

Telemedicine Clinic Solutions for Population Health Management



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Agenda

- 1) Company Introduction and Background
- 2) Population Health - Employer Goals & Best Practices
- 3) Digital Health Evolution
 - Tele-health, Telemedicine, Tele-presence
- 4) Integration of Evidence –based platforms into clinic

Health Promotion Solutions

Provides organizations with prevention, risk reduction, disease management and health outcomes through

- 1) Consulting Services**
- 2) Project Management Expertise**
- 3) Evidence – based solutions**

HPS Client List

Government – HHS – Building Healthier Communities , FQHC clinics

Retail / Retail Clinics – CVS / Minute Clinic, Kroger / Little Clinic, Walgreens / Take Care Clinics, Walmart Clinics

Employers – Broward County School District, CBS Television, Covenant Trucking, FedEx, Ft. Collins School District, JBS Trucking, Heineken, McDonald's, Penske, Promise Healthcare, Tenaska Power, Ventura Foods

Pharmaceutical and Food Companies – Abbott, Aramark, Campbell's, J&J, Merck, Novo Nordisk, Pfizer, Sanofi- Aventis

Insurance / Benefits Co – Aetna, A J Gallagher, Cigna, United Healthcare

Non Profit – American Diabetes Association, Convenient Care Association, Food Marketing Institute, Healthy Trucking Assoc., Medical Fitness Association

Hospital Systems – Bahamas Medical, Boca Regional, El Camino, Methodist Hospital, Owensboro Health, Rice Memorial, Tallahassee Memorial, Wake Forest

Academic Institutions – NYU, Penn, OSU, Rutgers, U. of Delaware

HPS Consulting



Effective Population Health Management

Healthy	At Risk	Short Term Illness	Chronic Diseases	Disability
<p>Wellness Promotion (Low Risk)</p> <ul style="list-style-type: none"> • Information • Motivation • Preventive Screening • Opportunities to Maintain Health 	<p>Risk Factor Reduction</p> <ul style="list-style-type: none"> • Targeted Screening • Targeted Risk Factor Interventions (smoking, high blood pressure, lipids, overweight, etc.) • Reinforcement 	<p>Use of Health Care Services (for Acute Injury/Illness)</p> <ul style="list-style-type: none"> • Sufficient Access • Self Care Information • Help in Making Treatment Decisions 	<p>Disease Management</p> <ul style="list-style-type: none"> • Effective and Timely Clinical Care • Patient Education, Compliance and Self Care Skills • Care Coordination 	<p>Disability Management</p> <ul style="list-style-type: none"> • Care Coordination • Help in Making Treatment and Life Decisions • Risk Management • Return to Productivity

The goal is to move people to lower risk and improved health

Population Health Management Goals

- 1. Maintaining workforce health by integrating acute care, occ health chronic disease management and wellness**
- 2. Measuring investment in and return on human capital using common metrics and benchmarking**
- 3. Optimizing performance and productivity through absence management**

Telemedicine Trends

- Exponential growth – 18 - 27 billion
- Consumers embrace technology and empowered
- Telemedicine has proven results
- EHR integration becoming more feasible
- New, Flexible types of telemedicine models
- State and Federal Regs favor expansion

Reimbursement Trends

- Supported by Government – Medicare
 - New laws in 2016
- 27 States mandate private pay insurance
- New ICD-10 codes for remote care

Proven Results

1. Primary Care staffing efficiencies
2. Emergency and ER triage
3. Enhanced specialty care options
4. Trans-disciplinary network providers
5. Ease of patient transport
6. Reduced time to urgent care
7. Cost effective to manage vs. onsite clinic
8. Ability to provide care remote locations

Trans-disciplinary Telemedicine Providers

- Primary Care Doctors
- Specialists
- Pharmacists
- Dieticians
- Nutritionists
- Behavioral Health Coaches
- Specialists



**HEALTH PROMOTION
SOLUTIONS**

Challenges of Wide-scale Telemedicine Adoption

- Scalability of Platforms
- Bandwidth
- Security
- Provider training and certification
- Interfacing with other EHR applications
- State Regulatory Laws

Telemedicine State Coverage

- Optional
- Types of Technology
- Location – Originating and Distant Sites
- How (First Patient Visit)
- Reimbursement Levels
- Practitioner Qualifications

