



## Press Information

October 10, 2008

### **Philips and SHP announce interface to enable real-time Telehealth Benchmark Reporting**

*Philips Home Healthcare Solutions and Strategic Healthcare Programs (SHP) announce launch of electronic interface enabling on-demand Telehealth Benchmarks. At Home Care shows dramatic reductions in hospitalization rate for telemonitoring patients, as shown by new benchmarking tool.*

**Fort Lauderdale, FL— Philips Home Healthcare Solutions, of Royal Philips Electronics, (NYSE: PHG; AEX: PHI) and Strategic Healthcare Programs (SHP) announced today the market release of an electronic interface between the two companies' software applications. This interface allows data to securely flow from Philips to SHP where key management reports are provided to the shared customer. These management reports assist home healthcare providers in managing their high risk patients and documenting the benefits of patients being monitored using Philips Telehealth products and services.**

"As part of our overall solution methodology," noted Michael Lemnitzer, senior director of Philips Telehealth Solutions, "we recognize that our customers need to be able to properly document and manage their telehealth program. This interface creates a seamless link to a unique application within SHP that converts raw data into dynamic management reports to ensure the customer can track, modify, and expand their telehealth program with the knowledge that it is generating positive results."

Strategic Healthcare Programs (SHP) brings over a decade of experience reporting telehealth data to the homecare industry. Shared clients can run reports and benchmarks on-demand, choosing date ranges, diagnostic categories, and other variables of their choice. "We were extremely impressed with the attention to detail that Philips demonstrated in the development of this unique and highly accurate interface to the SHP National Telehealth Database. Philips' commitment to quality greatly enhances the integrity of the data that we report to our shared clients", said Barbara Rosenblum, Founder and CEO of Strategic Healthcare Programs.

Philips and SHP launched this new interface with At Home Care, a Medicare-certified and NYS-licensed home health agency located in Oneonta, NY. "I'm thrilled to be able to track the outcomes of our telemonitored patients using SHP's on-demand benchmark tool. Because the tool is consistent with CMS methodology, I can use validated metrics to demonstrate that our telehealth program with Philips led to a 21% reduction in our CMS-expected hospitalization rate during Q3," said Laurie Neander, CEO of At Home Care, Inc. ([www.ahcnys.org](http://www.ahcnys.org)).

The outcomes results are dramatic for the nearly 22% of At Home Care's census who were telemonitored in 2008. "The data show that our telehealth program substantially impacted our rehospitalization rate, even on our more acute patients. These numbers show it makes sense to increase the number of patients we put on telemonitoring," added Neander.

### Outcomes

Outcome: Hospitalization (risk adjusted) | Payment Type: Medicare or Medicaid | Telehealth: Comparison | Date Range: 5/1/2008 - 8/31/2008

Diagnosis: all | Group By: Month | Results To: Screen | SHP  |

	Telehealth					Non-Telehealth					Date	
	Date	Number of Events	Total Episodes	Your Rate	CMS Risk Adjusted Ref	SHP Benchmark	Number of Events	Total Episodes	Your Rate	CMS Risk Adjusted Ref		SHP Benchmark
1	May '08	2	8	25.0%	36.0%	25.4%	26	136	19.1%	32.1%	25.5%	May '08
2	Jun '08	3	15	20.0%	36.7%	28.1%	24	116	20.7%	34.1%	26.5%	Jun '08
3	Jul '08	0	9	0.0%	36.6%	25.9%	20	109	18.3%	35.7%	25.9%	Jul '08
4	Aug '08	2	13	15.4%	37.3%	20.1%	23	118	19.5%	34.6%	26.8%	Aug '08
Totals:		7	45	15.6%	36.7%	25.2%	93	479	19.4%	34.0%	26.1%	

*SHP benchmark data for At Home Care: lower rehospitalization rates for patients using Philips telemonitoring devices*

Philips Home Healthcare Solutions was recently awarded the Frost & Sullivan Growth Strategy Leadership Award in recognition of its strategic leadership and foresight into the North American remote monitoring market and its acquisitions across the home health continuum. Philips has been active in telehealth for more than eight years, offering comprehensive telehealth solutions: wireless telemonitoring measurement devices, robust clinical content—including patient education, customizable health surveys and patient stratification tools—as well as wide-ranging implementation support and innovative pricing models to help agencies build their telehealth program. For more information, visit [www.healthcare.philips.com/goto/telemonitoring](http://www.healthcare.philips.com/goto/telemonitoring).

### About Philips

Royal Philips Electronics of the Netherlands (NYSE: PHG, AEX: PHI) is a global leader in healthcare, lighting and consumer lifestyle, delivering people-centric, innovative products, services and solutions through the brand promise of “sense and simplicity.” Headquartered in the Netherlands, Philips employs approximately 134,200 employees in more than 60 countries worldwide. With sales of USD 42.5 billion (EUR 27 billion) in 2007, the company is a market leader in medical diagnostic imaging and patient monitoring systems, energy efficient lighting solutions, as well as lifestyle solutions for personal well-being. For more information, visit [www.philips.com](http://www.philips.com).

### About SHP, LLC

Strategic Healthcare Programs, LLC, based in Santa Barbara, California, offers award-winning, real-time, web-based performance data services and benchmarking for the entire spectrum of home care, serving 2,300 clients across the country. SHP is the only sole source of data and patient satisfaction services for all business lines – Home Health, Hospice, Private Duty, Home Infusion, and HME. [www.SHPdata.com](http://www.SHPdata.com).

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