

# OMRON Hypertension Plus

Service Definition

G-Cloud

2020-2021

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OMRON



# Introducing **Hypertension Plus**: a digital solution for hypertensive patients

## Hypertension in UK

- ▶ It is estimated that hypertension costs the NHS £2.1 billion per year, this figure increases when you take into consideration the impact on wider society.
- ▶ Failure to control hypertension will lead to increased pressures on primary and secondary care resources across CCGs.
- ▶ In April 2019, GP blood pressure QOF targets were changed to 140/90mmHg presenting a tougher challenge for GPs to meet.

## The solution – Hypertension Plus

- ▶ OMRON is the global leader for blood pressure monitoring devices; supporting clinicians and patients in their management of hypertension.
- ▶ We have developed a Remote Patient Management platform based on clinically proven self-titration techniques for hypertensive patients based on BP monitoring.
- ▶ The platform is underpinned by a unique algorithm, consistent with NICE guidelines, enabling effective and efficient clinical decision making for GPs and their teams.

## Clinical evidence

- ▶ Funded by the National Institute for Health Research Professor Richard McManus (Oxford University) led 3 clinical studies (TASMINH2/SR/4, Lancet 2018), proving the clinical value of digitally enabled self-titration for hypertensive patients.
- ▶ These randomised control trial studies demonstrated a 5.4mmHg reduction vs. usual care within 6 months.
- ▶ The TASMIN studies have shaped the design of the OMRON Hypertension Plus solution.

## HYPERENSION Plus: KEY AREAS OF IMPACT



### HYPERTENSIVE POPULATION

Provides improved management of care to increase the number of hypertensive patients with controlled hypertension.



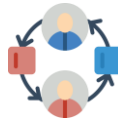
### PATIENT EXPERIENCE

Increased understanding of blood pressure management and active engagement in resulting treatment plans.



### ANNUAL SPEND

5mmHg reduction in the average population blood pressure could save an estimated 45,000 Quality Adjusted Life Years, and save £850m on related health and social care costs.



### GP WORKFLOW

Expert primary care modelling has shown Hypertension Plus results in an estimated 35-40% fewer face to face GP appointments.

# How Hypertension Plus works for you

OMRON has built a reputation as the leading global manufacturer of blood pressure monitors. OMRON's new hypertension management solution, Hypertension Plus goes beyond hypertension tracking, increasing the quality of care provided to patients and reducing the workload of clinicians.

## Patient app key stages:

1. GP agrees treatment plan for a patient diagnosed with hypertension.
2. The patient uses a blood pressure monitor to take blood pressure at home and record the result in the Hypertension Plus app.
3. The Hypertension Plus app sends reminder notifications to patients based on treatment plan and provides lifestyle advice to support self-care/management.

## Benefits:

- Less travel to/time spent at GP practice.
- Improved management of hypertension.
- Clinical advice at the touch of a button.

## Hypertension Plus: Reducing GP appointments

### Patient management engine

- Rather than sending blood pressure results to GP for action, the clinically approved algorithm will create treatment plans for the GP to approve, including medication titration.
- Once patient downloads Hypertension Plus app and inputs blood pressure information into app, the decision support tool helps GPs by sending the following to patients:
  - Reminder notifications.
  - Medication alerts.
  - Dosage adjustments.
  - Lifestyle coaching.
- Once approved, the patient will receive information via the app and progress to the next stage of the treatment plan without needing a GP appointment.

## GP dashboard key stages:

1. Approves system generated treatment plan for patient.
2. Receives real time data on patients including BP trend and medication intake, and can decide to alter plan via app (remotely).
3. Ranks priority patients for GPs and recommends next steps/medication titration for GP to approve.