Telehealth



Telemedicine



Telepresence



Digital Health – Telehealth

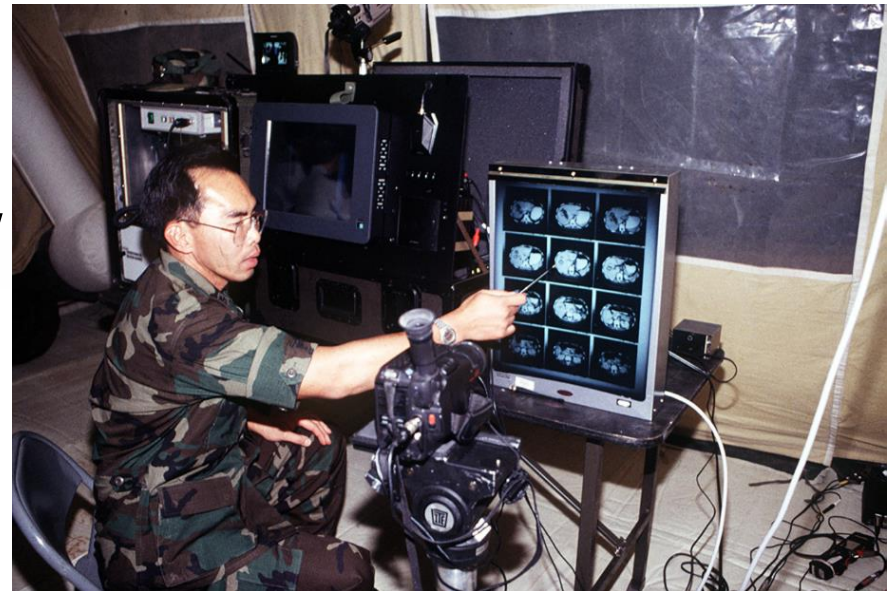
- 1) Health Coaching
- 2) Tele-triage
- 3) Fitbit and apps



Digital Health - Telemedicine

Telemedicine

- 1) **Store Forward**
- 2) **Teladoc or Video / Phone telehealth**
- 3) **Tele-home or home monitoring**



Telemedicine results – Employer and Cash pay model Teladoc (No video)

4 million users

97%

Member Satisfaction

97%

Physician Satisfaction

10min

Avg. Consult Duration

0

Malpractice Claims

22min

Avg. Response Time

91%

Patient Issues Resolved

All *Based on Teladoc reporting and member surveys



Teladoc Acute Care Conditions

- Colds & Flu
- Eye Conditions
- Skin Conditions
- Sinus Infections
- Earaches
- Sore Throats
- Depression/Anxiety
- Bronchitis
- URI
- Wellness check ups
- Blood pressure checks
- Diabetes Monitoring



“Telemedicine”– Delivery of Clinical Healthcare Services with Practitioner



Clinician has access to patient and their vital signs real-time

Kiosk – Telemedicine Platform

Digital medical devices include

- Thermometer
- Blood Pressure Cuff
- Scale
- Otoscope
- Dermoscope
- Stethoscope
- Pulse Oximeter





