

Case Study: Medium Enterprise Health Care Company

Introduction

This case study of a medium enterprise health care company is based on a November 2014 survey of Philips Respironics: Trilogy Ventilator customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

“Has given us the ability to keep patients out of the hospital by using Trilogy AVAPS-AE in our NIV program targeted at reducing hospital readmissions.”

Challenges

- Purchased the Trilogy because of:
 - The Trilogy product quality and reputation
 - AVAPS AE specifically for the COPD population
 - A need to improve patient outcomes
- Looking to achieve the following challenges with the Trilogy:
 - Reduce the amount of time managing difficult patients
 - Improve patient satisfaction

Use Case

- 50-74% of their Trilogy devices are brand specific prescriptions from a Pulmonologist or Physician.
- Greater than 75% of their Trilogy patients are diagnosed with COPD.
- Evaluated the following alternative devices before purchasing the Trilogy:
 - ResMed Astral
 - ResMed Stellar
 - LTV
- AVAPS AE is the most commonly prescribed mode for Non-Invasive Ventilation COPD patients.

Results

- Patients realized the following benefits with the Trilogy:
 - Provided ease of use
 - Improved quality of life
 - Improved clinical efficacy
 - Reduced hospital readmissions
 - Increased patient adherence to therapy
- Decreased hospital re-admissions for COPD patients by greater than 75% with the Trilogy with AVAPS AE.
- Rates the following Trilogy capabilities on how differentiated they are from the competition:
 - clinical performance: differentiated
 - ease of use: differentiated
 - reliability: differentiated
 - patient satisfaction: differentiated
 - ventilation modes (AVAPS AE): highly differentiated

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Medium Enterprise

Industry:
Health Care

About Philips Respironics: Trilogy Ventilator

Philips Respironics, a global leader in the Sleep and Respiratory markets, is passionate about providing solutions that lead to healthier patients, healthier practices, and healthier businesses. They believe that effective sleep and respiratory management empowers patients to rediscover confidence and the freedom to live a fulfilling life by restoring their ability to sleep and breathe naturally.

Learn More:

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