Healthcare Tech OUTLOOK

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10 Most Promising Patient Monitoring Solution Providers 2015

The emerging trends from wireless sensor technology and remote patient monitoring to Big Data analytics and electronic patient portals, are redefining where and how healthcare is being delivered. Today, Remote Patient Monitoring and Care Management have evolved with the advent of new age technologies and health monitoring systems at home. With the increase in mobility, connectivity, and portability of patient monitoring devices, medical OEMs and providers are seeking cost-effective and sophisticated Connected Services. Patient monitoring solution providers are successfully leveraging technology to suit the growing requirements of patients and healthcare professionals, resulting in upgraded quality of healthcare, reduction in delivery costs, and improved patient access.

Home medical devices that assist with the treatment of chronic illness are commonplace, but with new patient monitoring systems, are being integrated with distant healthcare facilities to track patient health and set off alarms when dangerous situations arise. Wireless sensor technology, Remote patient monitoring, Use of Big Data, and Electronic patient portals are some of the solutions that are changing the way doctors, nurses, and staff keep track of the physical status of patients, and, in some cases, even interact with them. The goal is for doctors, nurses, patients, family members, researchers, and insurers to share useful medical data. The implications for privacy are numerous and worrisome, but so are the consequences of not seizing this opportunity to save lives and improve quality of life.

In order to simplify and assist CIOs identify the right PM solutions; Healthcare Tech Outlook presents "10 Most Promising Patient Monitoring Solution Providers 2015."

A Distinguished panel comprising CEOs, CIOs, VCs, analysts, and the Healthcare Tech Outlook editorial board has selected the top PM Solution Providers. In our selection process, we looked at the vendor's capability to fulfill the need for cost-effective and flexible solutions that add value to the PM landscape.

Cleveland Medical Devices Inc.

recognised by Healthcare Tech *magazine as*

Healthcare Tech OUTLOOK 10 MOST PROMISING
Patient Monitoring
SOLUTION PROVIDERS - 2015

An annual listing of 10 companies that are in the forefront of tackling challenges in the Patient Monitoring arena and impacting the marketplace

Alex D'souza
Managing Editor

Healthcare Tech

Company:
CleveMed

Description:
Provides medical services and devices for portable sleep testing

Key Person:
Hani Kayyali
President

Website:
www.clevemed.com

CleveMed
Innovative Home Monitoring Solutions for Obstructive Sleep Apnea

Obstructive Sleep Apnea (OSA) is a chronic disease that can lead to stroke, heart failure, diabetes, obesity and hypertension. Sleep apnea was conventionally diagnosed in a sleep center and patients were asked to sleep in an unknown environment in the presence of specialists to interpret their breathing disorder. Overcrowded sleep labs and patient resistance to sleep outside of their homes make the whole situation both physically and economically taxing. Cleveland, OH based, CleveMed offers innovative home monitoring solutions for sleep apnea patients. The company's cloud-based solution streamlines the physician's practice workflow, provides data management, and offers access to sleep medicine specialty care for patients as well as hospital departments. "We help patients to get tested from the comfort of their home in a cost-effective manner," begins Hani Kayyali, Presidentat CleveMed.

CleveMed has developed a comprehensive Home Sleep Testing (HST) monitor and associated clinical and logistical services. The device is called SleepView; it is a small and light 8–channel device, ergonomically designed for patients to perform an easy sleep test in the home instead of the sleep lab. The monitor has built-in lighting indicator that allows

Hani Kayyali

> **We continue to upgrade our products and services to improve access to sleep apnea care and to curtail overall medical costs**

patients to self-administer the proper connection while testing. The device also comes with additional sensors to show whether the captured data is worth analyzing. "This kind of easy but high quality home use device simplifies the workflow and reduces the overall cost of the process," shares Kayyali. CleveMed also offers SleepView web portal which allows easy scheduling, data uploading and results downloading options that harmonize the entire home testing process. CleveMed's SleepView web portal brings patients and physicians together. On one side, this web portal gives physicians online access to sleep test's raw data, scoring, interpretation with treatment recommendations; on the other, it provides patients a platform for follow-up discussions.

CleveMed is constantly developing their technology with the guidance and support from the National Institute of Health. CleveMed's products are sold nationally and internationally with sustained growth over the past 3 years. In addition to innovation and high quality technology, reasons for CleveMed's growth include excellent customer support that assists end users in a wide range of issues from technical to disease awareness to linking customers with accreditation organizations to facilitate reimbursement. The company's wide array of sleep products and web-based solutions meet the guidelines of the American Academy of Sleep Medicine (AASM).

"Large to mid-size medical centers are looking forward to integrate their remote patient monitoring systems with their Electronic Medical Record (EMR) especially for patients with chronic diseases such as OSA," expresses Kayyali. Nevertheless, due to the initial installation and cloud integration, costs are hindering many healthcare providers from such initiatives. CleveMed's cloud based patient monitoring system can facilitate the integration with EMR to help healthcare providers store, link, analyze, and retrieve the patient related data according to treatment, compliance, and insurance requirements. Being a staunch believer in innovation, Kayyali says, "We are a "Connector Company"; we aim to connect healthcare groups with sleep specialty providers to improve access to diagnosis and enhance health outcomes for patients."

CleveMed's future is chartered to develop more and more innovative solutions and etch a mark in the healthcare domain by focusing on their technology and services. The company has developed technologies not only for initial sleep apnea diagnosis but for therapy follow-up procedures and applications, which are becoming more important for many healthcare initiatives. Commenting on the future of the company, Kayyali says, "We continue to upgrade our existing products and services to improve access to sleep apnea care and to curtail overall medical costs," concludes Kayyali on a progressive note. HT