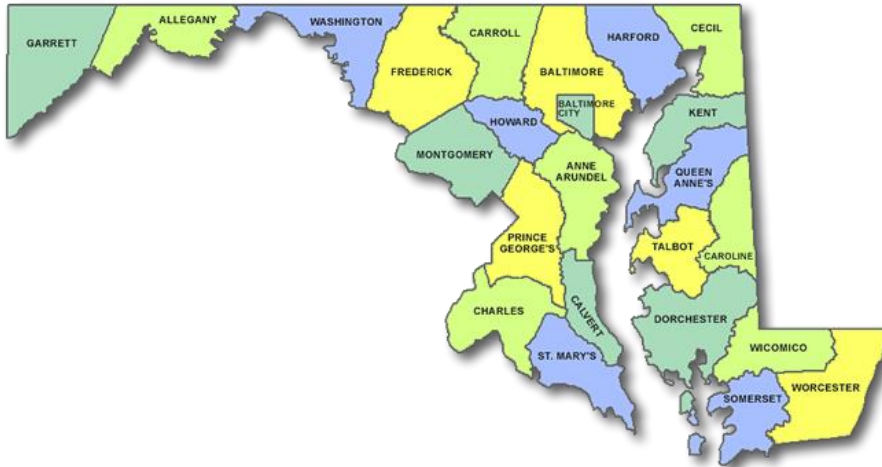


# A new era of health care



## MARYLAND DEMOGRAPHIC DATA

- Population: 5,976,407
- % below poverty: 9.8
- Median household income: \$73,538
- % non-Hispanic white: 53.3
- % Medicaid Patients: 24
- % High Utilizers: 23
- Top three causes for readmissions (%):
  - Sepsis: 5.4
  - Heart failure: 4.8
  - Mood disorders: 4.5

Under a new Medicare Waiver, hospitals are taking new approaches to care to ensure that Marylanders receive the right care, at the right time, in the right place. To do this, they are extending their reach beyond their four walls and into communities to provide integrated, practical, proactive and personalized care based on the unique needs of the populations they serve.

This innovative, far-reaching model of health care delivery (commonly called “population health”) holds the promise to keep people healthier, improve the direct care experience for those who are sick, and reduce the overall cost of providing care for all.

Examples of these initiatives include practical, impactful changes for patients, such as:

- bedside prescription delivery before discharge
- pre-scheduled follow-up appointments
- personalized care plans
- proactive health coaching
- Advanced telehealth options
- Mobile health delivery services
- Remote patient monitoring
- Predictive patient risk modeling