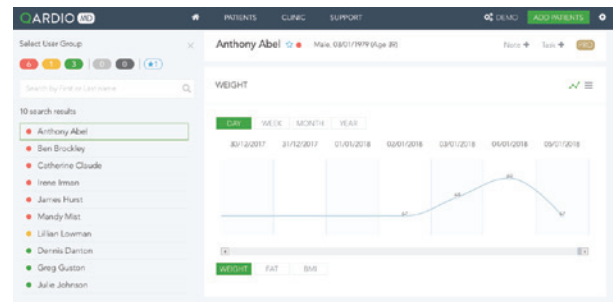
You may view all of their weight and body composition measurements in a chart or list view. See their most recent measurements as well as frequency of measurement.

Editing Criteria:

You may set up individual criteria parameters per patient by clicking the EDIT button in the Criteria modal. You may adjust weight, BMI, Body Fat %, Muscle %, Water %, and Bone % upper and lower parameters to sort the patient into the desired group. You may also change the criteria for reporting frequency.

Click SAVE to save the criteria parameters.

Future patient measurements will now be categorized according to the setting you just specified.

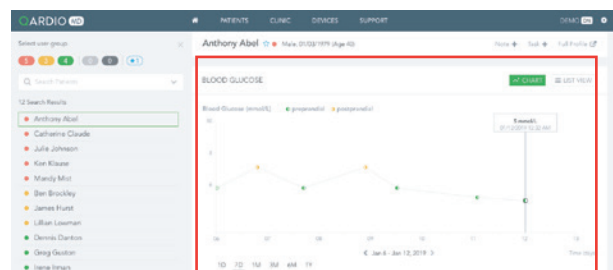


Monitoring blood glucose

Your patient may use their own blood glucose monitor to manually enter data into Apple Health, which will automatically be synced to your QardioMD portal. They may also use an Apple Health enabled smart glucose monitor to sync their results with QardioMD. For details instructions on how to onboard your patients for blood glucose monitoring, please refer to the Patient Set-Up Guide - Glucose Monitoring document found in the Resources Section of the portal.

You may view your patient's preprandial and postprandial blood glucose levels in a chart or list view.

Since diabetes and hypertension often coexist, having both blood pressure and glucose data in one portal can give a more complete picture of your patient's overall health.



Monitoring ECG

Your patient's QardioCore ECG measurements will automatically appear in the third section of your QardioMD dashboard.

You may view their ECG sessions and get a quick overview of their automatically detected events in the summary view.

You may view their ECG beat-by-beat trace by selecting **FULL DISCLOSURE**. You may also export the ECG trace and download a diagnostic report.

! You may need a separate ECG plan in order to access advanced features for ECG analysis and report generation. Contact the QardioMD support team to learn more about ECG monitoring and what plan will best suit your practice.



ECG analysis and full disclosure view

QardioCore ECG collected from patients are automatically algorithmically analyzed to flag any events.

You may view the events by clicking "ECG ANALYSIS" button on the right corner of the ECG panel. A full disclosure view of all ECG traces is available to click through and you or your ECG technician may confirm or reject events on the ECG strip.

You may also switch from full disclosure view to event analysis view by clicking at the top left corner.

Here you can view the events individually, categorized the event and confirm or reject the event.

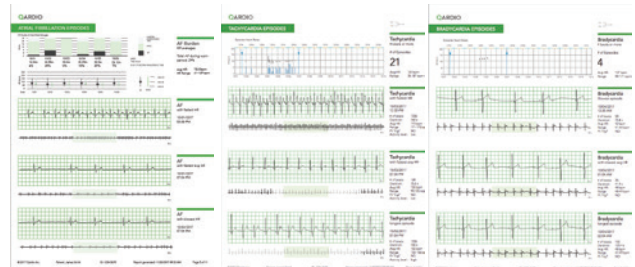


Generating ECG diagnostic summary report

ECG summary diagnostic reports can be generated instantly within QardioMD. Select the time period (maximum 30 days) for the diagnostic summary report you would like to generate.

