



REMOTE PATIENT MONITORING

# BETTER CARE BETWEEN VISITS

Two service models. One powerful platform.  
Better outcomes between visits, and the  
revenue follows.

RPM ESSENTIALS

RPM COMPLETE



## THE PROBLEM

# BETWEEN VISITS, CLINICIANS ARE FLYING BLIND

Chronic disease patients are seen for an average of 18 minutes, every three to six months. Blood pressure and oxygen levels can fluctuate before the next appointment. Glucose can trend dangerously for weeks. Weight changes signaling a CHF exacerbation go unnoticed until an ER visit.

Remote patient monitoring creates a clinical safety net that works every day—not just on appointment days.

### Follow-Up Visits

When readings fall outside thresholds, providers can act quickly—scheduling a follow-up before a condition escalates.

### Medication Adjustment

Real-time BP or glucose data enables timely medication adjustments without waiting for the next office visit.

### Diagnostic Orders

Threshold alerts prompt clinically appropriate orders—EKGs, Holter monitors, stress tests—before a patient deteriorates.

### Hospital Admissions

Providers can initiate direct hospital admissions—avoiding preventable ER visits and reducing readmission risk.

### Emergency Reduction

Proactive intervention means fewer emergency visits, lower readmission rates, and better chronic disease outcomes.

### Billable Encounters

Proactive intervention creates additional billable encounters—office visits and diagnostics that would otherwise not occur.

# 18

## MINUTES PER VISIT

Average face time with a chronic disease patient—every 3 to 6 months. RPM fills the gap every day in between



## MULTIPLE DEVICES

Hypertension: Blood pressure cuff • CHF: Digital scale • Diabetes: Glucometer  
COPD: Pulse oximeter • All cellular-connected, no Wi-Fi required.

THE OPPORTUNITY

# THREE REVENUE STREAMS, ONE PROGRAM

ARIA Population Health generates Medicare revenue through three distinct streams. Most practices see approximately \$70 per enrolled patient, per month.

Five hundred patients at 40% enrollment would equate to \$14K–\$15K gross/month, or approximately \$168K+ per year.



1

## Direct RPM Billing

Monthly CPT® reimbursements for device supply, monitoring time, and patient engagement.

## 2026 CPT® Codes

Lower billing thresholds introduced in 2026 lead to higher reimbursements. Medicare is prioritizing remote patient monitoring.

2

## Efficiency & Revenue

Earlier intervention generates billable encounters—follow-up visits, diagnostics, medication adjustments—that might otherwise not occur.

## Real-World Results

In a case study, one CGM client reported a 15% annual practice revenue increase after implementing ARIA Population Health.

3

## MIPS & Quality Bonuses

RPM moves the needle on blood pressure control, HbA1c, and readmissions—the exact measures practices are already scored on.

## Revenue Example

Practice revenue hinges on enrollment. With 500 Medicare patients, 40%–70% enrollment could generate an annual \$168–\$294k.

# \$70

PER PATIENT/MONTH

Estimated new Medicare revenue for your practice when employing remote patient monitoring through ARIA Population Health



## CODING SUPPORT

Monthly billing reports guide your team on CPT® coding. Ask about ARIA RCM Services to have billing fully managed on your behalf.

# THE RESEARCH IS CLEAR

# 53%

CARDIAC  
READMISSION  
REDUCTION AFTER  
90+ DAYS RPM

*Zinzuwadia, Wessler et al. BMJ  
Innovations, 2024*

# 70%

RELATIVE  
INCREASE IN  
PATIENTS ACHIEVING  
BP GOALS

*Feldman et al. JACC:  
Advances, 2025*

# 71%

RPM PATIENTS  
ACHIEVED  
CONTROLLED BP AT  
12 MONTHS VS. 58.1%  
STANDARD CARE

*Petito et al. npj  
Hypertension, 2023*

*Health Affairs, Tang et al., 2025 — 754 Primary Care Practices · 877,708 Medicare Patients*

# 20%

INCREASE IN  
MEDICARE REVENUE  
AFTER ADOPTING  
RPM PROGRAM

# 3.8%

MORE PRIMARY  
CARE VISITS—  
RPM DRIVES  
ENGAGEMENT

*Mayo Clinic / Massachusetts General Hospital, 2025*

Remote patient monitoring coupled with technology-enabled, guideline-directed care reduced total cost of care and utilization.

Uncontrolled hypertension costs ~\$2,500 per patient per year. Uncontrolled diabetes costs ~\$3,761 per patient per year.

Remote patient monitoring addresses both directly.

## SERVICE TIERS

# TWO MODELS, EVERY PRACTICE COVERED

Both tiers include cellular-connected devices shipped directly to patients. No Wi-Fi or smartphone required. The option for charge entry directly into your practice management system is available, too.

