



# Iowa Heart Adopts New Standard of Care for Anticoagulation Management with CoagMgr

## INTRODUCTION

Iowa Heart, a leading cardiology, vascular, and cardiovascular surgery practice, partnered with WebCareHealth to remotely monitor patients taking warfarin for anticoagulation management. Through use of WebCareHealth's home INR program, **CoagMgr**, Iowa Heart achieved dramatic improvements in clinical outcomes and patient engagement over its standard anticoagulation management approach.

## CoagMgr<sup>®</sup>

Key drivers included improved average time in therapeutic range (TTR), increased testing frequency, and fewer adverse events.



WebCareHealth<sup>®</sup>

MiERCYONE<sup>™</sup>

Iowa  
Heart  
Center



🗨️ We partnered with WebCareHealth because we wanted to innovate our approach to anticoagulation management. Based on the success of their CoagMgr program, we've adopted a new standard of care that has resulted in clinical and financial success for our organization. 📈📈

— Sam Ayres, MBA, CMPE, Market Director–Clinic Operations Iowa Heart Center

## BACKGROUND

The Iowa Heart Center Anticoagulation service provides warfarin management to approximately 2,400 patients at multiple locations throughout Iowa. In 2014, Iowa Heart partnered with WebCareHealth to deploy its Home INR Program to a subset of 1,065 patients across eight clinics. WebCareHealth's clinical team trains patients on how to test their INR from home weekly, report their result through CoagMgr for real-time review by a provider, and contact customer support for questions.

### Patient Participant Qualifications

Coumadin (warfarin) use for three months; payable diagnosis; and mentally and physically able to do home testing independently or with a caregiver, use the monitor, and access report results through phone, online, or customer service.

### Enrollment by Diagnoses

Atrial Fibrillation	929
Venous Embolism	15
Pulmonary Embolism	14
Hypercoagulable State	5
Presence of Prosthetic Heart Valve	89
Long Term use of Anticoagulant	2
Thrombosis of Atrium, Ventricle, Auricular Appendage	11

### Testing Requirements

All CoagMgr patients are trained to test once per week, preferably in the morning, and on the same day each week. Safety nets are in place to capture reported results during closed clinic hours and a provider notification strategy was implemented.

Patients managed through Iowa Heart's standard management are asked to have a face to face visit with POC testing or outside lab draw on a 4-6 week basis and are given results of their INR either face to face or by phone. Delinquent volume is considered to be moderate to high with standard management.

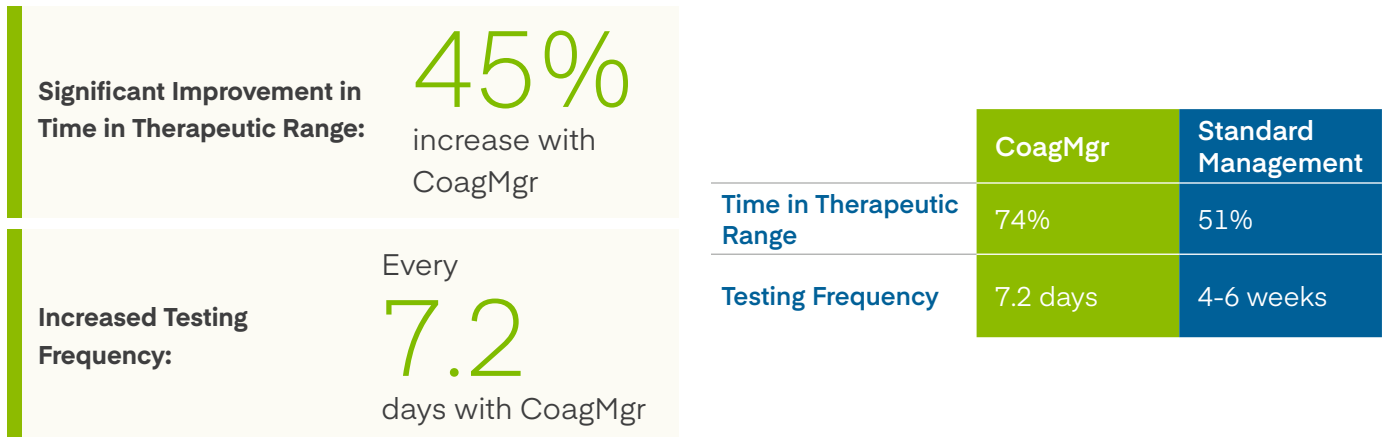
All patients in CoagMgr and all patients in the standard management model are treated using the same anticoagulation Coumadin (warfarin) drug protocol.

