



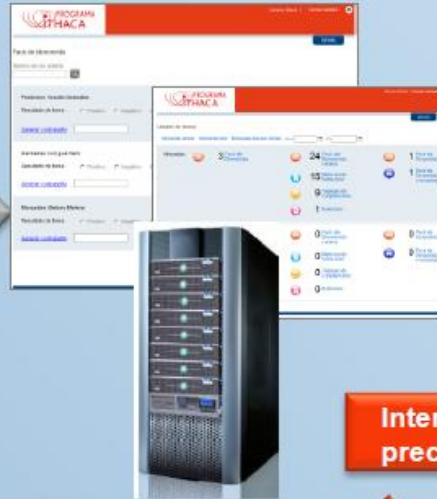
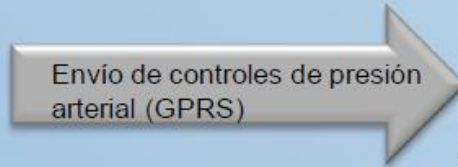
MOMENTUM

Critical Success Factors and the ITHACA project

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ithaca



Profesional
Call Center

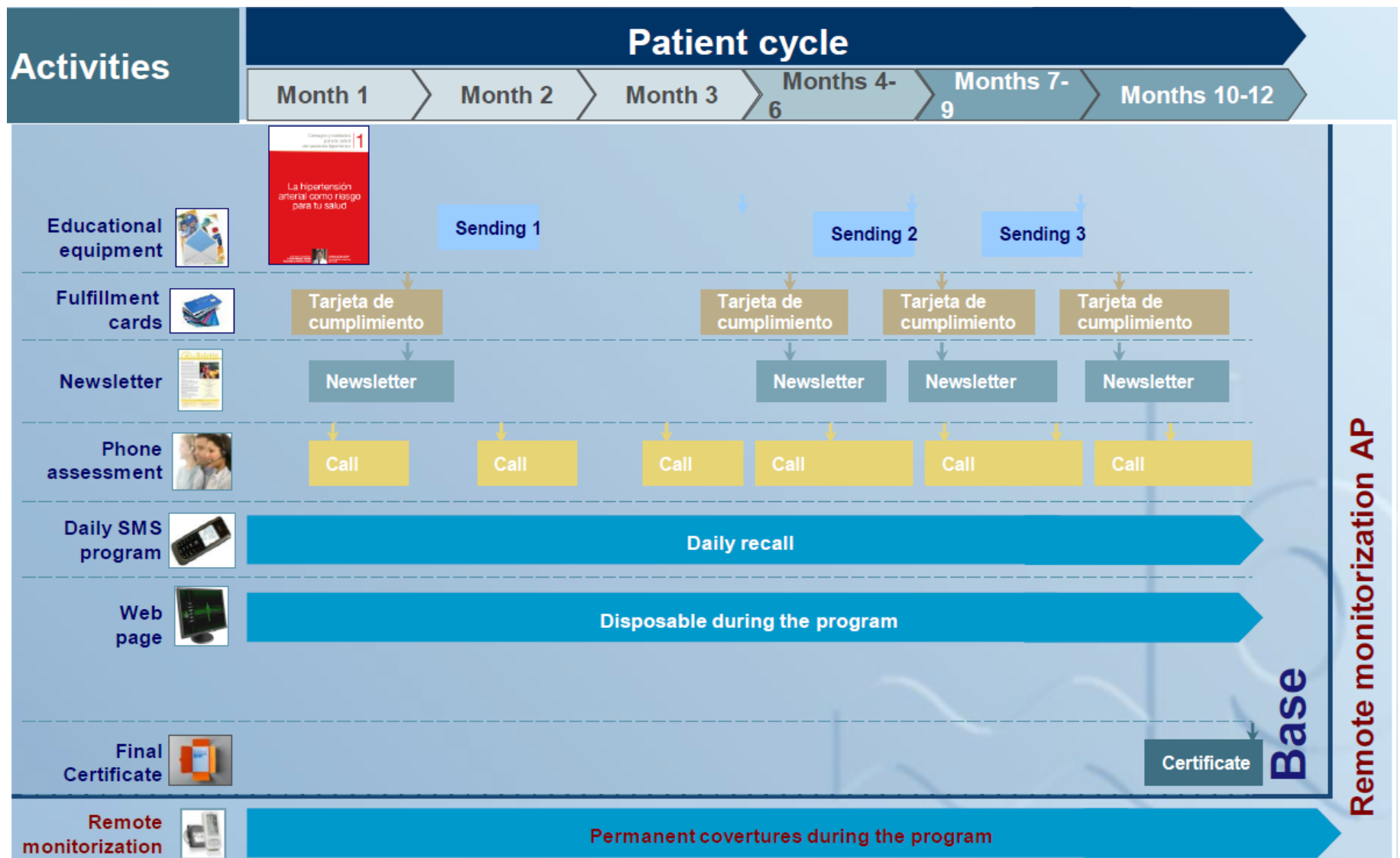


Información / Educación al
paciente



Intervención médica si se
precisa





Study Groups Patients, %	Period	Control N=500 (66.7%)	Intervention N=250 (33.3%)	p	Subgroup RM*
Systolic blood pressure, mmHg	Initial	139.1 (16.9)	139.6 (16.8)	NS	139.9 (17.1)
	End	137.7 (13.4)	134.3 (15.4)	0.002	134.2 (17.6)
	Difference**	-1.4	-5.3		-5.7
Diastolic blood pressure, mmHg	Initial	80.3 (11.0)	80.2 (11.1)	NS	81.2 (11.3)
	End	79.6 (9.1)	77.6 (9.2)	0.008	78.6 (10.3)
	Difference**	-0.7	-2.6		-2.6
Body mass index, kg/m ²	Initial	30.7 (4.1)	30.6 (5.1)	NS	30.9 (4.8)