Pulse Oximeter



Otoscope



Stethoscope



Dermascope



Weight



Temperature



Blood Pressure



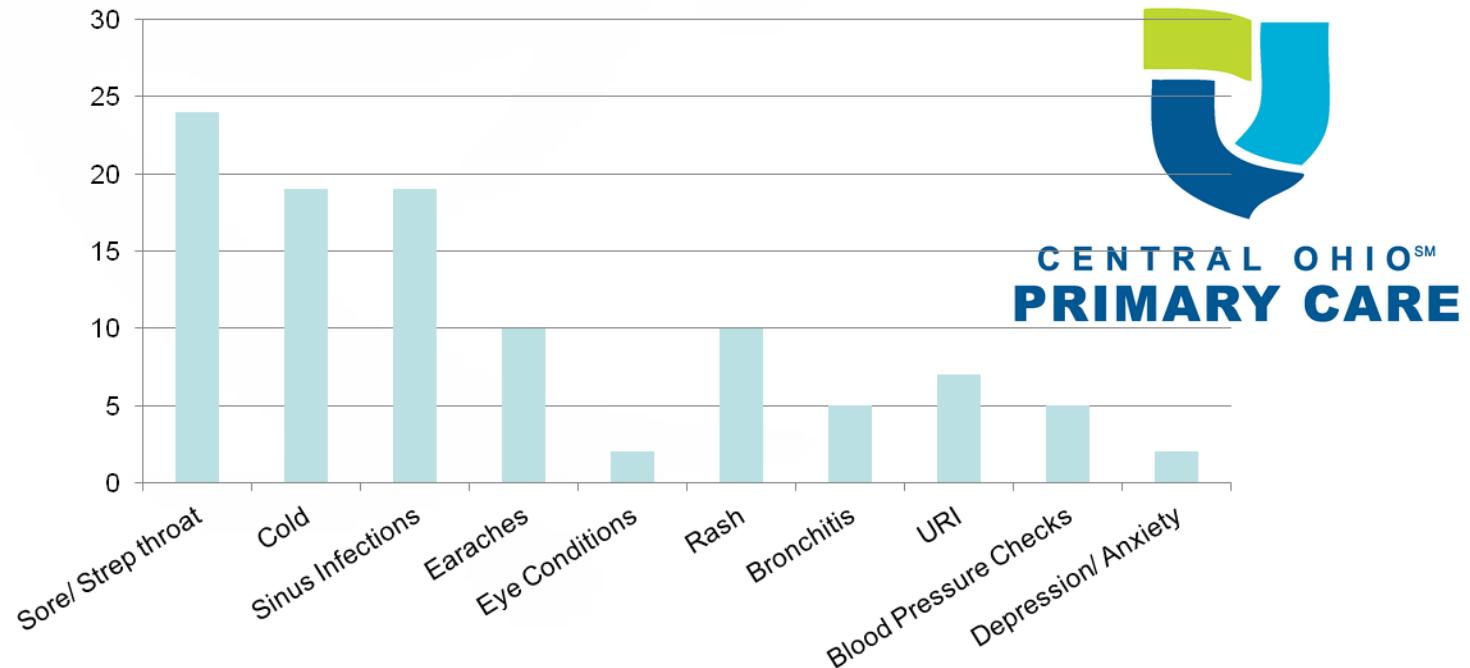
Summary

Provider Portal

- Displays patient summary
- E-prescriptions and EMR integration in development
- Device control
- Image capture
- Dictation



Telemedicine Kiosk Utilization and Empowered Patient Care



- Preference over urgent care or ER: 98%
- Would use Care4 Station again: 95.5%
- Patient age range: 24 – 89

Health Spot

- www.bing.com/search?q=You+tube+healthspot&form=PRHPCM&pc=U146&mkt=en-us&refig=a7be2498e2b0475dac67056d680d1dd6&pq=you+tube+healthspot&sc=0-0&sp=-1&qs=n&sk=&cvid=a7be2498e2b0475dac67056d680d1dd6



Telemedicine Cart

Digital Health -Telepresence

Telepresence - allow a patient to *feel as if their provider were present in the room and provide real-time results*



Telepresence

- High resolution 3D image
- Personalizes contact by following eye
- Uninterrupted transmission
- View digital image of medical instrument



Telepresence Clinic Advantages

- ✓ 100% reimbursement from carriers
- ✓ Specialty Doctors Visits
- ✓ Transdisciplinary providers
- ✓ Efficient Staffing
- ✓ Small employer locations
- ✓ 300 vs. 750
- ✓ Little infrastructure and cost of build out

