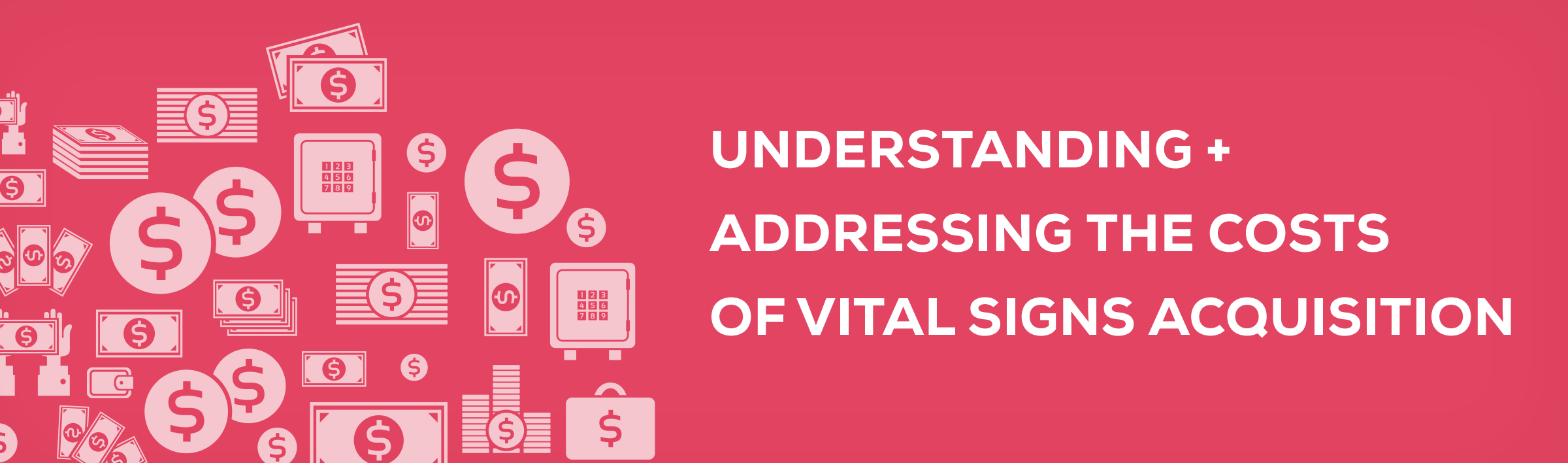
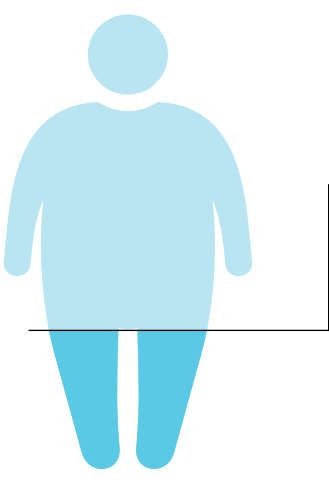




UNDERSTANDING + ADDRESSING THE COSTS OF VITAL SIGNS ACQUISITION

What's influencing ambulatory care today?

EVOLVING PATIENT DEMOGRAPHICS



40.3%

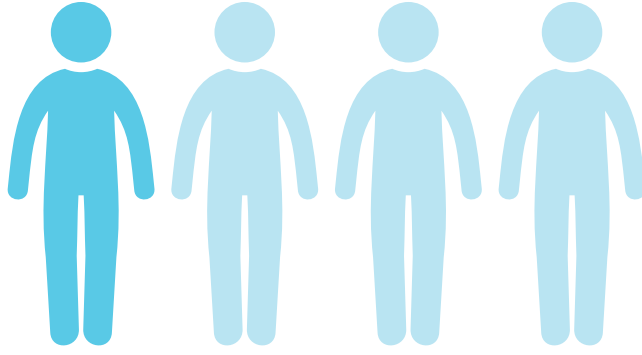
Percentage of US adults aged 20 and over who are obese¹