	End	30.2 (4.8)	30.5 (4.9)	NS	30.0 (4.8)
	Difference	-0.5	0.1		-0.9
Fasting glucose, mg / dL	Initial	111.9 (30.1)	110.9 (30.1)	NS	109.1 (28.8)
	End	109.1 (31.3)	108.6 (30.5)	NS	108.3 (28.1)
	Difference	-2.8	-2.3		-1.8
Total Cholesterol, mg / dL	Initial	207.2 (33.9)	205.4 (34.5)	NS	206.1 (33.2)
	End	206.3 (39.5)	201.4 (35.8)	0.016	203.6 (32.1)
	Difference**	-0.9	-4.0		-2.5
LDL cholesterol, mg / dL	Initial	130.3 (36.2)	129.9 (32.8)	NS	130.1 (31.1)
	End	128.7 (34.2)	125.5 (32.3)	0.008	125.6 (30.7)
	Difference**	-1.7	-4.4		-4.5

Study Groups Patients, %	Period	Total N=750 (100%)	Control N=500 (66.7%)	Intervention*** N=250 (33.3%)	p	Subgroup RM*
Compliance	end	76.9%	71.4%	87.9%	<0.001	88.6%
	initial	52.9%	53.1%	52.5%	NS	49.8%
Degree of BP control	end	56.1%	55.6%	63.2%	<0.001	63.8%
	difference **	3.2%	2.5%	10.7%		14.0%

