

# Lifepoint Health + Eon: Making Communities Healthier

How Lifepoint's standardized approach to incidental findings across 62 hospitals is enabling earlier diagnosis and treatment of potential cancer.



## Improving Lung Health in the Community

Lifepoint Health is a leading healthcare provider that serves patients, clinicians, communities and partner organizations across the healthcare continuum. In 2017, the company was looking to significantly reduce the risk of lung cancer in its patient populations by improving lung cancer screening but also by identifying and tracking patients with incidental lung nodules. Nationwide statistics show that **91% of lung nodules found in the U.S. are found incidentally rather than from screening programs.**<sup>1</sup> Of those incidentally found nodules, sadly **only 30% receive appropriate follow-up care.**

At the time, Lifepoint was manually tracking patients for lung cancer screening and incidental lung findings using spreadsheets. The team was searching for a more intelligent solution that could be standardized across the entire system and could integrate with dozens of disparate EHRs and radiology information systems.



***"Eon aligns with our mission of making communities healthier. What better way to make our communities healthier than to ensure patients receive the necessary care? It's a win, win, win. Not only are we taking great care of our patients, but we're also seeing meaningful growth across our service lines. We intentionally rolled it out across our hospitals and then continued to track and manage it. And it's been very successful."***

**—Bart Daugherty, VP, Clinical Technology & Systems**

1. American Journal of Respiratory and Critical Care Medicine, 2015 study

# Lifepoint Health in Brief

## LARGE DIVERSIFIED HEALTHCARE DELIVERY NETWORK COMPRISED OF:



62

community  
hospital campuses



60+

rehabilitation and  
behavioral health hospitals



250

additional  
sites of care



7,860

staffed beds



spanning across

30

states



9

different EHRs including  
Epic and Cerner



2.4M+

Annual radiology  
volume

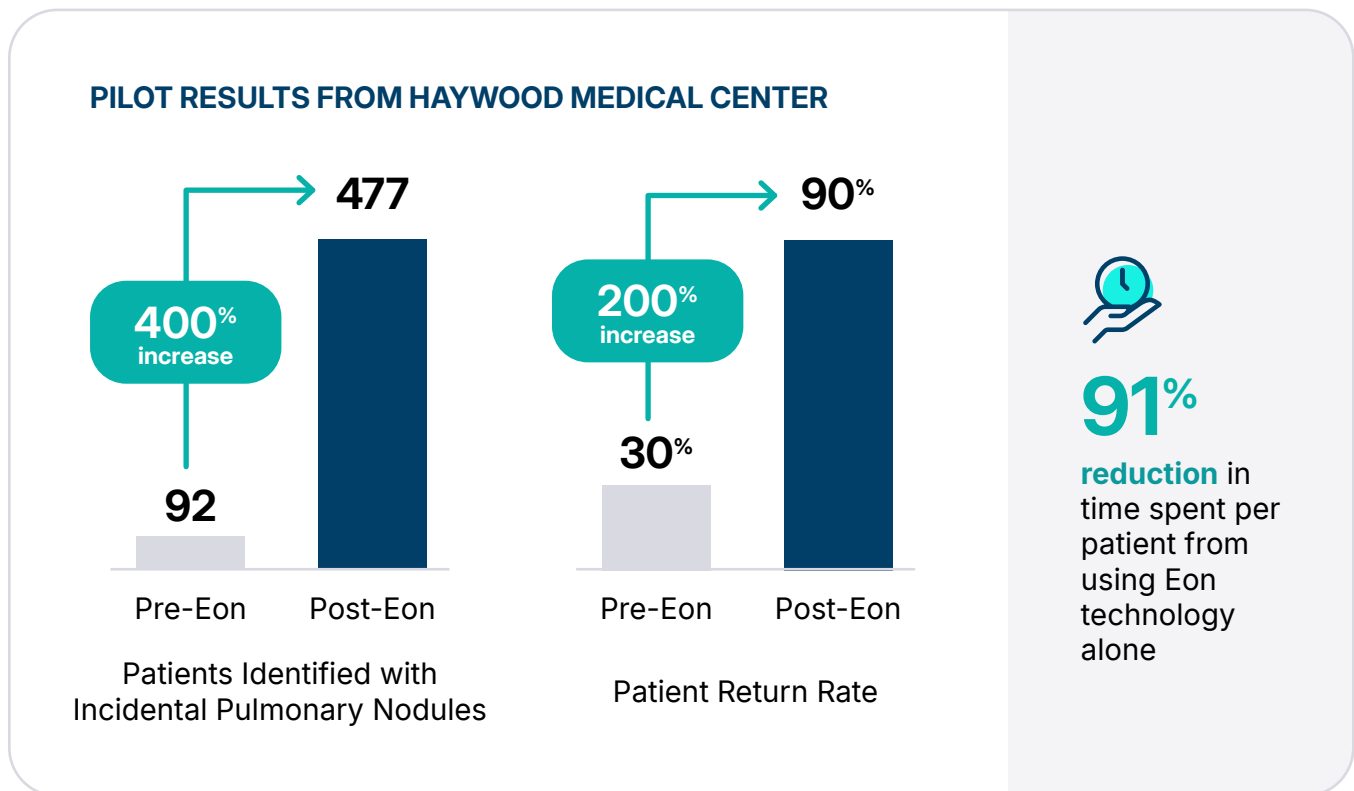
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***“The importance of an incidental program is tremendous. Without one, you are just missing out on a lot of opportunities that you already have. You know about these patients. They’re your patients. They’re getting care by your facility and then you’re just letting them go.”***

