

# The Truth About Remote Patient Monitoring: One Practice's Experience Launching a High Value RPM Program

## Practice Overview



Gateway Family Health Clinic has been providing its community with comprehensive high-quality care for more than 50 years. With an emphasis on patient satisfaction, the practice strives to provide quality-focused and highly personalized care. As part of that mission, the organization partnered with Rhythm Management Group in May 2022 to help deliver RPM to its patients and expand its ability to provide care outside of the practice walls.

## The Challenge:

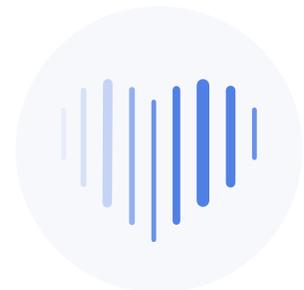
### Offer New Services, Without Overwhelming Staff

Gateway was concerned that the demands of a new program would place an additional burden on its workforce. Additionally, the practice wanted to unlock reliably steady increases in reimbursement, which would help drive stable practice growth. Other RPM vendors had approached Gateway in the past, offering unrealistic expectations for revenue growth that could not be met and which would destabilize its practice financials.

## The Solution:

### RPM That Drives Engagement, and Generates Substantial Return

In Rhythm, Gateway sought a true partner who could offer a complete turn-key solution, from patient education and enrollment, to continuous compliance management, outreach, and trend and report billing. With Rhythm, Gateway could launch a comprehensive new program that increased patient engagement, managed all incoming alerts, and achieved an excellent return on the limited staff time required to manage the program.



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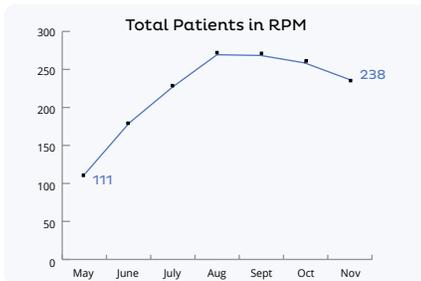
### The Results

Within just the first six months, the program drove remarkable results for the family clinic:

#### Exponential Engagement:

114% Enrollment Spike

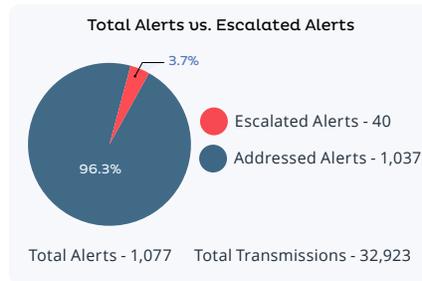
The program attracted broad patient interest, **doubling the clinic's enrollment.**



#### Highly Efficient Triage:

96% of Alerts Managed

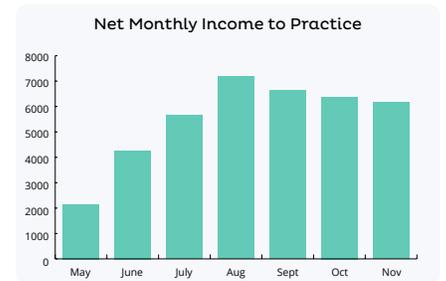
Rhythm evaluated all alerts; **only 3.7% of all alerts** (40 out of 1,077) were deemed critical enough to escalate.



#### Generated Strong Return:

\$1,000 per escalated alert

Within six months, the program earned the practice an additional \$40,000 – or about **\$1,000 per escalated alert.**



### Learn the truth about RPM firsthand

As Gateway's experience shows, RPM—even at the initial stages—can provide significant benefits for practices. With the right partner, a seamless, easy to implement RPM program can generate value across the organization, from patient engagement, satisfaction and loyalty, to improved health outcomes and additional revenue streams. While clinical outcomes data from the pilot is still being collected, the caregivers at Gateway Family Health Clinic note significant improvements in patient protocol adherence, health, and well-being.

[Contact us today](#) to learn more about how Rhythm can help you launch a high-value, high-quality RPM program.

#### The Burden Bottom Line

For every 100 patients per month there will be approximately:

- 1,900 transmissions
- 66 alerts
- 2.5 alerts escalated to the practice—Rhythm manages the rest

## Wondering how much your practice could gain from effective remote patient monitoring?

[Calculate Your Potential ROI](#)