

TEXAS KIDNEY FOUNDATION ADOPTS WICIS 3.0 TELEHEALTH SOLUTION

Delivering Safer, More Efficient Kidney Screenings and Accelerating Timely Identification of Patients at Risk



Overview

The healthcare industry has experienced challenging shifts over the last year. In response to the COVID-19 virus, hospitals and medical facilities had to shift their priorities to mitigate risk of exposure to patients and staff by fast-tracking telehealth and remote patient care solutions. **This technology delivers safe, effective and efficient healthcare services and provides growth opportunities for channel partners who want to expand their business.**

SITUATIONAL ANALYSIS

Tech Data, a leading global solution aggregator of IT technology helped a longtime public sector channel partner, AATD, to grow and expand its healthcare business. AATD's customer, Texas Kidney Foundation (TKF) needed a solution to support safe and efficient kidney screenings for their patients while minimizing exposure to COVID-19 or other infections. By partnering with one of Tech Data's premiere IoT and Data Solutions vendors, WiCis Health, AATD delivered a world-class telehealth solution.

The WiCis 3.0 Telehealth platform was designed by a doctor for doctors with the goal of providing a flexible, scalable, easy to use HIPAA compliant solution that supports familiar cloud-based clinical workflows, video conferencing and live vital signs monitoring. The WiCis solution can be customized quickly with drag-and-drop features to support COVID-19 screenings and any medical organizations careflows.

When AATD learned about the WiCis solution through Tech Data they knew that it was ideal for TKF and its growing need for enhanced telehealth. Leadership teams from AATD and TKF met to discuss the opportunity and strategize.

“We had a situation where we had to solve several business challenges of our client during a pandemic. Tech Data listened to our needs and proposed a comprehensive, customizable telehealth solution from WiCis Telehealth. The WiCis offering enabled the Texas Kidney Foundation to cost effectively achieve their digital transformation goals and meet the needs of the new normal.”

– Vernon Putnam, Chairman and President, AATD

CUSTOMER CHALLENGES

TKF wanted to make it easier, faster and safer to screen and test for kidney disease. It also wanted to provide the ability to identify the at-risk population for chronic kidney disease during and after the COVID-19 pandemic. Face-to-face kidney screenings take from 15-20 minutes, and TKF needed a more efficient solution that limited physical contact and could be scaled to achieve a higher number of screenings.

CUSTOMER GOALS

- Replace paper-based forms with web-based forms and automate workflows.
- Will screen 10,000 new patients by Q2 of 2021.
- Limit face-to-face interaction and accelerate individual kidney screenings.
- Begin transitioning kidney screenings to 100% contactless at-home screenings.
- Remotely monitor individuals.
- Maintain accurate and reliable screening records.
- Create prompts for future patient follow-up every six months.
- Remotely educate and support patients with chronic kidney disease (CKD) and the family members of individuals with CKD.

OUTCOME

After TKF discussed its challenges and goals with AATD, the organizations implemented the WiCis solution successfully, and now the WiCis 3.0 Telehealth solution replaces TKF's paper forms with digital forms and automated workflows, while also providing TKF with the ability to remotely perform safer kidney check screenings more efficiently. The WiCis system also triggers an alert for any patient who has COVID symptoms. TKF reviews the record in question and can decide to contact the patient via video-conferencing by utilizing the 'Nudge' function.

According to Texas Kidney Foundation CEO Tiffany Jones-Smith, there has been a:

- **33% increase in screenings** -> TKF will increase screenings from a goal of 7,500 screened in a year to an actual screened number of 10,000 in a matter of three to four months or less.
- **50% reduction in screening time** -> Screening time has been cut in half – down from 20 minutes per participant to 10 minutes per participant.
- **99.99% increase in safety with contactless screening** -> Staff and participants are safer because of the decreased contact.

“The Texas Kidney Foundation is 100% committed to the prevention of kidney disease. According to the CDC, one in seven Texans have some stage of kidney disease and do not know it. The WiCis platform enables us to perform contactless at-home early detection kidney screenings for timely identification of those at risk. With WiCis, we educate participants and their family members safely with an exceptional remote patient experience that is applicable pre- and post-pandemic. The automated workflows are easy for our staff and participants to use. The WiCis platform is a natural fit with Texas Kidney Foundation.”

– Tiffany Jones-Smith, Chief Executive Officer, Texas Kidney Foundation