–Bart Daugherty, VP, Clinical Technology & Systems

# Launching the Healthy Lung Program

In 2018, Lifepoint partnered with Eon to pilot the Healthy Lung Program at 3 facilities. The company used Eon to identify and track patients at risk for lung cancer as well as for incidental abnormal lung findings on X-rays, CT scans, and MRI reports that were ordered for patients for clinical reasons other than the concern of potential lung cancer. If an abnormality was found, Eon tracks the patient until they either clear the program and no longer need to be followed, or their findings change and they need further diagnostic intervention. This resulted in earlier stage diagnosis of lung cancer, which can significantly increase the patient's chances of survival.



The pilot was a success resulting in a **400% increase** in patients with incidental pulmonary nodules (IPNs) identified and a substantially improved patient return rate of 90%, all while making the process more efficient for their nurse navigators. As a result, Eon was rolled out to 80 Lifepoint acute, community-based hospitals.\* Despite 9 different EHRs and disparate radiology groups and technology, Eon was able to universally translate and create an enterprise data cloud for the Healthy Lung Program.

As Lifepoint rolled out Eon to more and more sites, the number of incidental lung patients managed grew to 1,736 per month as of March 2023.

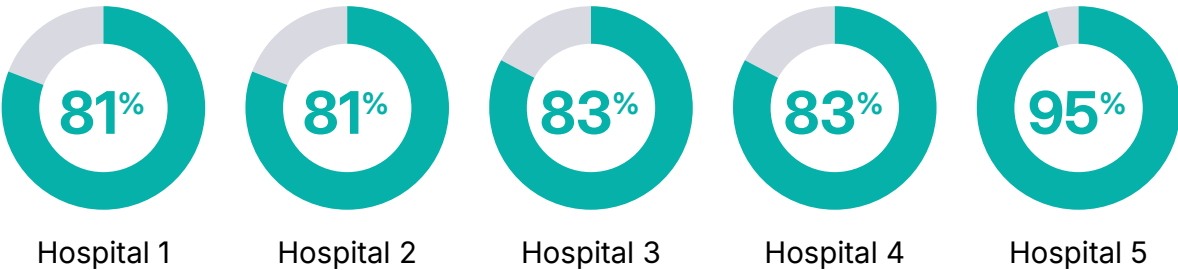
\*At the time of Eon's rollout in 2020, Lifepoint Health had a total of 88 acute, community-based hospitals and Eon was implemented at 80 of these locations.



# Empowering Patients to Come Back for the Care They Need

After a nodule has been identified, Lifepoint doesn't just stop at sending out initial communication to the patient and provider to inform them about the incidental finding or the next expected step. The team longitudinally tracks patients to ensure they continue to receive the right care at the right time. Eon automatically tracks if the next step for any patient has been ordered, scheduled, or missed and prompts navigators to reach out to the patient and providers through multiple channels to ensure timely follow-up care continuously occurs. As a result, Lifepoint is seeing, on average, 65% of patients returning again and again for follow-up care and **80-90% follow-up rates at their top-performing hospitals.**