\$173B
Annual US medical expenditures associated with obesity²

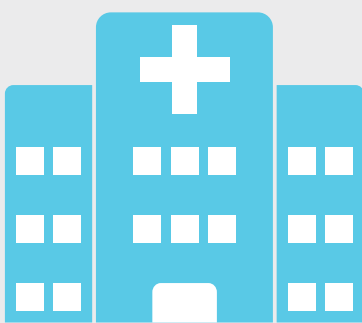


Percentage of the US population aged 65 years and older³



1/4
Number of US adults with a disability⁴

CHANGING LANDSCAPE

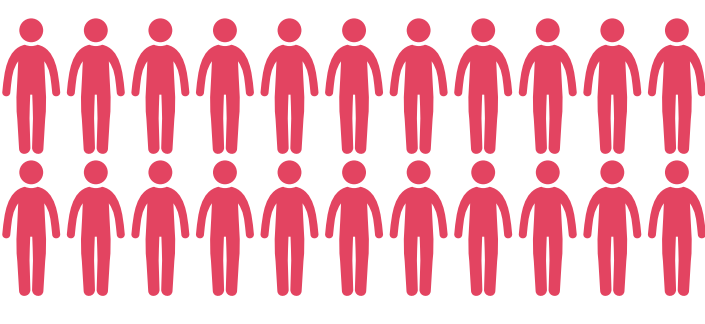


9.7%
Increase

In physician practices acquired by hospitals and other corporate entities from 2024 to 2026⁵—reaching 63.9% of all physician practices

MORE PATIENTS

23.1 million people Selected or were automatically re-enrolled in ACA Marketplace coverage for 2026, expanding the number of insured patients able to seek care⁶



7.1 office-based physician visits per year. Average for adults age 65+, nearly twice the rate for adults ages 45–64 and almost four times the rate for adults ages 18–44⁷

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%

of a medical assistant's day can be spent on avoidable workflow time.⁹

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 \$1,920 per year per medical assistant.⁹

What's the solution?

The Midmark® 800 Digital Vital Signs Device is designed to support efficient, consistent and accurate vital signs acquisition.

Connects with supported EMR systems to transfer vital signs data directly into the patient chart

4
Built-in BP mode options—including SPRINT protocol with patient positioning prompts, spot, averaging and custom

6
Number of measurements (BP, temperature, pulse rate with optional SpO₂, and respiration rate. Connect the Midmark 626 Barrier-Free® Examination Chair with an integrated digital scale to capture weight)

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:
<https://www.midmark.com/medical/products/diagnostics/detail/midmark-800-digital-vital-signs-device>

Sources:

¹ <https://www.cdc.gov/nchs/data/databriefs/db508.pdf>
² <https://www.cdc.gov/obesity/adult-obesity-facts/index.html>
³ <https://www.census.gov/newsroom/press-releases/2025/older-adults-outnumber-children.html>
⁴ Disability statistic: <https://www.cdc.gov/media/releases/2024/s0716-Adult-disability.html>
⁵ https://www.physiciansadvocacyinstitute.org/PAI-Research/PAI-Avalere-Health-Report-on-Physician-Employment-Trends-and-Practice-Acquisitions-2018-2026?utm_source=chatgpt.com
⁶ <https://www.cms.gov/newsroom/press-releases/exchange-coverage-remains-near-record-high-23-1-million-enroll-2026-reflecting-continued-strength>
⁷ <https://www.cdc.gov/nchs/data/nhsr/nhsr184.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 Based on 20 patients per day, \$20/hour, eight hours per day and 48 weeks per year; Midmark workflow time-savings estimate.
¹⁰ Experience of a Midmark customer
¹¹ Fieles, V. K., Jaglowski, T., & Richards, K. (2013). [Eliminating errors in vital signs documentation](#). Comput Inform Nurs, 31(9), 422–427. PMID: 24080751