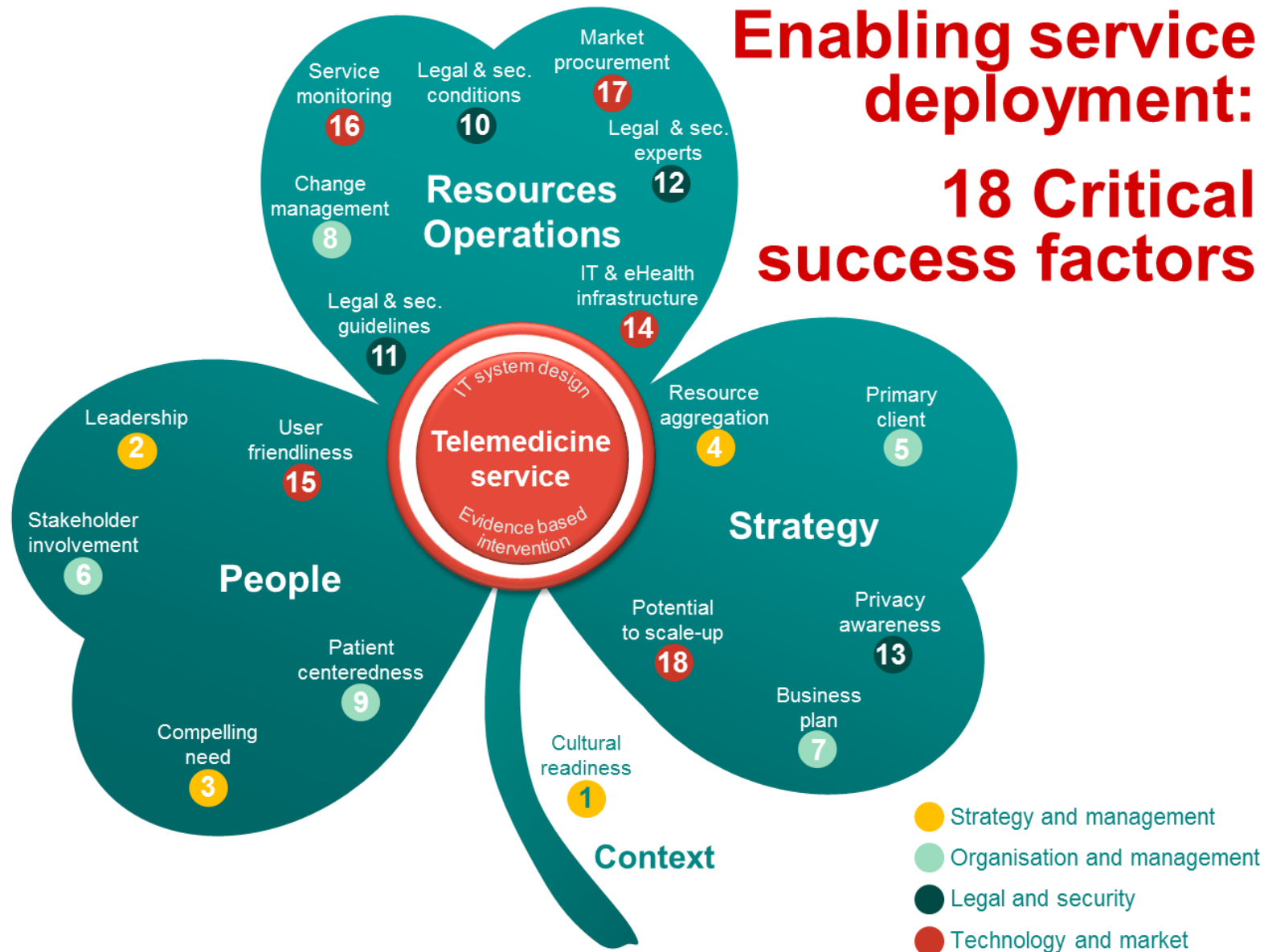
- 2,3 visits

-65 €

Study groups	Total of the series studied			Total N=750 (100%)	Control N=500 (66.7%)	Intervention N=250 (33.3%)	p	Subgroup RM*
	Total cost	Cost (%)	Use (%)	Unit/cost	Unit/cost	Unit/cost		Unit/cost
Doctor visits	6706	40.4%	100,0%	290.0 (210.1)	308.1 (241.4)	253.9 (151.6)	0.001	249.1 (139.2)
Laboratory Tests	578	3.4%	71.4%	25.9 (25.6)	26.2 (28.1)	25.4 (19.8)	NS	23.1 (18.1)
Conventional radiology	235	1.4%	35.3%	12.7 (22.0)	13.2 (22.5)	11.8 (21.1)	NS	10.4 (17.6)
Complementary test	231	1.4%	12.8%	6.2 (18.7)	6.1 (19.6)	6.3 (16.9)	NS	6.0 (15.5)
Referrals	8811	53.2%	74.2%	85.9 (113.8)	88.7 (120.2)	80.3 (99.9)	NS	76.4 (101.5)
Total health costs	16563	100,0%		420.9 (304.1)	442.4 (343.1)	377.9 (199.2)	0.002	365.0 (196.2)

Values expressed as mean (SD: standard deviation) or percentage, P: statistical significance, NS: not significant; RM: patients in the home remote monitoring subgroup (N = 110); *: No statistically significant differences between the intervention group and subgroup in RM; Use: percentage of resource use

