

# RPM Success Checklist for Your Medical Practice

An RPM program is an effective way to improve clinical outcomes, patient engagement, and staff satisfaction, all while increasing revenue. Use this easy-to-follow checklist to get started.

## RPM Checklist

### 1. Agree on why you want to use RPM

- Determine your primary goal i.e., improve clinical outcomes, increase revenue, improve patient and staff satisfaction, or any/all of these.



### 2. Determine which patients in your panel to enroll. Consider patients who:

- Require transitional care or post-acute monitoring.
- Have been newly diagnosed with or suffer from chronic illness.
- Live in rural areas or have a hard time getting to the office.



### 3. Define how you will measure success

- Set measurable goals for your program:
  - Do you want 35% of patients to step down from stage II hypertension?
  - Do you want to add an additional \$40,000 in revenue this year?



### 4. Work with the right RPM partners

- Use a full-service company. Some key things to keep in mind:
  - Use easy-to-use monitoring devices.
  - Think about data, operations, integrations, and logistics needs. Data security is critical!



### 5. Train your team

- On the devices, software, and new clinical protocols.
- To coach patients on device use and to test frequently.



### 6. Enroll patients

- Provide devices during office visits, or ship them directly to patients' homes.

### 7. Getting Paid

- Partner with reimbursement and billing specialists.
- Make sure you meet all clinical and documentation requirements for CPT reimbursement.



# Add \$100,000 a Month in Revenue for your Practice\*

## 1 Understand Average CPT Reimbursement Rates

RPM CPT Code	Avg National Rate	Bill Frequency
99453	\$18.67	Once
99454	\$48.47	1x monthly
99457	\$47.17	1x monthly
99458	\$38.33	Up to 2x monthly

## 2 Determine your Number of RPM Patients

Number of Patients Using RPM	750**
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## 3 Calculate your One-Time Reimbursement for RPM Set Up

CPT Code (One Time)	Per Patient Rate	Total for all patients (One Time)
99453	\$18.67	\$14,003

## 4 Calculate Your Recurring Monthly Reimbursement

Monthly Reimbursement	Per Patient Rate (1x/month)	Total for all Patients (1x/monthly)
99454	\$48.47	\$36,353
99457	\$47.17	\$35,378
99458 (1X)	\$38.33	\$28,748
<b>Monthly Total</b>		<b>\$100,478</b>

Reimbursement Month 1	\$114,480
Reimbursement Months 2+	\$100,478

## 5 Calculate your Annual RPM Reimbursement

Annual Average Reimbursement/Patient	\$1,626
<b>Annual Reimbursement</b>	<b>\$1,219,733</b>

\* The reimbursement rates shown are based on national averages for 2024 RPM CPT codes.

\*\* Change this number to accurately calculate the reimbursement rates for your patient cohort.

