



# Growing your Virtual Care Program through AI-based **Precision Patient Targeting**

## Challenge

Identify highly engaged, low care team maintenance patients to grow your virtual care program and increase revenue.

## Solution

By leveraging precision patient targeting, you pinpoint individuals most likely to engage and thrive under minimal clinical supervision, facilitating scalable growth, enhanced revenue, and improved patient outcomes.



## What is Care.IQ™

Care.IQ™ is a powerful AI-based Precision Patient Targeting model that **identifies your optimal virtual care patients**. It scores your patient data points and behavioral characteristics, identifying individual patients most likely to engage and thrive under minimal clinical supervision, enabling scalable growth.



## Precision Patient Targeting

Care.IQ™ creates **stable and manageable patient populations** that allow you to reduce hospital readmissions, ER Visits, and associated costs.

- Tier 1** ➤ **10% Super Users**  
*Highly Engaged & Predictable, Low Care Team Maintenance*
- Tier 2** ➤ **80% Average Engagement**  
*Highly Engaged & Predictable, Average Care Team Maintenance*
- Tier 3** ➤ **10% Inactive**  
*Moderately Engaged, Higher Care Team Maintenance, Unpredictable*



# The **AI-Powered** Technology Behind Care.IQ™

*How it works and the outcomes it produces*

## How It Works

### Step 1

Download our Care.IQ™ Analyzer Application. No internet is required to run this tool, ensuring all patient data never leaves your on-site security network or device.

### Step 2

Drag and drop a CSV file into the Care.IQ™ Analyzer Application to get your report identifying your patient population Super Users.



## Summary of Benefits



*Increase effectiveness of your Virtual Care program*



*Scale your virtual care population with the same resources*



*Capitalize on early reduction in virtual care support costs*



*For ACO's and MA programs, realize an immediate increase in revenue*



*Leverage your current virtual care platform (or m.Care)*

We can help jump-start your virtual care program, or grow your current program, to increase revenue and improve patient outcomes.



### Learn More Today:

To learn more about Care.IQ™ and how it can help you identify the right patients for your virtual care program, please **contact Steve Hendrix at 913.269.6452 or [shendrix@lifesciencetechnologies.com](mailto:shendrix@lifesciencetechnologies.com)**



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