Enabling service deployment: 18 Critical success factors



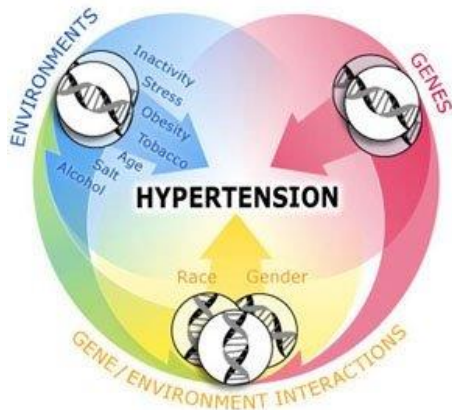
Strategy and management



Cultural readiness



Leadership

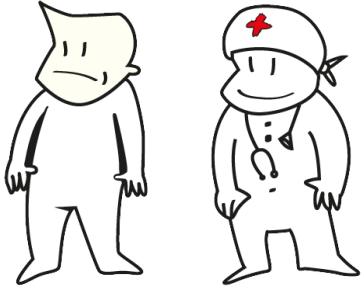


Compelling need



Resource aggregation

Organisation and management



Primary client



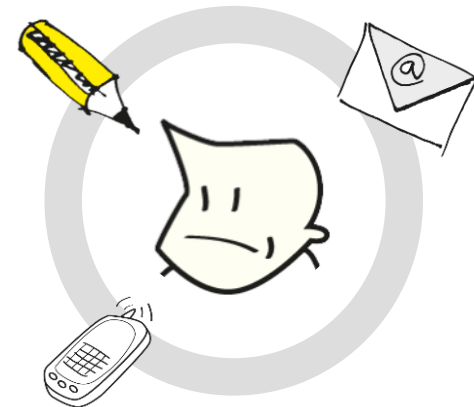
Stakeholder involvement



Business plan



Change
management



Patient
centredness

Legal and security



Legal condition



guidelines



experts



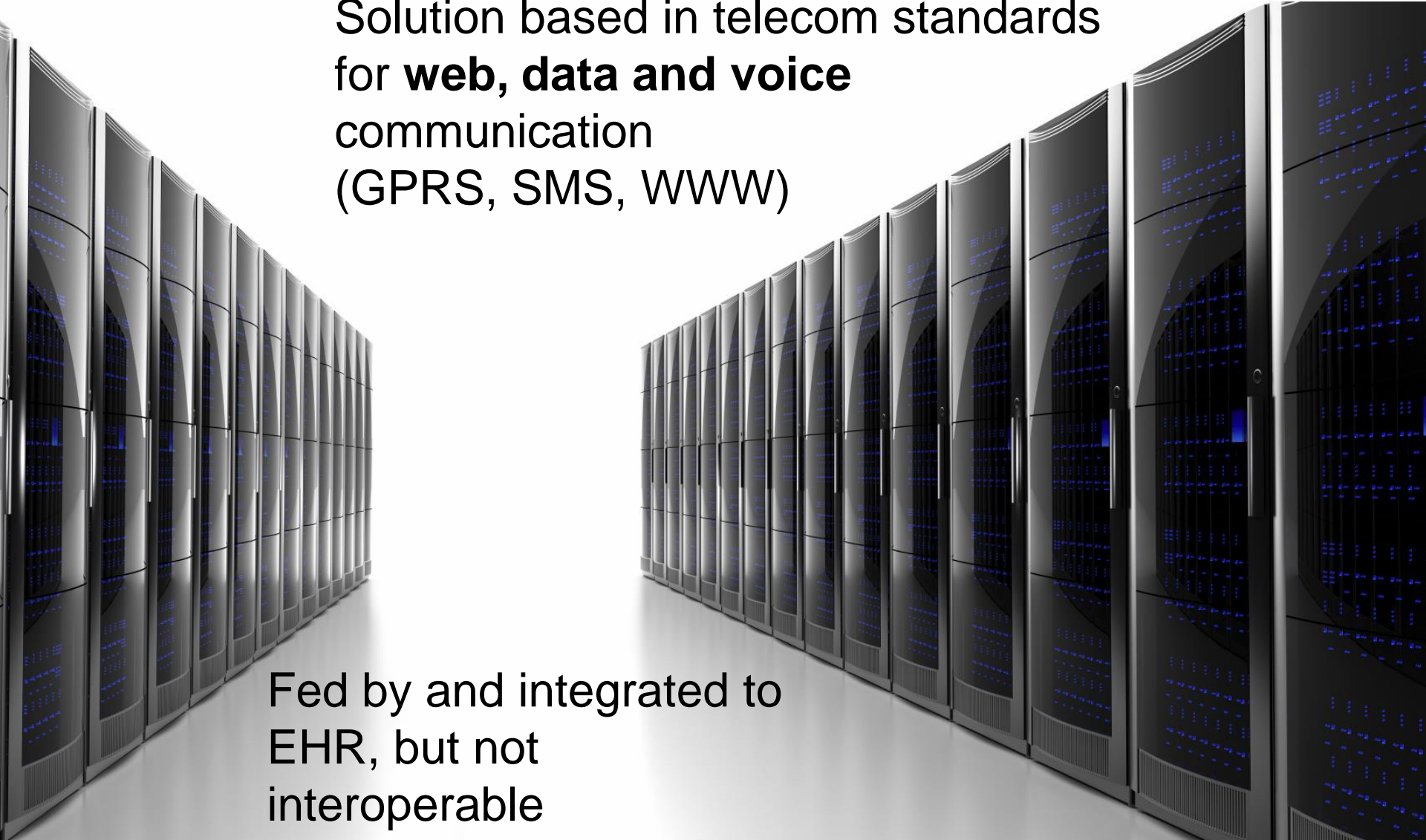
Privacy awareness

14

IT and Ehealth infrastructure

Solution based in telecom standards
for **web, data and voice**
communication
(GPRS, SMS, WWW)

