

### Market Segment

- Medical Weight Management

### Medical Practice

- The Methodist Weight Management Center  
Houston, TX

### WatchBP System

- WatchBP Home Blood Pressure Monitor
- WatchBP Education Materials

### References

1. Stevens, et al. (2001) *Annals of Internal Medicine*, 134(1); 1-11
2. Mancia, et al (2001) *Blood Pressure Monitor*, 5(Suppl 1); S9-S15
3. Nietert, et al.. (2006) *American Journal of Hypertension* 19(2); 147-52.
4. Bruce, et al., (1988). *Journal of Hypertension*, 6(5); 375-80.
5. Niiranen, et al (2010). *Hypertension*, 55; 1346-1351
6. Pickering, et al. (2008). *Hypertension*, 52(1); 10-29.
7. Cappuccio, et al. (2004) *British Medical Journal*, 329 (7458); 145. Epub

\* Twenty patients participated in a pilot program.

† Thirteen patients were surveyed on their experience with the pilot program.

## Company Overview

The Methodist Weight Management Center (WMC) is the only comprehensive program of its kind in Houston, Texas. The WMC offers several weight loss programs including bariatric surgery, a medically monitored rapid weight loss program, a moderate weight loss program called StepLITE™, and diabetes education. Annually the Methodist WMC sees 15,000+ patients in all of their medical service lines. Their results have been featured in clinical publications and highlighted on The Learning Channel's television show "Big Medicine." The WMC has 11 affiliated bariatric surgeons, one medical director, 14 registered dietitians, seven nurses, seven counselors and 10 support and billing personnel.

## Why Integrate WatchBP Home® at The Methodist Weight Management Center?

Obesity is a gateway disease to several comorbidities (e.g., Diabetes, Coronary Heart Disease, etc.). In addition, obesity is major risk factor for hypertension. Modest weight reduction has significant benefits on blood pressure (BP). On average, a 10% reduction in bodyweight can improve BP by 10 / 5 mmHG<sup>1</sup>. Until recently, TMWC evaluated BP with traditional clinical methods.

However, previous studies indicate office blood pressure values have limited reliability given BP variability and providers have a tendency to use certain digits (e.g., 0 in the unit's position than actual vales)<sup>2-4</sup>. Therefore, a lack of reliable measures lends itself to in-accurate readings that may limit appropriate and effective treatment options.

Based on these data, home BP measurements are more reliable and a better predictor of cardiovascular risk than clinic office blood pressure values<sup>5</sup>. In addition, the American Heart Association's (AHA) Call to Action guidelines recommends the use of home blood pressure monitors for diagnosis and treatment of hypertension<sup>6</sup>. The WMC desired to apply the AHA guidelines for out-of-office BP assessment in order to obtain accurate BP data for titration decisions with their overweight patients.

The WatchBP Home BP monitor provides the world's first, clinically-validated home BP measurement device with an implemented schedule that strictly follows the AHA guidelines for self-measurement. In the "Diagnostic" mode, patients perform morning and evening measurements for 7 days, as prescribed. The WMC physicians can read the data from the home monitor or a graphical report generated by the WatchBP Home Analyzer software.

## Implementation Strategy & Outcomes

Methodist WMC patients identified as having hypertension were provided a WatchBP Home BP monitor for assessment and management. Patients were provided a session on proper home BP measurements and instructed to self-monitor at their convenience. Prior to a follow-up visit, patients used the Diagnostic mode for evening and morning BP evaluation. Patients returned to the WMC with the device and data were downloaded to a graphical report for physician interpretation.

Interestingly, less than 40%\* of WMC patients knew their BP value. This offered an opportunity for WMC to improve BP education. In addition, patients were very receptive of using a home BP monitor as part of their weight management program. Over 90%† of patients believed the WatchBP Home monitor provided important information to WMC staff regarding their hypertension. In addition, 75%† of patients believed the WatchBP hypertension education program was an important component to their weight loss program.

Over 75%† of patients believed the WatchBP Home monitor empowered them to manage their hypertension as a component of their weight management care plan. It is well documented active self-monitoring of BP helps improve BP values<sup>7</sup>.

Based on these data, the WMC views the WatchBP Home monitor as a success and will offer blood pressure monitoring as a component to their weight management program for those who have or are at risk for hypertension.