

Point-of-care testing has made self-monitoring of anticoagulation with warfarin feasible, and several trials have suggested that such monitoring might be equal to or better than standard monitoring.



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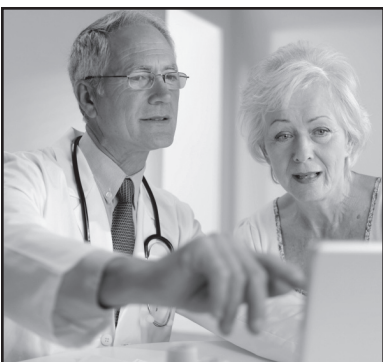
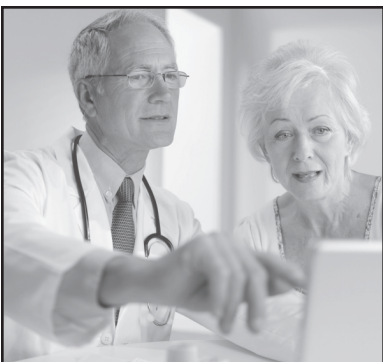
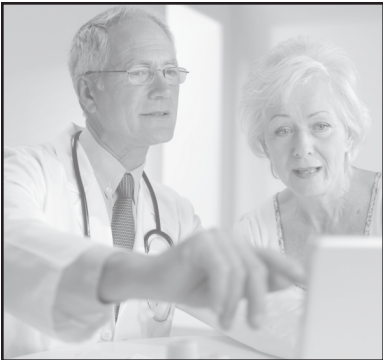
Systematic Anticoagulation Management and the Positive Impact on Your Practice

Anticoagulation therapy is the use of medication to prevent abnormal blood clotting in patients who present with a wide variety of medical issues. Some of these include heart disease, deep vein thrombosis, stroke, and heart valve replacement, among others. Systematic anticoagulation management is point-of-care testing by a healthcare provider in a clinic or office or by the patient himself. The value of point-of-care testing includes more accurate PT/INR monitoring and reporting, a higher instance of patient counseling and evaluation, and increased efficiency—both in time and dollars—for the entire process of anticoagulation therapy.

A doctor must carefully supervise anticoagulation drug therapy because it carries a number of risks and the patient needs to be monitored for complications.

Systematic anticoagulation management is an approach to anticoagulation therapy that involves the patient's participation with physicians in their own monitoring and management of determined therapeutic drug levels, of which the most popular is warfarin. Systematic anticoagulation management is proven to be a time and cost saving way for patients to manage their therapeutic ranges resulting in lower instances of complications, thereby reducing labor-related overhead costs.

With the use of point-of-care (POC), CLIA-waived anticoagulation devices, small physician groups or solo practices can affordably provide anticoagulation assessment and management. Using a POC anticoagulation device returns physician attention to treating patients rather than



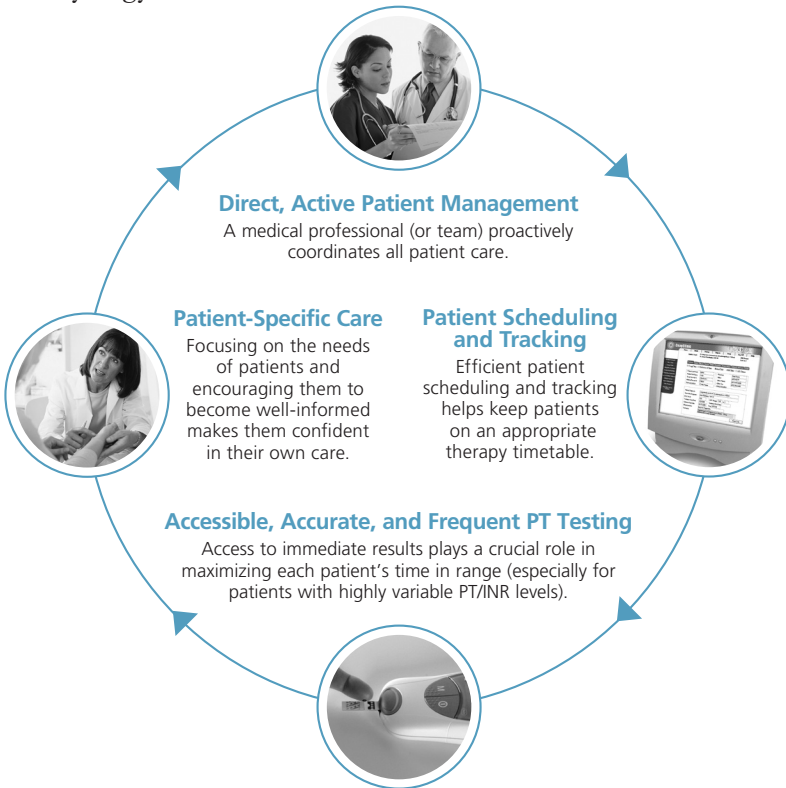
The 4 Components of Systematic Anticoagulation Management:

- Direct, active management – one healthcare professional to coordinate patient care and provide continuing patient education and quality control
- Patient scheduling and tracking – an integrated system to schedule patient testing, track results, and flag missed appointments
- Accessible, accurate, frequent PT/INR testing – may increase a patients' time in the therapeutic range (TTR). Point-of-care testing devices allow for instant PT/INR ratio results to facilitate implementation of effective management models
- Patient-specific decision support and interaction – focuses on individual patient care and provides continuing communication regarding therapy.

laboratory results and extends physician control over monitoring. These are important considerations given the high-risk disease states being treated.

Systematic Anticoagulation Management

Systematic anticoagulation management can be broken down into four components. Clinicians can adapt each SAM component to meet their unique needs, but incorporating all four components helps ensure optimum synergy and success.¹



As a result of integrating systematic anticoagulation therapy components, you may be able to:

- Significantly reduce thromboembolic and hemorrhagic events – and the costs associated with them
- Improve patient satisfaction by performing fingersticks testing which is preferred by more than 75% of those on warfarin therapy²
- Increase your patients' average time in therapeutic range by as much as 97%³
- Provide more efficient patient care by helping reduce labor-related costs³

By streamlining warfarin therapy, systematic anticoagulation management can help to significantly reduce the indirect costs of patient management. In addition, because it's more effective than routine care, systematic anticoagulation management can help reduce direct patient care costs.

In summary, a systematic anticoagulation management protocol that capitalizes on the benefits of a leading anticoagulation monitoring system can have a positive impact on your patients and your practice by:

- Improving patient satisfaction and clinical outcomes
- Enhancing practice efficiency
- Reducing the occurrence of adverse events
- Decreasing healthcare costs

1. Jacobson AK. In: Ansell JE et al., eds. *Managing Oral Anticoagulation Therapy*. 2nd ed. St. Louis, Mo: Facts and Comparisons; 2003:45:1-6.

2. Giles TD, Roffidal L. Results of the Prothrombin Office-Testing Benefit Evaluation (PROBE). *CVR&R*. 2002;23:27-28, 30, 32-33. Multicenter, prospective design study with 1951 patients (up to 50 consecutive) to assess patient, physician and physician office staff satisfaction with an office-based finger-stick method of PT testing vs. the usual method of testing in an outside laboratory.

3. Wurster M, Doran T. Anticoagulation management: A new approach. *Disease Management*, 2006;4:201-209. Interventional study conducted with 40 patients receiving chronic anticoagulation therapy in a university-affiliated primary care clinic.

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