### Reporting Approach

Lab results from CoagMgr are tracked in Iowa Heart's Electronic Health Record. CoagMgr is fully integrated into Iowa Heart's EHR, and therefore, the clinical team can track and manage results for CoagMgr and standard management.

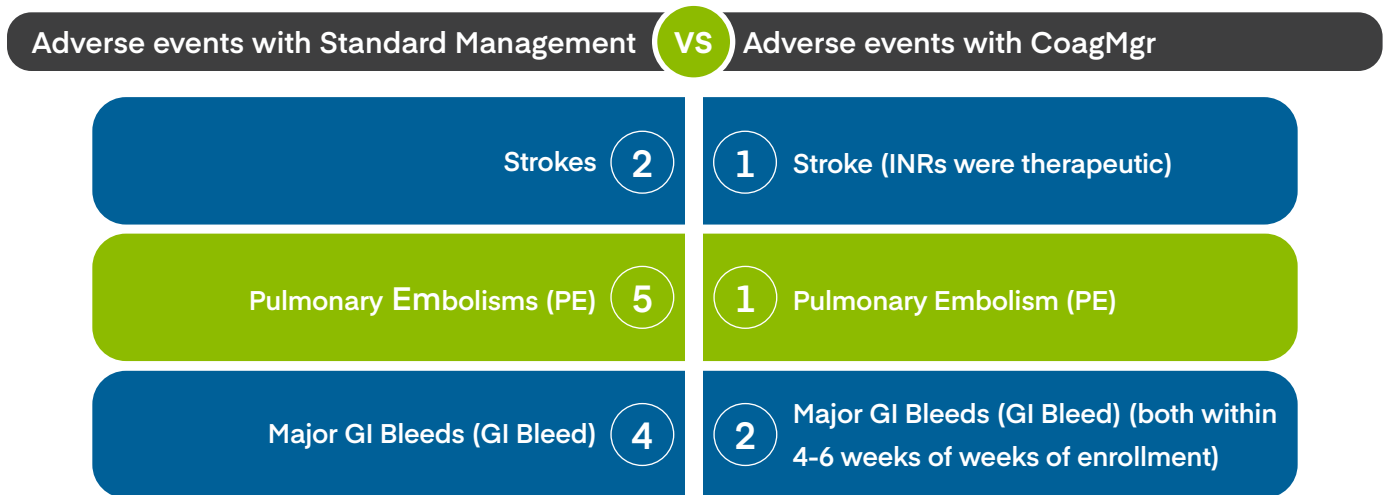
## RESULTS

Study results found a dramatic improvement in clinical outcomes and engagement with patients using CoagMgr compared to standard coumadin management. Key outcomes included:



### Cost Savings from Fewer Adverse Events\*

Fewer adverse events for patients enrolled in CoagMgr results in significant cost savings for Iowa Heart and the MercyOne Central Iowa health system. Results from the two-year study project an estimated **\$2.2M reduction in spend based** on clinical improvements and avoided readmissions for the CoagMgr subset of patients.\*



\*Results are based on an evaluation by one local hospital.

\*No readmissions were reported for previously hospitalized patients on standard management after switching to CoagMgr.

Based on the success of the CoagMgr program, Iowa Heart adopted CoagMgr as the **new standard of care** for anticoagulation management, and continues to enroll new patients each month. Iowa Heart is also using WebCareHealth for remote patient monitoring of patients with heart failure and AFib.

## ABOUT THE AUTHORS

Teresa Sieck MPAS, PA-C, PhD is the CEO and President, Chief Medical Officer, and Co-Founder of WebCareHealth. She is an executive healthcare leader and clinician dedicated to identifying solutions that assist clinicians in the recognition of gaps in care and opportunities to improve patient care.

Sam Ayres MBA, CMPE is the Market Director of Clinic Operations for Iowa Heart Center, part of MercyOne Central Iowa. He is responsible for guiding improvements in operations, quality, patient satisfaction and colleague engagement, and expanding services and access to care.

## WEBCAREHEALTH

WebCareHealth has developed remote monitoring software solutions that represent a dramatic shift in the way you manage heart failure, anticoagulation, and chronic disease patients. Our solution was developed with clinical knowledge to deliver measurable, positive clinical and financial outcomes while creating a better experience for people with chronic conditions. For more information, visit [www.webcarehealth.com](http://www.webcarehealth.com).

## ABOUT IOWA HEART

The Iowa Heart Center has been providing expert cardiac care to the people of Iowa since it was founded as a one-physician practice in 1970. And throughout its history, dedication to hiring expert providers, progressive leadership and a partnership with Mercy Medical Center has helped Iowa Heart Center grow to one of the premier cardiology, vascular, and cardiovascular surgery practices in the nation. To learn more, visit [www.iowaheart.com](http://www.iowaheart.com)