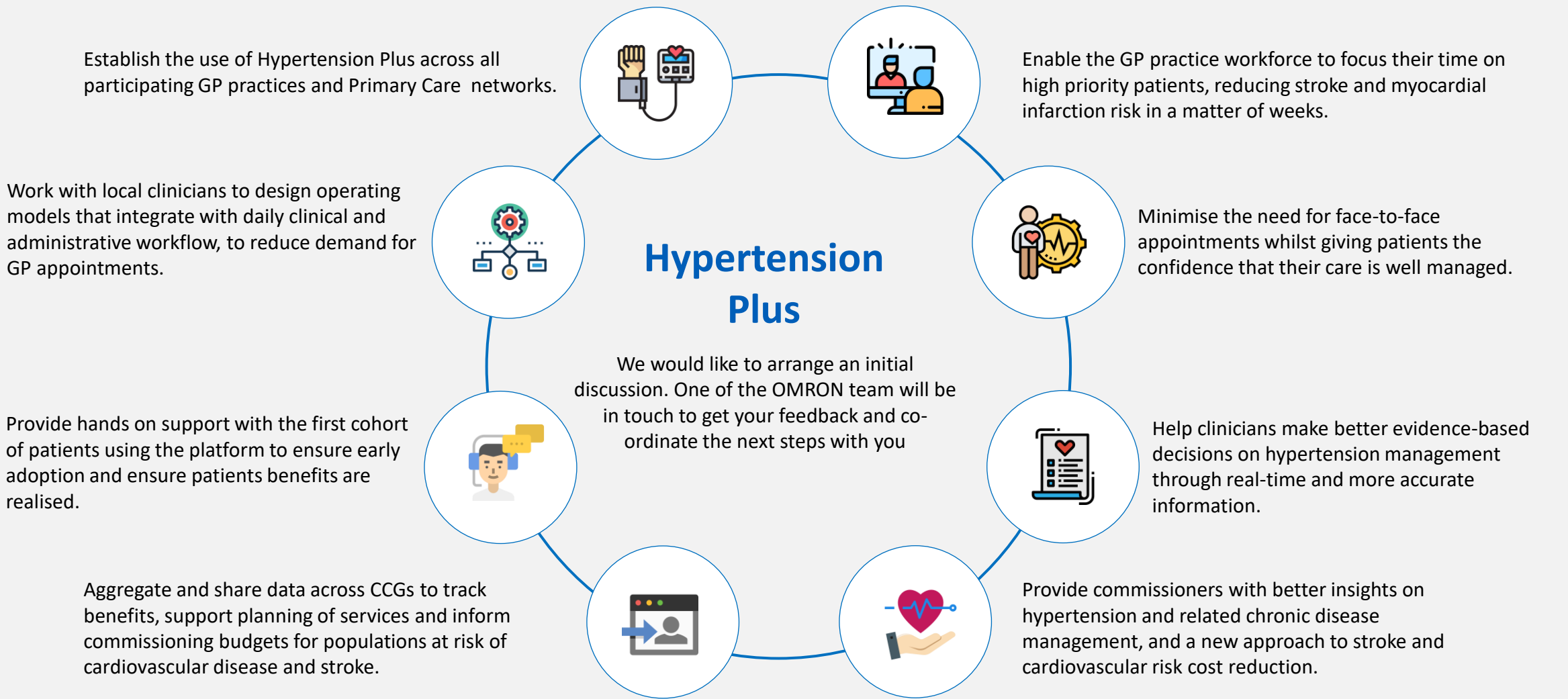
## Benefits:

- Reduced workload and time spent with patients due to decision support tool.
- Achieve new QOF targets with less resources.
- More controlled hypertension patients.

# Supporting your CCG to launch Hypertension Plus

## What we will do

## What this will deliver



# About Omron Healthcare

The OMRON Healthcare mission is to help realize healthy and comfortable lives for people around the world.

How do we bring this to life? We want to create an environment where we minimize the current medical impact that certain conditions have on people's daily lives and create more room for quality of life. Each of our actions and products pursues this mission and is a step towards improving people's lives around the world.



Our Going for Zero vision tells us to do everything we can to minimize the effects of a patient's healthcare condition. To enable them to get more out of their lives because they aren't controlled by their condition.

With the help of the products and innovations OMRON Healthcare provides we want them to have to make less compromises in what they want to achieve in life. We have captured the essence of our vision in our 'promise'. This promise brings our vision into concrete action. It clearly states our commitment to our people and the world: "We strive to minimize the impact that health conditions have on our lives. Constantly striving for a better quality of life without compromises. Always going for zero."