The report will contain key information such as HR, patient triggered events, atrial fibrillation episodes, tachycardia, bradycardia, pauses as well as events overview correlating activity with HR and body temperature so you get a better in-context view of your patients' overall heart health.

- ❗ QardioCore Diagnostic Summary Reports can be purchased individually. Your practice may also buy a subscription for unlimited monitoring and report generation. Contact the QardioMD support team to learn what plan will best suit your practice.
- ❗ QardioCore can also be used to function similar to a Holter monitor in your office for a 30 second or 1 minute recording of your patients' baseline ECG. QardioCore is wireless and patchless allowing your patients to simply strap it on their chest without any skin preparation so taking a baseline ECG in your office is quick and easy.
- ❗ QardioCore can also be used to function similar to a Mobile Cardiac Telemetry Unit (MCT) or an event monitor. ECG data from QardioCore is streamed continuously to the cloud based QardioMD portal. Data is automatically analyzed in real-time. Patient can easily generate their own notes on the Qardio App and notes are synced the QardioMD dashboard. QardioCore gives you the freedom to monitor your patients for as long as you need without the hassle of downloading data or complicated set up.



Tracking monitoring time and monthly summary report

Time spent monitoring each patient is logged at the bottom section of your QardioMD portal. This gives you a clear record of how much time you spent monitoring each patient per month.

Staff and nurses who share your QardioMD account monitoring time is added to the monitoring time for the patient. Staff designated with non-clinical roles will not be counted for compliance with CPT 99490.

- ❗ You may also use QardioMD to manually record other monitoring time such as phone calls with patients and other care coordination by selecting "Add activity." This way, you can keep all monitoring time in one easy to track place.
- ❗ You can easily export a clinic time log report as needed from your settings section
- ❗ You and your staff are likely already performing many of the tasks that allows you to bill for CPT 99490 already, such as reviewing patient data and scheduling and coordinating visits. You can now track this time and bill for this unpaid time under CPT 99490.

You may also download a Monthly Summary Report which includes patient's measurements, notes and charts their health progress.

The screenshot shows the QardioMD interface for patient Betty Mackinsey. The 'PATIENT TIME LOG' section is highlighted with a red box. It displays the following data:

Category	Time (minutes)
QardioMD time this month	10 minutes
Other logged time this month	0 minutes
Total this month	10 minutes

Below the table, there is a form to 'Add activity' with fields for 'Date' (set to 3/31/2017) and 'Duration (mins)' (set to 5). An 'ADD' button is at the bottom right of the section.

The screenshot shows the QardioMD interface for patient Anthony Abel. The 'SUMMARY REPORT' section is highlighted with a red box. It displays the following data:

Field	Value
Period	Jan 2018
Date generated	2/26/2018
Report Period	February 2018
Created by	Thomas Gonsberg

An 'EXPORT REPORT' button is located at the bottom right of the section.

Track medication history

You may add patient's medication history under "ADD MEDICATION" section. Write medication and notes to keep track your patient's health in one easy place.

Add notes

You may add notes to your patient's profile under "DOCTORS NOTES" section

Add task

You may add tasks for you or your staff members under "ADD TASK" section

You can select tasks such as "schedule an appointment", "follow up call"

The screenshot shows the QardioMD interface for patient Anthony Abel. Three sections are highlighted with red boxes:

- ADD MEDICATION:** Shows a form with 'Medication' set to 'Ibuprofen', 'Prescribed' date of '02/01/2018', and 'Notes' stating 'Patient on [ibuprofen] for 2 weeks. Lowered BP'. A 'SAVE' button is at the bottom right.
- ADD NOTE:** Shows a text area with the note 'Patient complained of tightness of chest when exercising. Follow up in one week.' and a 'SAVE' button at the bottom right.
- ADD TASK:** Shows a form with 'Task' set to 'Schedule an appointment', 'Notes' stating 'schedule followup appointment for May 1, 2018', 'Due' date of '05/01/2018', and 'Patient' set to 'Abel, Anthony'. A 'SAVE' button is at the bottom right.