



November 28, 2016

President-Elect Donald J. Trump
Office of the Presidential Transition
1800 G Street, NW
Washington, D.C. 20006

Vice President-Elect Michael Pence
Office of the Presidential Transition
1800 G Street, NW
Washington, D.C. 20006

Dear President-Elect Trump and Vice President-Elect Pence:

We write to congratulate you on your election as the 45th president and 48th vice president, respectively, of the United States. The Connected Health Initiative represents a broad consensus of stakeholders that spans the healthcare and technology sectors seeking your partnership in realizing the benefits of an information and communications technology-enabled American healthcare system. To move us towards this goal, we welcome the opportunity to meet with your leadership team to discuss ways to move the country towards a more efficient and effective healthcare system.

Today, more than 133 million Americans suffer from chronic conditions such as diabetes, chronic obstructive pulmonary disease, and mental illness. This population is expected to increase to approximately 171 million by 2030. America's healthcare spending is expected to reach \$3.5 trillion in 2017, representing 18% of the entire U.S. economy; this spending number is further projected to reach 20% of the economy by 2025. A strong and growing body of evidence has clearly demonstrated that the wide array of connected health technologies available today improve patient care, reduce hospitalizations, help avoid complications, and improve patient engagement, particularly for the chronically ill. Further, the integration of these connected health technologies has been proven to significantly reduce healthcare costs. Today, these connected health innovations represent a main driver in an Internet of Things marketplace valued at over \$250 billion in the U.S. These tools, ranging from wireless remote patient monitoring health and wellness products, mobile medical device data systems, converged medical devices, and cloud-based patient portals (to name a few) are revolutionizing the healthcare care industry by allowing the incorporation of patient-generated health data (PGHD) into the continuum of care. Further, these advanced products and services present the ability to improve research and bring about the faster development of new therapies and cures and to meaningfully improve the lives of the American population most in need today, such as Veterans, those who live in rural areas, and others suffering from chronic conditions. A 21st Century health care system must integrate and embrace these innovative technologies to improve patient care and lower costs.

As a community, we have been endeavored to work with the U.S. government so that its policies permit caregivers and patients to flexibly utilize the technology innovations already used in many other facets of their lives to improve patient healthcare at lower costs. Despite the proven benefits of connected health technology to the American healthcare system, U.S. government policies have largely ignored these solutions. For example, due to Centers for Medicare & Medicaid Services (CMS) policies that have remained unchanged for over 15 years, Medicare “telehealth” reimbursements are minuscule (e.g., \$ 14 million in 2014) and remote monitoring technologies are ignored. Your administration has the ability to move away from the backwards-facing and outdated policies regarding the use of connected health technology in place today. We seek a partnership with you in revisiting these policies and we are confident that our unique viewpoints and experiences can lend practical and innovative insights.

In order for the US healthcare system to fully enjoy the benefits of connected health technology, we strongly recommend that appointments to relevant positions regarding the connected health space (e.g., within the Health and Human Services Department) should have a solid grounding in healthcare technology policy issues and industry experience (e.g., started a company, worked in the private sector, etc.). Alternatively, such appointments should be extensively briefed on these issues in partnership with the private sector.

To assist in meeting your national priorities for the country, we wish to provide the following recommendations and principles for consideration during the transition. We welcome the opportunity to meet with your leadership team and discuss these ideas in greater depth.

- The wide array of connected health technology products and services – including telehealth, remote monitoring of PGHD, telemonitoring – available today and in development, offer the ability to save countless American lives while lowering costs.
- Today, the connected health sector stands at the precipice of incredible growth and has the potential to create many high-paying jobs across the U.S., with the primary beneficiary being the American patient.
- The importance of the healthcare sector necessitates that improvements to America’s critical infrastructure include measures to provide the ability of caregivers to use the power of connected health technology products and services both within and outside of the four walls of the doctor’s office.
- The healthcare policies of the U.S. government, including entitlement programs, must examine any and all ways to improve patient care while reducing costs. Today, a number of laws and regulations needlessly maintain artificial and technology-specific barriers for connected health technologies proven to save American lives, such as Section 1834(m) of the Social Security Act. These barriers and redundancies should be

eliminated as soon as possible to unleash investment and innovation across the healthcare sector.

- Interoperability between providers, as well as between remote monitoring devices and electronic health records, is critical to improving patient outcomes. We seek your partnership in enabling actionable data interoperability in healthcare to enable improved patient care and cost savings.
- No data is more personal to Americans than their own health data, while an ever-increasing amount of internet protocol-enabled healthcare tools face growing security threats. These threats to patient privacy and safety should be addressed in a way that enables scalable and dynamic risk management practices by companies in partnership with the U.S. government.

Your administration has an historic opportunity to make the American healthcare system the greatest in the world by leveraging the wide array of connected health technologies, both those available today, as well as future innovations. We seek your partnership in supporting the wide use of connected health technology solutions to improve the U.S. healthcare system, and welcome the opportunity to work with you during and after this transition to reach this goal. We look forward to meeting with your team and working with you to achieve these mutual goals for America.

Sincerely,

A handwritten signature in black ink that reads "Morgan Reed". The signature is fluid and cursive, with the first name "Morgan" and last name "Reed" clearly distinguishable.

Morgan Reed
Executive Director
Connected Health Initiative

cc: Andrew Bremberg
Paula Stannard