

Customer Stories

# Why Cone Health Replaced their Insulin Dosing Software with Patient-Specific Dosing



A system by | **Monarch Medical  
Technologies**

## The Customer

Cone Health is a not-for-profit health care network serving communities in central North Carolina. Cone Health has been a leader in inpatient glycemic management since 2001, beginning with a partnership to reduce post-op infections in cardiac surgery. Over time, the program expanded across surgery, ICUs, labor and delivery, and hyperglycemia emergencies. Still, challenges persisted, managing renal failure patients, preventing rapid glucose drops during emergencies, and ensuring safe IV insulin use in high-risk groups like pregnancy.

To overcome these complexities, Cone Health sought a solution that ensured safe, evidence-based care while preventing hypoglycemia and supporting both nurses and providers.



“If you don’t adjust for renal function, you increase the risk of hypoglycemia. Safety was our biggest concern, and we saw real value in EndoTool’s patient-specific approach.”



Jenny Danus, RN, MSN, CNS, BC-ADM  
Inpatient Diabetes Coordinator, Cone Health

## Why Adjusting for Renal Function was Non-Negotiable

By 2020, Cone Health was ready to update its insulin management approach. With the sunset of their prior insulin dosing software, leadership evaluated options and selected EndoTool for its ability to deliver patient-specific insulin dosing.

Unlike other algorithms, EndoTool incorporates renal function, weight, steroid use, and diabetes type. This was a decisive factor for Cone Health.



# What Does it Take to Implement Patient-Specific Insulin Dosing System-Wide?

When Cone Health launched EndoTool across five hospitals, success came from a clear change management plan:

- 01 Build Super Users in Every Unit. Designated champions were trained within each department to support adoption and provide real-time guidance.
- 02 Create Custom Learning Modules: Instead of relying on generic training, Cone Health developed modules tailored to their order sets and workflows ensuring relevance and clarity for staff.
- 03 Deliver Specialty-Specific Education: Training was customized for ICU, ED, Women's Health, and progressive care teams so each group understood how EndoTool would fit into their daily responsibilities.
- 04 Leverage Epic Integration for Nurse Buy-In: The final driver of adoption was seamless integration with Epic. Nurses could launch EndoTool directly within the EHR, eliminating double documentation and keeping workflows aligned in real time. This convenience proved to be one of the biggest factors in staff acceptance.

## Trusted by Nurses and Providers

For nurses, EndoTool became not just another clinical decision support system but an everyday tool that simplified decision-making. It gave clear, specific recommendations for insulin dosing and when to check the next glucose value, reducing guesswork and stress at the bedside.

Providers embraced the change as well. EndoTool is now fully integrated into Epic order sets, making its use standard practice across the health system.



“EndoTool is integral to our workflow. We need it.”

Pat Stramoski RN, MSN, CCRN  
Clinical Nurse Educator



# From ICU to OB: Low Hypoglycemia Rates Across All Patient Populations

Since implementation, Cone Health has seen consistently low hypoglycemia rates across patient populations

Outcomes*	
Severe Hypoglycemia <40 mg/dL	0.017%
Hypoglycemia <70 mg/dL	0.2%
Time to Goal	4.5 hrs
Time to DKA Resolution	10.6 hrs

\* Average outcomes at Cone Health for EndoTool IV across 2021-2024



## DKA Mode Adds an Extra Layer of Safety

The team has particularly valued EndoTool's DKA mode, which guides nurses not only on blood glucose but also on key acidosis markers such as beta-hydroxybutyrate and CO<sub>2</sub>. This ensures care is tailored to the underlying condition rather than focusing solely on glucose numbers.

## Built-In Safeguards Reinforce Best Practice

Additional safeguards like reminders for potassium checks, dextrose administration, and resolution criteria further support nurses in delivering consistent, high-quality care. These guardrails have helped reinforce Cone Health's culture of safety while reducing risk at the bedside.

# Expanding What's Possible in System-Wide Glycemic Management

For Cone Health, EndoTool has become more than a clinical decision support tool, it's part of the culture of care. From reducing hypoglycemia to supporting complex transitions in cardiac surgery, the system continues to expand what's possible.

Their commitment to innovation has not only lowered risk and improved outcomes but also set a new standard for how health systems can deliver patient-specific care at scale.





Interested in EndoTool  
Patient-Specific Insulin Dosing?

Visit [monarchmedtech.com](http://monarchmedtech.com) today.

Monarch Medical Technologies  
877-349-4582  
[info@monarchmedtech.com](mailto:info@monarchmedtech.com)  
[monarchmedtech.com](http://monarchmedtech.com)

