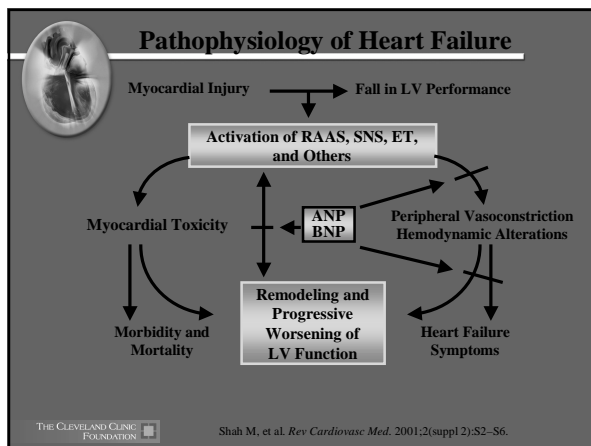


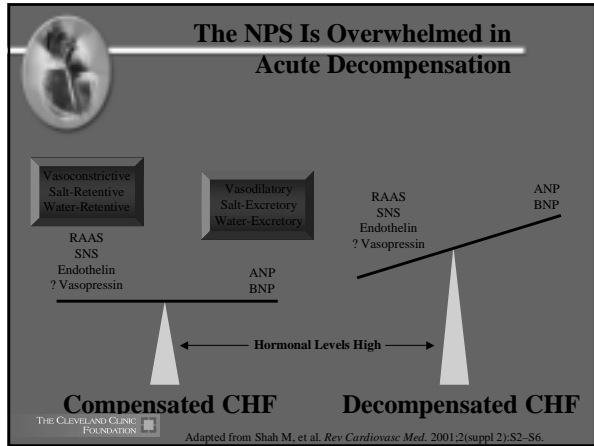
Heart Failure: A Worsening Problem

- **Incidence: Approximately 5 million Americans¹**
 - 10/1000 over age 65¹
 - 500,000 new cases each year¹
 - Expected incidence of 10 million by 2007¹
 - Mortality: overall rate of 18.7%¹
- **HF is the leading cause of death for those over age 65²**
- **By 2030, 1 in 5 Americans will be over age 65³**

¹American Heart Association. Heart Disease and Stroke Statistics - 2003 Update. Dallas, TX: American Heart Association; 2002.
²Centers for Disease Control and Prevention. National Center for Health Statistics. National Hospital Discharge Survey 2003.
³US Bureau of the Census. Jennifer Cheeseman Day. Population projections of the United States, by age, sex, race, and hispanic origin: 1993 to 2050. Current Publication Reports P25-1104. US Government Printing Office, 1993.

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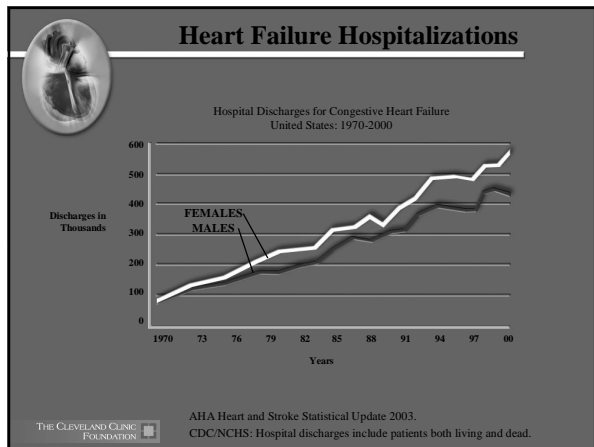
Acute Decompensation

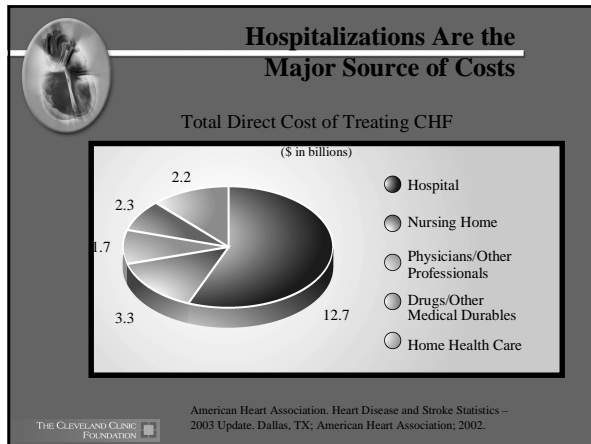
A Definition:
Onset of sufficient symptoms of heart failure, typically manifested as shortness of breath or fatigue, to warrant hospitalization for treatment

