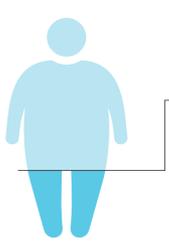


UNDERSTANDING + ADDRESSING THE COSTS OF VITAL SIGNS ACQUISITION

What's influencing ambulatory care today?

EVOLVING PATIENT DEMOGRAPHICS



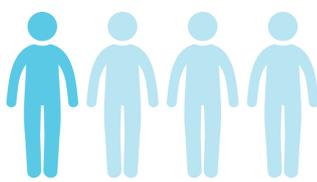
42.5% Percentage of US adults aged 20 and over who are obese¹



Obesity can cost the US \$147B to \$210B per year²



Percentage of the population aged 65 years and over in the US³



1/4 Number of US adults with a disability⁴

CHANGING LANDSCAPE



128% Increase

in hospital acquisitions of physician practices from 2012 to 2018⁵, creating disparate processes and opportunities for standardization across health systems

MORE PATIENTS

20 million adults entered the healthcare system with the passing of the Affordable Care Act⁶



Patients over the age of 65 have more than twice as many ambulatory office visits per year⁷

What's the actual cost of variability?

As providers are dealing with a changing landscape and diverse patient needs, some costs may go unnoticed.

Take non-standardized, manual vital signs acquisition:

Increased patient cycle time

1.6x

More time required to gather vital signs in a traditional workflow than in one that integrates vital signs acquisition at the point of care⁸

Decreased staff efficiency

5%

Time wasted by each medical assistant⁹

Variations in manual techniques

125/70 VS. 140/90

One patient's blood pressure readings manually taken within moments of one another¹⁰

Greater risk for error

17%

Error rate in manual clinical documentation of vital signs at various locations of care delivery¹¹



Wasted time alone equates to about \$1,440 per year per medical assistant.⁹

What's the solution?

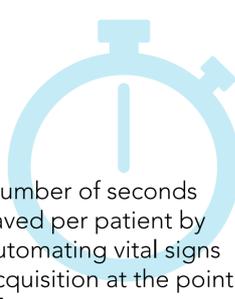
Midmark IQvitals® Zone™ helps minimize errors from human variables and maximize efficiency, consistency and accuracy during vital signs acquisition.

0

Number of cables or clicks required to connect the IQvitals Zone monitor to a computer or tablet

5

Number of measurements (BP, temperature, pulse, SpO₂ and weight) that can be transferred directly into an electronic medical record



69

Number of seconds saved per patient by automating vital signs acquisition at the point of care⁸



To learn more about reducing variability and costs associated with vital signs acquisition, visit midmark.com/zone, or download [Midmark IQvitals Zone Technology: Connecting Vital Signs Acquisition within the Point of Care Ecosystem](#).

Sources:

¹ <https://www.cdc.gov/nchs/products/databriefs/db360.htm> (Figure 1)
² <https://stop.publichealth.gwu.edu/sites/stop.publichealth.gwu.edu/files/documents/Fast%20Facts%20Cost%20of%20Obesity.pdf>
³ <https://data.census.gov/cedsci/table?q=United%20States&tid=ACST1Y2019.S0101>
⁴ Disability statistic: <https://www.cdc.gov/ncbddd/disabilityandhealth/infographic-disability-impacts-all.html>
⁵ <https://revcycleintelligence.com/news/hospital-acquisitions-of-physician-practices-rose-128-since-2012#:~:text=Overall%2C%20hospital%20acquisitions%20of%20physician,by%20the%20start%20of%202018>
⁶ <https://policyadvice.net/insurance/insights/affordable-care-act-statistics/>
⁷ https://www.cdc.gov/nchs/data/ahcd/namcs_summary/2014_namcs_web_tables.pdf
⁸ Vital signs acquisition statistics: https://www.midmark.com/docs/default-source/documents/vital-signs-acquisition-infographic-rebrand-final875a1edf-ce4444108bb224ed547f0244.pdf?sfvrsn=69b0f7ee_0
⁹ Assuming \$15/hour, 8 hours/day, 48 weeks/year
¹⁰ Experience of a Midmark customer
¹¹ Fieler VK, Jaglowski T, Richards K. Eliminating errors in vital signs documentation. CIN: Computers, Informatics, Nursing. 2013 Sep;31(9):422-7; quiz 428-9. doi: 10.1097/01.NCN.0000432125.61526.27. PMID:24080751

