

January 2000

Volume 29

Number 1

An MWC/Allied
Healthcare Group Publication

Clinical Lab Products®

Disease Management Diabetes

Diabetics get wired

Diabetics who have been looking forward to communicating their blood glucose test results to their doctors' via the Internet will be pleased to hear that the wait will soon be over.

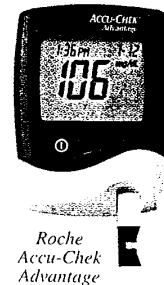
In November the Food and Drug Administration cleared a device that allows diabetics to communicate with their caregivers through a phone line that ties into a web site. The result should be fewer trips to the physician's office for diabetic patients without a corresponding decrease in communication with their caregiver.

The appliance, made by Health Hero Network Inc., a privately held e-health company in line to connect their glucose meter to a secure data center that can be accessed by clinicians through the Internet. It is the first time the FDA has cleared such a device.

The Health Buddy appliance, with an LCD screen and buttons, employs the same technology that retailers use to process credit card approvals. Health Hero has developed interfaces so that five of the most popular glucose monitors can download information to the web site. The monitors that can interface are: LifeScan One Touch Profile, LifeScan One Touch II, MediSense Q.I.D., Roche's Accu-Chek Advantage and Bayer Glucometer DEX. Health Buddy

collects and transmits patient biometric data, gathered by blood glucose meters, and makes it viewable via the Internet to the patient's healthcare provider.

The Health Buddy also transmits to the patient personalized healthcare reminders and questions from their care provider. The multiple choice or yes-and-no ques-



Diabetes, the fourth-leading cause of death by disease, and its complications are estimated by the American Diabetes Association to cost the U.S. healthcare system \$100 million annually.

Clearly, not enough is being done to uncover, treat and eradicate this pervasive of all chronic diseases.

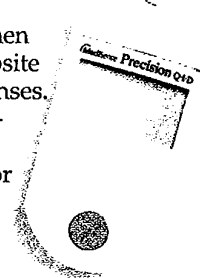
How can the lab help? While the majority of glucose testing is performed by individual diabetic patients, many important measures that add to the quality and longevity of a diabetic's life are being overlooked. For example, the fasting blood glucose numbers for a diabetes diagnosis were changed recently by the American Association of Clinical Endocrinologists from 140 to 126. Too many diabetics are ignoring their need for regular hemoglobin A1C, microalbumin and lipids tests.

In this month's disease management section, we look at a few new and overlooked solutions for diabetes management. From home hemoglobin A1C tests to non-invasive glucose monitors, there's a lot to keep track of. We hope this new section helps.

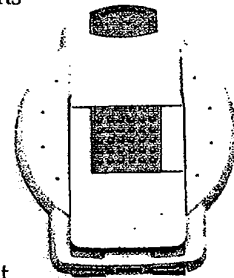
tions can range from the very specific to, "How are you feeling today?" Care managers can then log onto the Health Hero website to assess their patient's responses. Responses are graphically depicted to indicate a patient's signs and symptoms, behavior and trends. Information is downloaded automatically in the middle of the night. A blinking screen on the Health Buddy in the morning means there are new questions for the patient to answer. The system is designed to help healthcare professionals focus on and modify the treatment plans of patients who require more intense monitoring.

An ongoing dialogue between caregiver and patient combined with biometric readings creates a more complete picture of the overall health status of chronically ill patients, which is key to keeping them healthy and out of the hospital," said Steve Brown, founder and CEO of Health Hero.

Although it is FDA-cleared, Health Hero use is not currently reimbursed for by Medicare or insurance. The company is targeting the managed care market where the HIPPA-compliant system could be used as a tool to better monitor patients' health while cutting costs. The technology is currently being used at a number of sites including Mercy Healthcare Sacramento (part of Catholic Healthcare West) and Santa Clara County IPA and Medical Group in San Mateo, Calif.



MediSense Q.I.D.



Bayer Glucometer DEX



LifeScan One Touch Profile



LifeScan One Touch II