Fed by and integrated to
EHR, but not
interoperable



15 User friendly

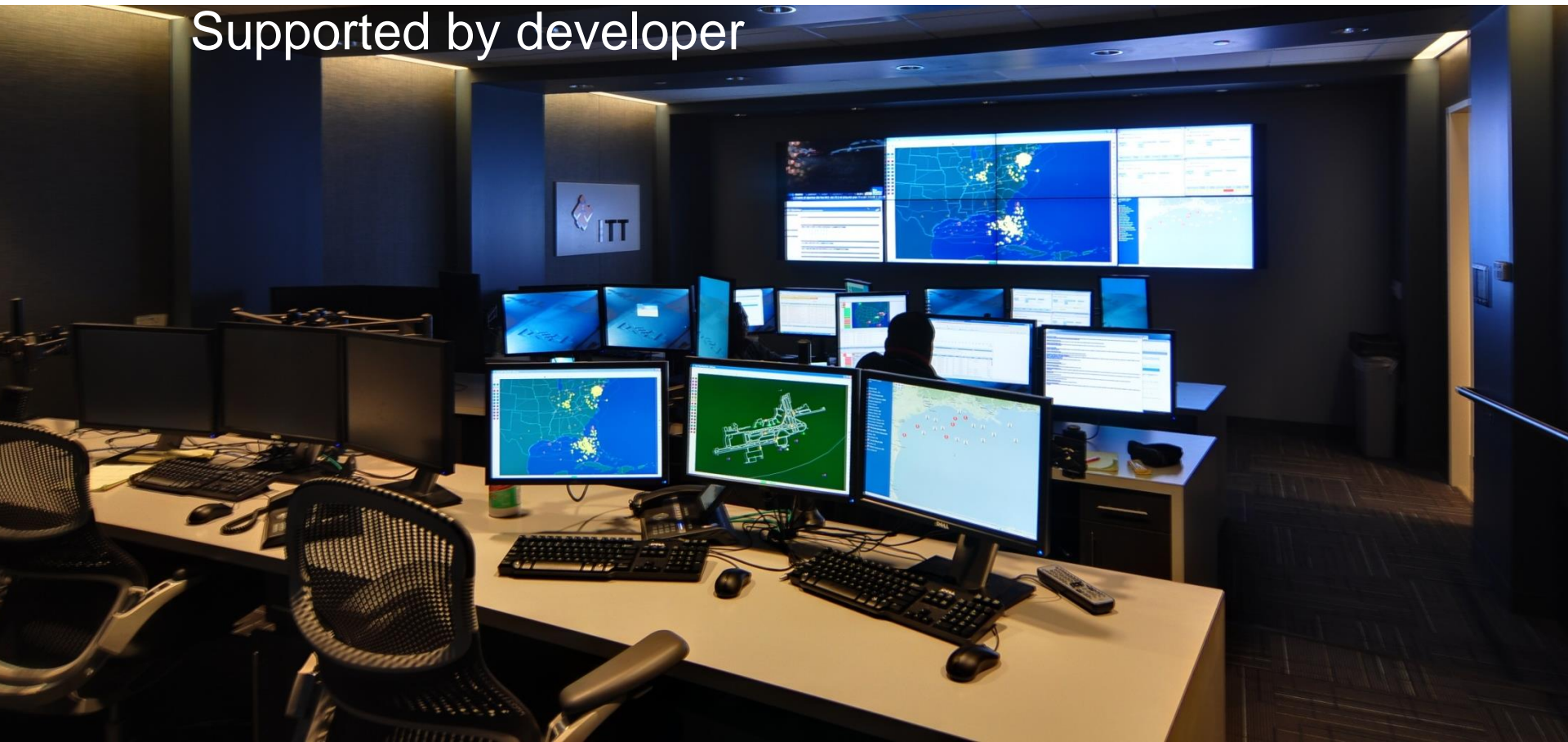


Easy and **multimodal design**

16 Monitor the service



Supported by developer





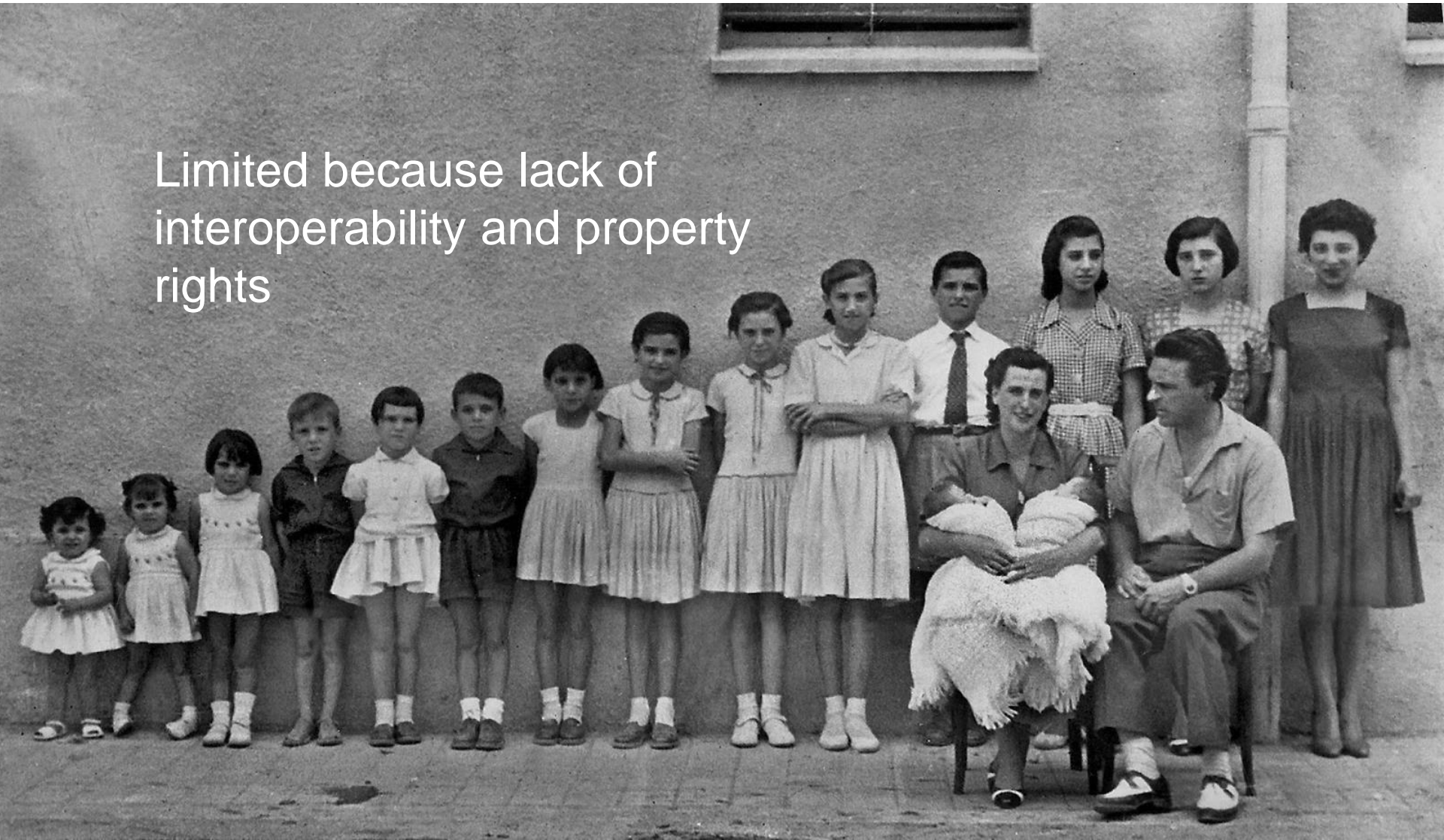
17

Good practices in vendor relations

Short term agreement.
Long term potential disputes

18 Potential for scale-up

Limited because lack of interoperability and property rights



Merci!

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