### LIFEPOINT PATIENT RETURN RATE: TOP 5 HOSPITALS



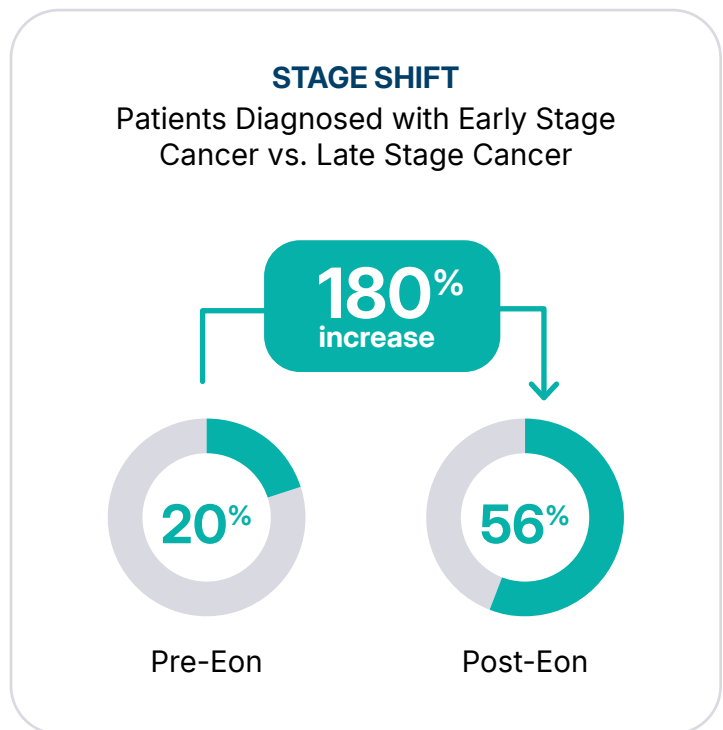
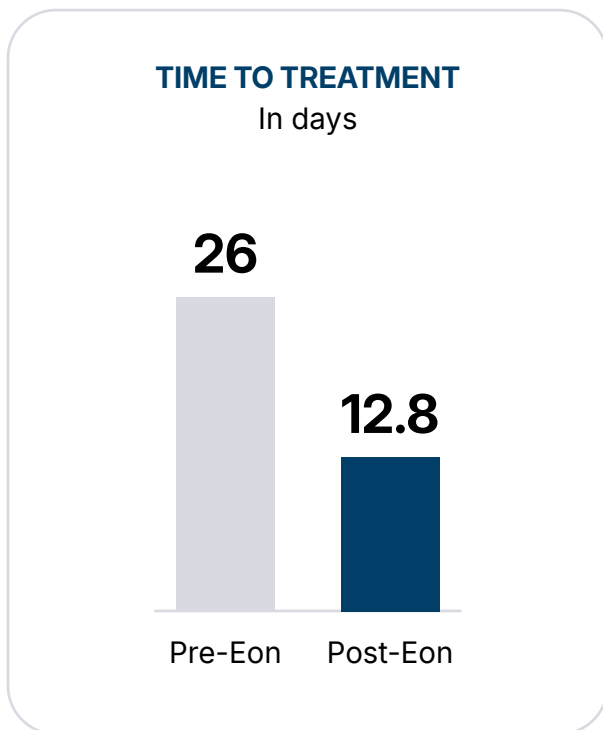
*“It’s great to have an AI model for identifying patients, but if they don’t return for care, you won’t see the **impact on patient outcomes and the downstream volumes** you are hoping to generate. This is where Eon really shines.”*

–Bart Daugherty, VP, Clinical Technology & Systems



# Improving Cancer Survivability

The ultimate mission of Lifepoint's Healthy Lung Program is to empower patients and improve the health of the communities they serve. Diagnosing disease at the earliest stage possible and improving the time to treatment gives the patient the highest likelihood for survivability. When an abnormality is missed and a patient is not identified for follow up diagnostic procedures and treatment, the outcome can be catastrophic. With Eon Patient Management, Lifepoint patients are being identified and coming back in for treatment twice as fast, resulting in stage shift and saving thousands of lives.



