

REMOTE PATIENT MONITORING PRODUCT COMPARISON

	SPHYGMO	TIMEDOC	WHEELER GROUP	WITHINGS
Designed specifically for safety net organizations?	• • • • •	• • • • •	• • • • •	• • • • •
Are there safety net organizations currently working with the platform?	1 PCA/HCCN: PA	2 PCAs/HCCNs: FL & IL	3 PCAs/HCCNs	4 FOHCs: AZ, CA, IN & PR
When was the platform founded?	2016	2015	2007	2009
FEATURES				
Proprietary app	YES	YES	NO	YES
Cellular enabled device compatibility	• •	• • • • •	• • • • •	• • • • •
Bluetooth enabled device compatibility	• • • • •	• • • • •	• • • • •	• • • • •
RPM device management solutions built in	• • • • •	• • • • •	• • • • •	• • • • •
Verified vendor partner for HRSA Hypertension Grant	• • • • •	• • • • •	• • • • •	• • • • •
Partnership with device vendors	• • • • •	• • • • •	• • • • •	• • • • •
Compatibility with approved devices on validatebp.org	• • •	• • • • •	• • • • •	• • • • •
Built-in notification features from program	• • • • •	• • • • •	• • • • •	• • • • •
Out-of-the-box functionality of RPM devices	• • • • •	• • • • •	• • • • •	• • • • •
Secure messaging for providers and patients	• • • • •	• • • • •	• • • • •	• • • • •
INTEGRATION & SUPPORT				
Integration with EMRs	• • • • •	• • • • •	• • • • •	• • • • •
Training component for health center staff	• • • • •	• • • • •	• • • • •	• • • • •

RPM PRICING COMPARISON

SPHYGMO

- No installation or maintenance fees.
- No minimum and no maximum on devices. \$5 dollars per patient per month.
- More than 1000 patients per year would lower the pricing to \$2-3 dollars per patient per month.
- Sphymgo is willing to work with FQHCs to align their product with current budgets.

TIMEDOC

- **Installation Fee:** TimeDoc's standard implementation fee is \$3,000. However, discount for groups waives this fee, given the contract is returned within a certain period of time. (Usually 4 weeks from when the contract is sent.)
- **Equipment Fees:** \$80 per cell-based device provided by the vendor. \$90 if delivered directly to the patients.
- **Monthly Fee:** \$8 a month per device to have it managed by their software solution, and for it to communicate by cell chip that is hosted by AT&T.
- **Additional Fees** (troubleshooting, training on product):
 - All other training and support is provided by TimeDoc at no extra cost.
 - The device manufacturer has a robust troubleshooting line that patients can call if needed, where the average wait time is 15 seconds
 - TimeDoc provides detailed training and resources on RPM workflows, call scripts and best practices.

WHEELER GROUP

- RPM reimbursement through CPT codes.
- No installation fee.
- **Monthly Fees:** These start at \$20 per patient and are on a monthly billing cycle.
- **Equipment Fees:** \$89 for BP cuffs, \$89.50 for Blood Glucose for first months and \$12.50 afterwards.
- **Additional Fees:** Training is free in person or through Zoom. Support includes chat services within the platform and a 1-800 support line for the end user.

WITHINGS

- **EMR Interface fee:** \$20,000 one-time up front fee
 - **Platform fee** (includes data transmission into EMR): \$4 per patient per month with a yearly minimum fee of \$15,000/year
- **Non-EMR Interface Pricing - MedPro Care web dashboard only**
 - **MedPro Care Platform:** \$4 per patient per month (no yearly minimum required)
- **Device costs:** BPM Pro = \$90; Body Pro = \$75
- For patients, the vendor provides onboarding printed material, videos, and a SMS digital onboarding assistant (optional). Withings also has dedicated customer support team for any device issues.
- For providers, a dedicated Customer Success Manager (CSM) to help ensure a successful launch and continued success. The CSM will also work to train staff and provide platform update announcements. The CSM can also be the point of contact for any escalation needs.

