



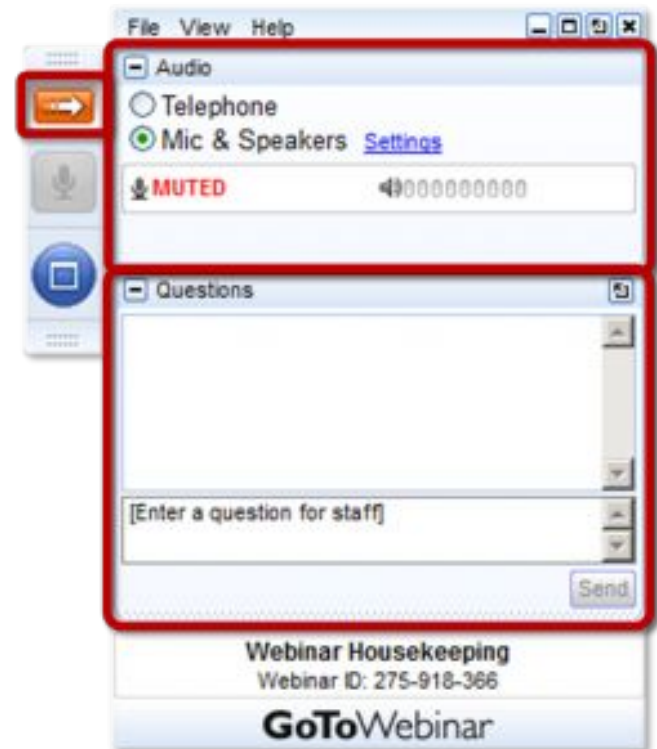
Telehealth: What Is It, Really? And Is It For Me?



Industry Webinar
April 2017

Housekeeping

- Webinar Recording and Presentation Slides
- Questions for Panelists



Housekeeping

Handouts:

- Presentation Slides
- [Azalea Telehealth Info Guide](#)
- [Azalea Telehealth Reimbursement Guide](#)
- [Telehealth Billing & Payment Guidelines for Telepsychiatry & Mental/Behavioral Health](#)

Panelists



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What is Telehealth, Really?

HRSA Definition: the use of electronic information and telecommunications technologies to support and promote long-distance clinical health care, patient and professional health-related education, public health and health administration. Technologies include videoconferencing, the internet, store-and-forward imaging, streaming media, and terrestrial and wireless communications.

- *IN SHORT: Telehealth is the ability to remotely diagnose and treat patients using some form of telecommunication device*
 - *Applications vary by practice size, specialty, patient mix and solution need*

Skeptical? You're Not Alone.

- [February 2017 Healthcare IT News](#)

A Few Examples of Some Common Misnomers:

- Telehealth is for Urgent Care only
- You can't conduct a thorough exam with telehealth
- You should wait until telehealth is reimbursed before implementing.
- Telehealth uses too many IT resources
- You can (or can't) get telehealth from your EHR vendor.

But There Are Real Considerations:

Across all Specialties:

- Conduct after hours or premium services that include telehealth
- Discuss lab results
- Manage medications
- Conduct long distance/rural visits
- Triage emergency and acute visits in lieu of urgent care
- Client Retention/Client Acquisition

Effective Use Cases: Primary Care

For Primary Care and Pediatrics:

- Follow up appointments with established patients
- On call or weekend visits
- Conduct ongoing counseling visits
- Manage Lifestyle Plans for Weight loss, Cholesterol, Blood Pressure or Smoking Cessation
- Monitor Chronic conditions such as diabetes, hypertension and heart disease

Effective Use Cases: Women's Health

For Women's Health & OBGYN:

- Family planning and pre-conception care
- C-Section and post operative care
- Monitoring of high risk pregnancies

**Azalea Use Case: Tanya Mack, Women's Telehealth*

Azalea Telemedicine Use Case: Women's Health

Scenario:

- Pt. became pregnant but unable to physically go to outpatient visits. Local knew of telehealth capabilities... possible to manage low risk OB at home using telemed?

Goal:

- Receive all antenatal care via telemed safely and only go in to deliver at hospital.

Results:

- Azalea telemed available. Taught pts to use home equipment (urine dip, weight, BP and Doppler). Laptop w. camera + Chrome browser + link to Azalea pt. portal. Backup OB ported into some telemed visits prior to delivery
- 2 home visits : (1 MA for labs, 1st trimester + 18wk portable U/S
- Delivery Planned/Admitted/Healthy baby girl!

Effective Use Case: Surgery

For Surgeons:

- Conduct initial consultations
- Pre- and Post-Op visits
- Wound triage

Effective Use Case: Doc to Doc

Physician to Physician:

- Communicate PHI to fellow Physicians
- Send or receive referrals and conduct care coordination consultations
- Review and annotate diagnostic imaging

Is There Really A Benefit to My Practice to Implement Telehealth?

Yes there are numerous benefits. Here are just a few:

- Being viewed as innovative helps your brand and helps you build your Practice
- Increase access to healthcare for your patients
- Earn additional revenue by adding virtual visits
- Attract new patients by making your virtual visit availability “visible”

But you'd rather hear it from
someone who's **ACTUALLY** used it?

No Problem!

Dr. Raashid Haque

Practicing Dermatologist

CMO, Viglias

Dr. Haque's Observations

Practicalities:

- Market multiplier
- Efficient allocation of resources

Challenges:

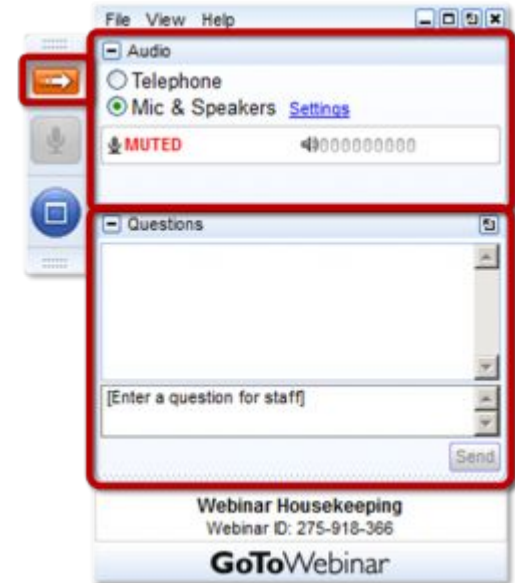
- Geographically dissociated space
- Time zones
- Tech adoption

Benefits:

- Timely provision of care
- Improved access to care
- Patient retention
- CCM strategy
- Connecting with patients on a unique level
- Expectations as a standard
- Partners committed to telehealth

Questions?

Please type your questions for the panelists in the “Questions” section of the GoToWebinar Panel



Thank You

Thank you for joining us for our
Industry Webinar Series!

For more information, contact us at:

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