

Bosch welcomes confirmation of Telehealth Impact in the UK

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- ▶ Initial results from Whole System Demonstrator project published by the Department of Health
- ▶ Better quality and cost for UK healthcare and the NHS for patients with long term conditions

The Department of Health recently published the initial results from the Whole System Demonstrator (WSD) project. Jasper zu Putlitz, President of Bosch Healthcare said: "For the NHS, these impressive results demonstrate the wide range of positive effects that telehealth can deliver for patients with long term conditions as demonstrated by use of the Bosch telehealth system in numerous studies.

Bosch Healthcare has more than 12 years of experience in deploying telehealth to large scale global health providers, including the Veterans Administration in the USA and has generated over 30 clinical studies which consistently demonstrate the value of Bosch's content-driven telehealth system. The latest of these studies is documented below.

3 year study demonstrates benefits of content-driven Telehealth in reducing mortality and healthcare costs

New evidence demonstrates the potential impact of Bosch Healthcare.

The U.S. study, entitled, *'Integrated Telehealth and Care Management Program for Medicare Beneficiaries with Chronic Disease Linked to Savings'* (Health Affairs, September 2011), explored the economic impact of using content-based remote patient monitoring with patients with long term conditions receiving care coordination.

Study findings

Researchers conducted an analysis evaluating changes in healthcare spending resulting from patient-centred care management supported by remote patient monitoring

(n=1,767 patients) and demonstrated:

- Healthcare spending reductions of 7.7 to 13.3 percent (£197.17/\$312 – £342/\$542) per intervention patient per quarter over the two-year period studiedⁱ.
- Significant mortality differences between the treatment and control groups, which suggest that the intervention may have produced noticeable improvements in health outcomes.

Under the guidance of physicians and nurses/clinicians, the Bosch Telehealth system provides patients with guideline-based content that delivers comprehensive patient education to improve patient self-management, while also tracking vital sign and symptom changes. These results support the value of the Bosch Telehealth System and differentiate it from most telehealth systems that are focused on vital sign/symptom monitoring only.

“We are seeing similar results in the UK in our pilot in Barnsley PCT. The Bosch Telehealth System facilitates doctors and care navigators (nurses) to continuously monitor symptoms and improve patient knowledge – we can intervene with at-risk patients more effectively which helps us to improve patient care and clinical outcomes”, commented Margaret Kitching, Clinical Director, Barnsley PCT

Martin Ford, Head of Commissioning (for long-term conditions) at NHS Leeds says: “We welcome the results of this study from the US. This new evidence clearly demonstrates the added value that telehealth systems can have on reducing healthcare costs and improving quality of care among patients with long-term conditions.”

“These innovative systems could enable the NHS to make significant savings over the coming years as we work to transform our services and further improve our efficiency and cost effectiveness”, he added.

The demands of treating an ageing population in the UK with constrained funding and a shortage of healthcare personnel make it imperative that the NHS embraces new approaches to care management which involve telehealth.

According to David Cameron, at least three million people with Long Term Conditions and/or social care needs could benefit from using telehealth and telecare. Bosch endorses the “3 Million Lives programme”, bringing substantial experience and capabilities to work with partners in the NHS to realise UK health and social care goals.

Ileana Welte, Regional Director of Bosch Healthcare in the UK said:

“We welcome the results of the Whole System demonstrations in the UK. We are committed to working with the NHS to meet their goals by providing patients and their

clinicians with technologies that support improved clinical outcomes and generate cost reductions. We are pleased that these initial results again validate the consistent evidence that telehealth has an impact on both the patient and the health delivery system. As the initial findings point out, telehealth when delivered appropriately will drive significant impact. We will be using our valuable, best practice experience to create programmes in a variety of sites in the UK. Results of these UK projects will be published in the near future.”

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Robert Bosch Healthcare offers a wide ranging portfolio of care products for chronically ill patients and the elderly which helps to bring significant quality, efficiency and financial gains to the UK healthcare sector. Our aim is to help people with long term conditions remain in their own homes and out of hospital wherever possible.

Bosch’s telehealth spectrum ranges from patient terminals to comprehensive evaluation software allowing healthcare professionals to efficiently evaluate the data coming from the patient terminals and other connected devices. Bosch Telehealth strives to improve diagnosis and treatment through systematic patient monitoring and involvement. The result is that health professionals are able to provide a higher quality of care for patients with chronic conditions, patients lead happier and healthier lives, and the cost of healthcare is reduced for funders. Robert Bosch Healthcare, Inc. is a fully-owned subsidiary of the Bosch Group.

The Bosch Group is a leading global supplier of technology and services. In the areas of automotive and industrial technology, consumer goods, and building technology, some 285,000 associates generated sales of 47.3 billion euros in fiscal 2010. For 2011, the company forecasts sales of more than 50 billion euros and a headcount of a good 300,000 by the end of the year. The Bosch Group comprises Robert Bosch GmbH and its more than 350 subsidiaries and regional companies in over 60 countries. If its sales and service partners are included, then Bosch is represented in roughly 150 countries. This worldwide development, manufacturing, and sales network is the foundation for further growth. Bosch spent 3.8 billion euros for research and development in 2010, and applied for over 3,800 patents worldwide. With all its products and services, Bosch enhances the quality of life by providing solutions which are both innovative and beneficial.

Bosch is celebrating its 125th anniversary in 2011. The company was set up in Stuttgart in 1886 by Robert Bosch (1861-1942) as a “Workshop for Precision Mechanics and Electrical Engineering.” The special ownership structure of Robert Bosch GmbH guarantees the entrepreneurial freedom of the Bosch Group, making it possible for the company to plan over the long term and to undertake significant up-front investments in the safeguarding of its future. Ninety-two percent of the share capital of Robert Bosch GmbH is held by Robert Bosch Stiftung GmbH, a charitable foundation. The majority of voting rights are held by Robert Bosch Industrietreuhand KG, an industrial trust. The entrepreneurial ownership functions are carried out by the trust. The remaining shares are held by the Bosch family and by Robert Bosch GmbH.

Additional information can be accessed at www.bosch.co.uk, www.bosch-press.com, and www.125.bosch.com.