*"I am very passionate about the Healthy Lung Program and our partnership with Eon because it allows us to focus on improving overall health versus just treating sickness and disease. Our commitment to our communities and those we serve will always include going deeper, to maybe **find things they were not even aware of, and then get them in for the treatment they need.** If one of my family members needs to go to the hospital, I want to send them to one with an incidental findings program so there is peace of mind that if anything else is going on, outside of what they are being seen for, it won't get missed."*

-Cherie Sibley, President, Acute Care Service Lines

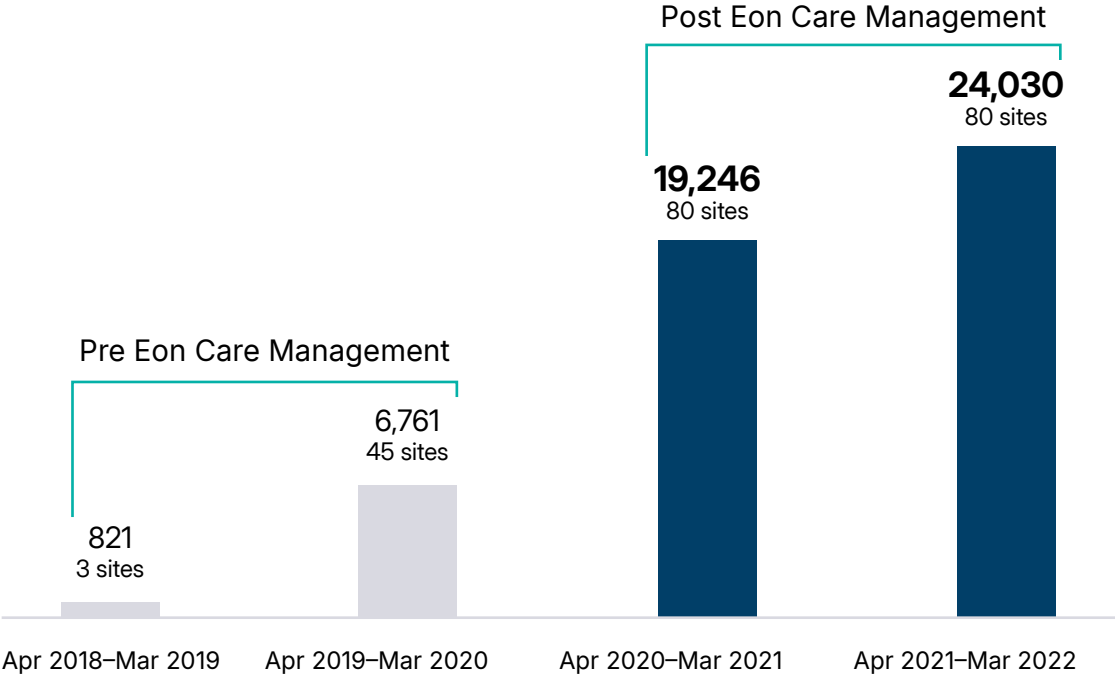


# Eon Adds Care Management Services in Response to Pandemic

When the Covid-19 pandemic hit the US in early 2020, healthcare facilities were drastically impacted. Lifepoint was concerned it would have to stop its screening and incidentals program completely. Eon stepped in and provided resources to keep up with managing patients and active worklists. Eon navigators worked remotely to handle communications with both patients and providers on Lifepoint's behalf, ensuring high-risk patients were scheduled for follow-up and non-emergent patients were still being tracked. While originally considered a temporary solution, Eon's team was so successful at positively impacting patient follow-up rates and improving clinical efficiencies that Lifepoint decided to expand this service.

At the time, only 45 of Lifepoint's sites had in-house care managers to support the Healthy Lung Program. The addition of Eon Care Management, however, allowed Lifepoint to take the Healthy Lung Program enterprise-wide and expand it to 80 sites, even the ones with no in-house resources. **The net result is that Lifepoint was able to increase the annual volume of IPN patients across the system from 6,716 to 24,030 (a 257% increase.)**

