

Stel

Cellular Vitals Hub

**Simplifying
Remote Vitals Monitoring**

Simple for Care Teams

Simple for Patients

www.stel.life | contact: sales@stel.life, 610-724-3688

Ideal Workflow for Patients and Care Teams

Frictionless for patients

Stel

Tools that just work



Epic Allscripts[®] Cerner

Simple for Patients: Plug in Hub and measure vitals



No need for:
Wi-Fi, smartphones, apps



 **Bluetooth® 5**

+ Proprietary
Passive Pairing

+ 100-ft connectivity

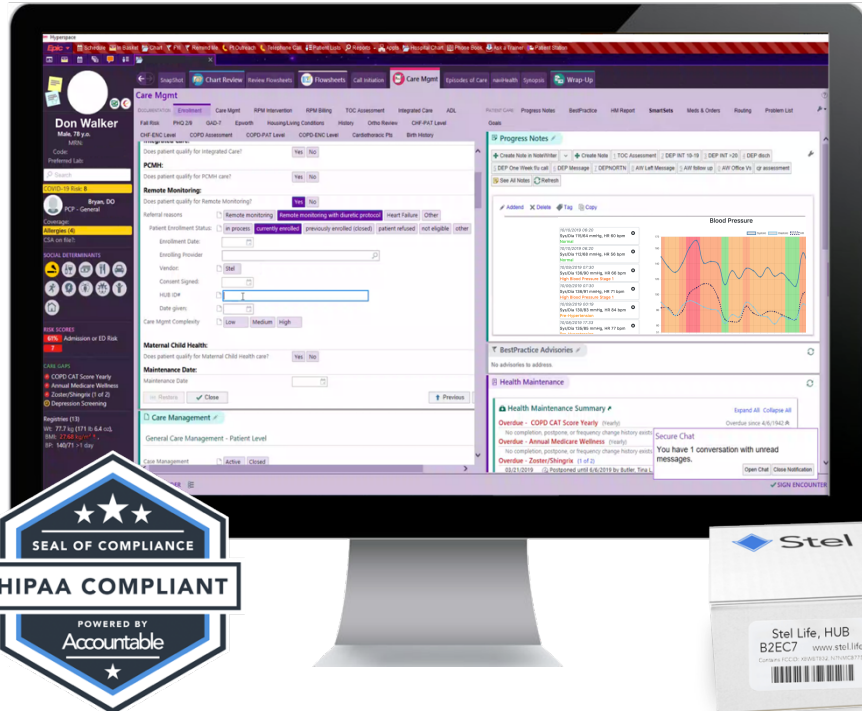
Supports all carriers:

verizon  **AT&T**

T-Mobile  **Sprint**

Simple for Care Teams:

Enter Hub ID in Records, Data where you expect it



Data is instantly pushed into Care Team's existing RPM workflow and records.

Average EHR Integration time: 1 day

Simple for Budgets:

Competition:

- Lease: \$1,250 /kit
- Services: \$190 /kit /month
- Integration: \$30,000

Stel:

\$130 /Vitals Hub

\$10 Month/ Vitals Hub



Tri-City Medical Center

ADVANCED HEALTH CARE
FOR YOU

FINANCE, OPERATIONS & PLANNING COMMITTEE



Type of Agreement	Medical Directors	Panel	X	Other: IT Solution - Remote, after care monitoring
Status of Agreement	New Agreement	Renewal – New Rates		

Vendor Name:

Area of Service: Case Management, IT, Hospital -Wide

Term of Agreement: 33 months - Begin: October 01, 2014 End: June 30, 2017

Maximum Totals: Proposed 20 patient minimum, final cost dependent on total patients enrolled and peripherals purchased:

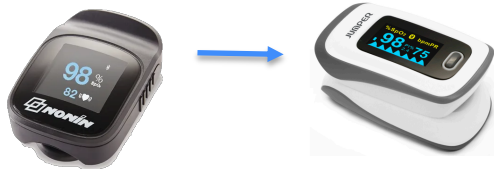
Purchase of <u>20 kits</u> @ \$1,250/kit	\$25,000
One time integration fee	30,000
Monthly fees for 20 patients for 33 months	107,580
Annual maintenance fee for 3 years	16,200
Total expected cost for 33 month term	<u>\$178,780</u>



Scaling COVID RPM Programs

Nonin - \$200

Jumper - \$40



Stel was able to integrate a new device in under a week to support a client's COVID-19 response.

Stel savings accelerated deployment to 2,800 patients.

Scaling Chronic Condition Management Programs

A pilot program conducted by one of our clients (a large hospital system):

60 High Risk CHF patients

82% reduction in hospital admissions

29.8% improvement in Length of Stay

All-Cause Readmissions:

50% reduction in 30-day

83% reduction in 7-day

Led to expansion to:
COPD, OB, Bariatric, and others

Simple for System

Flexibility to offer the best devices for your patients

Scale:

Stel Scale - \$30



IndieHealth - \$60



A&D - \$90



BP:

UA651BLE - \$60



IndieHealth - \$50



iHealth - \$50



Pulse-Ox:

Jumper - \$40



Nonin - \$200



Glucometer:

Contour - \$15



IndieHealth - \$20



Thermometer:

Pyle - \$30



Foracare - \$130



Other:

Pillsy - \$60



Most popular integrations above,
new integrations added frequently



Stel

Cellular Vitals Hub

Simplifying
Remote Vitals Monitoring



Sid Kandan
CEO



Sandy Gomberg
COO

www.stel.life | contact: sales@stel.life, 610-724-3688