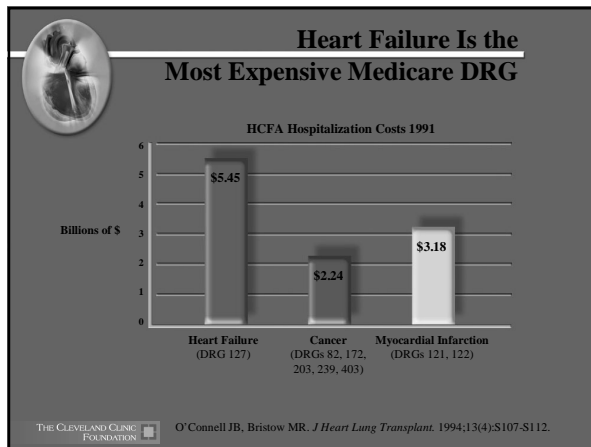
Primary causes:

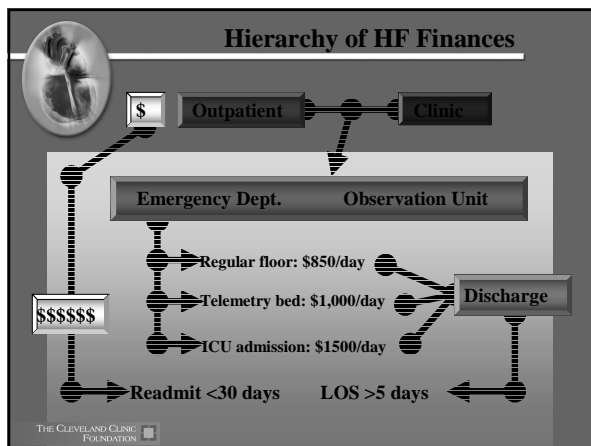
- Elevation of left ventricular filling pressure
- Increased afterload (excess vasoconstriction)
- Fluid redistribution to the lungs
- Exacerbated by neurohormonal activation

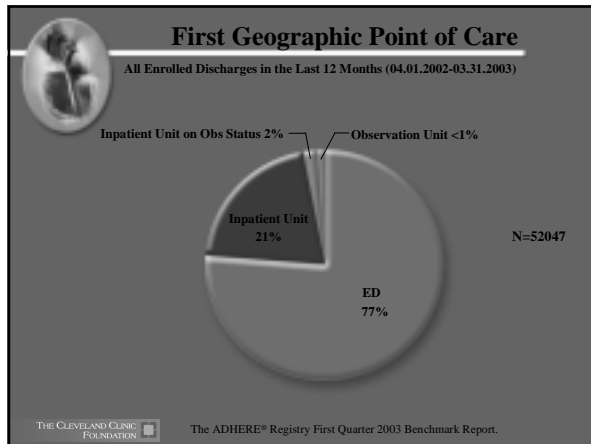
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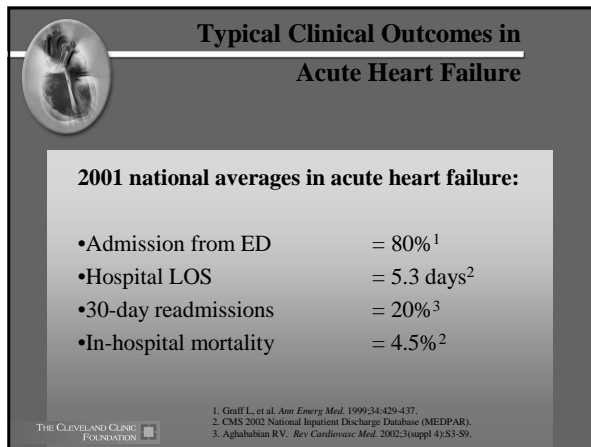


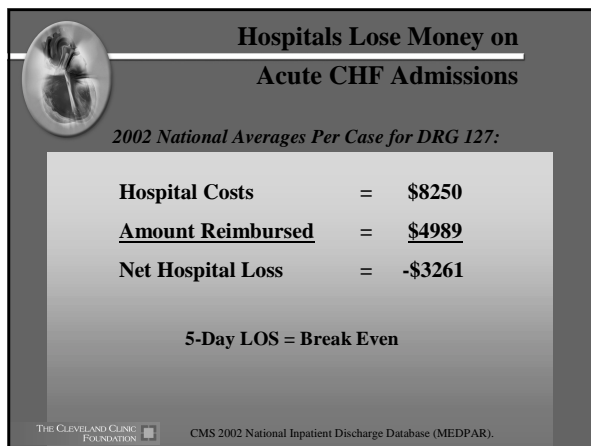










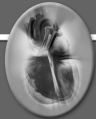




Ways to Reduce Hospital Losses

- Reduce admissions from ED
- Decrease length of stay
- Reduce readmissions, especially through 30 days
- Reduce the highest hospital costs on days 1-2:
 - Use better therapies in less-intensive and costly settings (telemetry, general ward)

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How Hospitals Lose Money on Acute HF

- Initial misdiagnoses (COPD)
- “Wait and see” approach
- Complications from drugs administered

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