NEW PATIENTS REQUIRING FOLLOW-UP PRE- AND POST-EON CARE MANAGEMENT

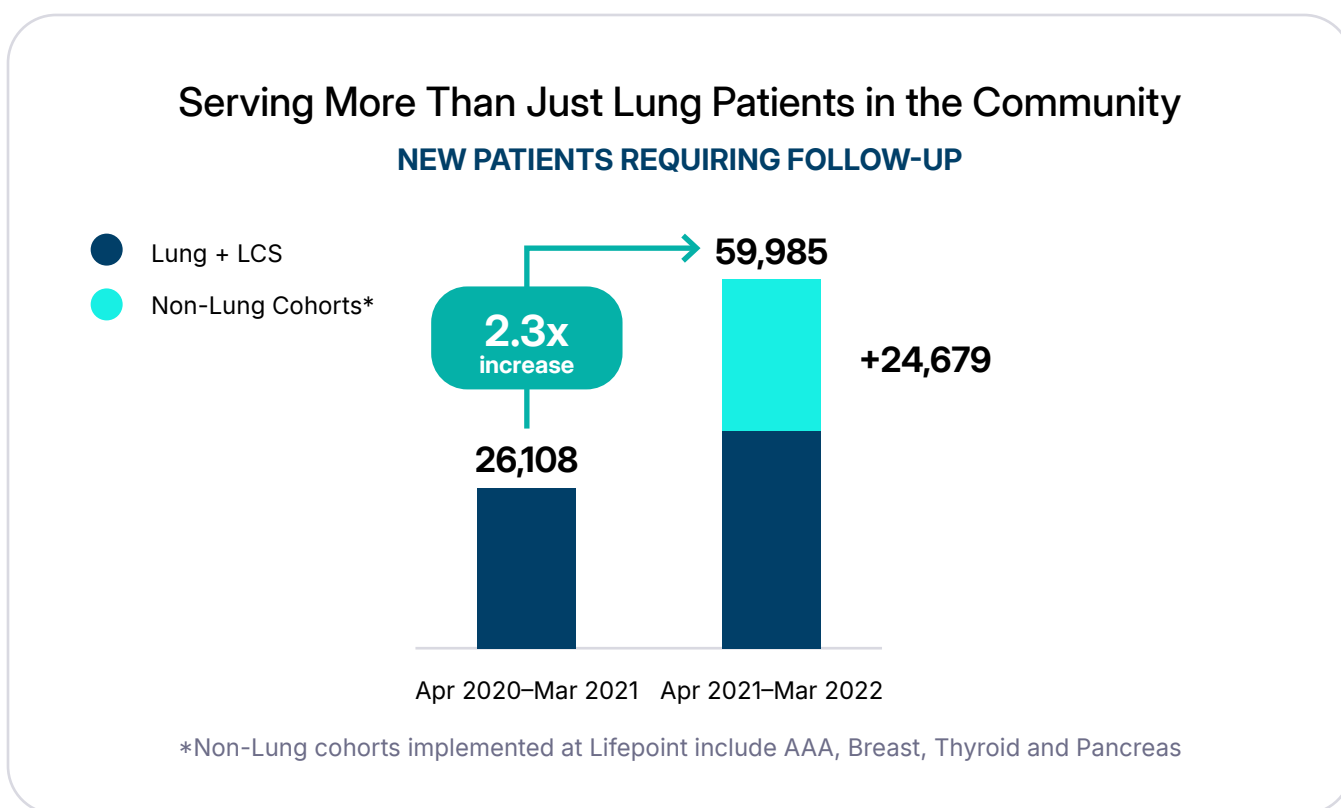


Eon Care Management enabled Lifepoint to expand from 45 to 80 sites and grow annual patient volumes from 6,716 to 24,030.



# Eon Care Management Enables Lifepoint to Quickly Expand to Other Disease States

Piggybacking on the success of the Healthy Lung Program, Lifepoint Health decided to roll out Eon's other disease modules enterprise-wide and built a new program for comprehensive incidental findings management called, the **Healthy Person Program**. This 5-year collaboration includes Eon modules for tracking lung, pancreas, thyroid, AAA, and breast abnormalities, as well as Eon's Care Management service to manage the Healthy Person Program. This expanded effort across many disease states has resulted in thousands more patients being identified with abnormalities and returning to Lifepoint for subsequent follow-up.



## Eon Care Management

is an optional tech-enabled service leveraged by over 125 sites. We provide a team of patient navigators and physician SMEs who can supplement in-house resources. The Eon Care Management team is 100% dedicated to the management of your incidental findings patients including triage, SME review, and outreach to patients and providers. With Eon Care Management, your team will be able to manage significantly more patients, drive timely follow-up, and practice top-of-license.