### RPM ESSENTIALS

ARIA enables. Practice operates.  
Flat rate per patient per month.

### RPM COMPLETE

ARIA runs everything for a percentage rate—we only get paid when you do.

#### RPM ESSENTIALS DEVICES

ARIA supplies and ships devices—blood pressure cuffs, pulse oximeters, glucometers, digital scales. Pre-configured, no Wi-Fi needed.

#### RPM ESSENTIALS PLATFORM

Provider portal, dashboard, care plan templates, clinical protocols, compliance infrastructure, and nurse QA program support.

#### RPM ESSENTIALS YOUR TEAM LEADS

Practice staff manages enrollment, monitoring, engagement, and billing. ARIA provides training and compliance support.

#### RPM COMPLETE FULLY MANAGED

Our clinical team manages enrollment and devices, monitors readings, handles engagement and escalations, and delivers billing reports.

#### RPM COMPLETE MINIMAL IMPACT

Best for high-volume practices with limited bandwidth.

#### RPM COMPLETE NO-RISK PRICING

Percentage-based fee. We only get paid when your practice does. Pair with ARIA RCM Services for full billing management.



### WHICH ONE IS RIGHT FOR ME?

RPM Essentials: My team will lead the program • Predictable, flat-rate pricing  
RPM Complete: ARIA manages the service • No-risk pricing

# FEATURE COMPARISON

	RPM Essentials	RPM Complete
<b>Devices &amp; Connectivity</b>		
Device procurement and fulfillment	✓	✓
Cellular connectivity (no Wi-Fi required)	✓	✓
Device retrieval and loss management	Practice-managed	✓
<b>Platform &amp; Monitoring</b>		
Provider portal and dashboard	✓	✓
Care plan templates and clinical protocols	✓	✓
Compliance-aligned infrastructure	✓	✓
Daily patient data monitoring	Practice-managed	✓
<b>Clinical Services</b>		
Nurse QA program support	✓	✓
Patient escalation management	Practice-managed	✓
Care plan execution	Practice-managed	✓
<b>Enrollment &amp; Patient Engagement</b>		
Patient enrollment and consent	Practice-managed	✓
Ongoing patient engagement and outreach	Practice-managed	✓
Staff training and onboarding support	✓	✓
<b>Billing &amp; Revenue</b>		
Optional charge entry service—no additional cost	✓	✓
Billing summary and compliance support	✓	✓
Billing execution	Practice-managed	✓

## RPM ESSENTIALS PRICING

A monthly flat rate per patient.  
Predictable cost at any scale.

## RPM COMPLETE PRICING

Percentage-based. We only get paid  
when your practice gets paid.



## EHR INTEGRATIONS

ARIA Population Health works as a stand-alone service with any EHR. Direct integration with CompuGroup Medical systems is included.

## CASE STUDY

# REAL PRACTICE, REAL RESULTS

**450+**

PATIENTS  
ENROLLED

**90%**

PARTICIPATION  
RATE

**~100%**

ELIGIBLE PATIENTS  
ENROLLED

**15%+**

ANNUAL REVENUE  
INCREASE

"Patient feedback has been overwhelmingly positive; we have seen participation of 90% of patients enrolled. Because ARIA Population Health handles patient escalations, it has reduced our staff overhead between visits while at the same time increased our office visits by identifying patients in need of more immediate care than what would otherwise be anticipated."\*

### LEAD CARDIOLOGIST

CAPITAL CARDIOLOGY, PC  
GREATER LANSING AREA,  
MICHIGAN

### Reduced Clinical Burden

Our patient escalation management reduced staff overhead between visits, freeing providers for higher-value work.

### More Office Visits

RPM identified patients needing more immediate care, driving office visits that would not otherwise have occurred.

### Treated Conditions

Hypertension, hyperlipidemia, CHF. Capital Cardiology is building upon more than 20 years of interventional cardiology excellence.

\*Customer received compensation as a referral and was told in advance that they would be featured in an advertisement.



### CAPITAL CARDIOLOGY, PC

Diagnostic and interventional cardiology  
Greater Lansing Area, Michigan • 20+ years of experience

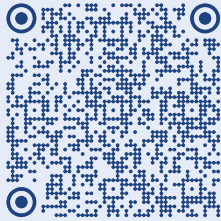


Population Health

# WE STAND WITH YOU—IN THE OFFICE AND BEYOND

**ARIA Population Health** is backed by CompuGroup Medical—a global leader in healthcare technology serving providers in more than 60 countries. Our remote patient monitoring services are fully internalized, with a single accountable team managing your program from enrollment through billing.

Ask for your personalized revenue estimate:



**Contact us to learn more**

(803) 599-6246 opt. 1

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[cgm.com/us](http://cgm.com/us)