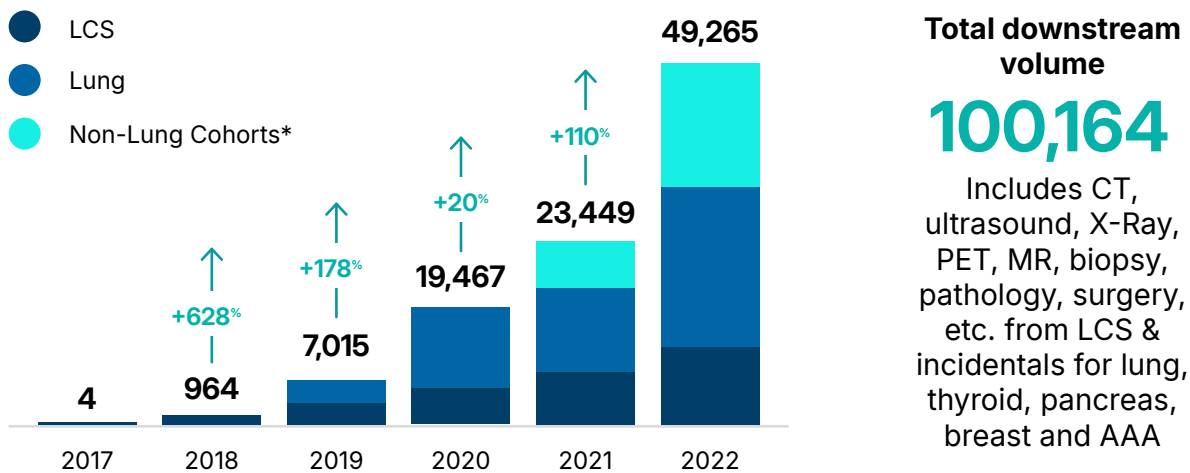


# Saving More Lives and Growing Service Lines

By capturing as many screening and incidental findings patients as possible and ensuring high rates of follow-up, the Healthy Patient Program was able to generate over 49,000 downstream exams and procedures in 2022 alone. Over the span of Eon & Lifepoint’s partnership, that number adds up to over 100,000 follow-up exams and procedures performed in-network across 2017-2022.

Adopting a standardized and centralized care management approach across the entire system allowed Lifepoint to truly maximize the impact of the Healthy Patient Program—not only in terms of better patient outcomes but also in downstream growth for the health system.

## DOWNSTREAM VOLUME FROM PATIENTS REQUIRING FOLLOW-UP



\*Non-Lung cohorts implemented at Lifepoint include AAA, Breast, Thyroid and Pancreas



*“The opportunity is pretty huge as soon as you turn it on, but the real value that Eon brings is tracking and managing patients beyond the initial next step. Improving overall adherence to follow-up is where the value of these programs really starts to multiply. Not only are we trying to get patients in for the next expected follow-up, but then we’re also making sure they’re coming in for the follow-up after that, and the one after that. The benefit of the program is making sure we’re taking care of these patients for their entire lifetime. But in doing so, we’re growing volume and having a meaningful impact on service line growth.”*

–Bart Daugherty, VP, Clinical Technology & Systems



## Lifepoint + Eon Over the Years



**2018**

3 pilot sites go-live with Eon for IPNs and LCS



**2019**

Enterprise rollout of Eon for IPNs and LCS across all hospitals



**Mar 2020**

Pilot and enterprise rollout of Eon Care Management services



**Feb 2021**

Expansion to Pancreas, AAA, TAA, Thyroid, and Breast

## About Lifepoint Health

Lifepoint Health is a leading healthcare provider that serves patients, clinicians, communities and partner organizations across the healthcare continuum. Driven by a mission of making communities healthier®, the company has a growing diversified healthcare delivery network comprised of more than 50,000 dedicated employees, 62 community hospital campuses, more than 60 rehabilitation and behavioral health hospitals and 250 additional sites of care, including managed acute rehabilitation units, outpatient centers and post-acute care facilities. Through its innovation strategy, Lifepoint Forward, the company is developing meaningful solutions to enhance quality, increase access to care, and improve value across the Lifepoint footprint and communities across the country. For more information about the company, visit [www.LifepointHealth.net](http://www.LifepointHealth.net)



## About Eon

Eon is a healthcare technology company focused on supporting health systems in the identification and ongoing management of patients at risk of cancer and other life-threatening conditions. Powered by condition-specific clinical AI, Eon's longitudinal care management platform extracts incidental findings documented in radiology reports and helps ensure patients receive timely, guideline-based follow-up and remain in appropriate surveillance over time.

More than 70 health systems across over 1,200 facilities rely on Eon and its care management services to scale early detection programs, enable earlier diagnosis and treatment, and support sustained patient engagement—outcomes that also carry meaningful financial implications for health systems.

## Ready to Transform Your Incidental Findings Management?

See how Eon can help your health system achieve results like Lifepoint Health's.

[Learn more at eonhealth.com](https://eonhealth.com)