Optimized Care Network

www.youtube.com/watch?v=RkH4IQduwrM

Home Telemedicine Monitoring

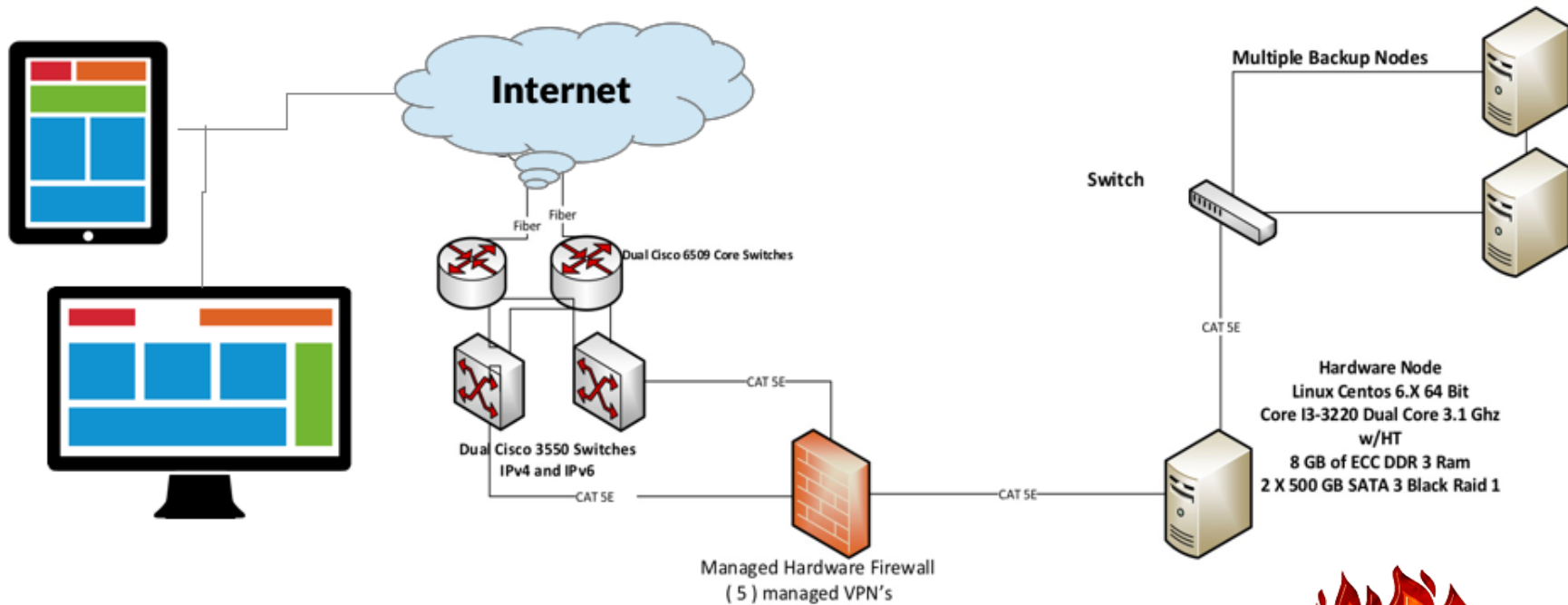


Home Monitoring Telemedicine Devices

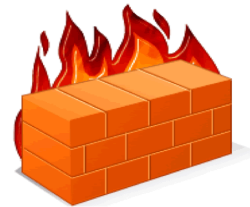
- Blood Pressure
- EKG
- Pulse
- Weight
- Glucose
- Prothrombin time
- Blood Oxygen
- Spirometry



Biometric Data Integrity Controls



- Collect real-time biometrics at events
- Dedicated, Stand-Alone Server
- Fully Managed Firewall with Strict Access Controls



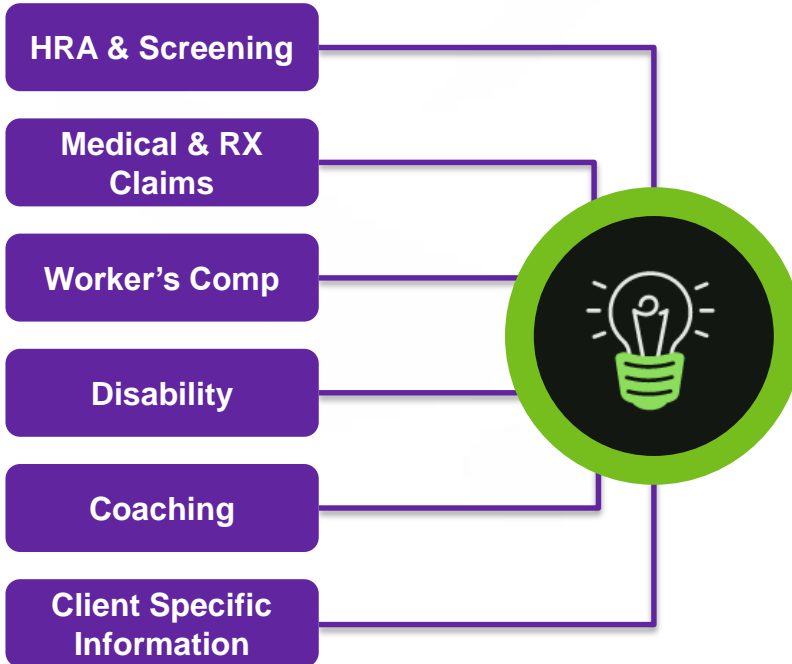
Commonwealth Alliance

Collaboration of leading EHR platforms to exchange records

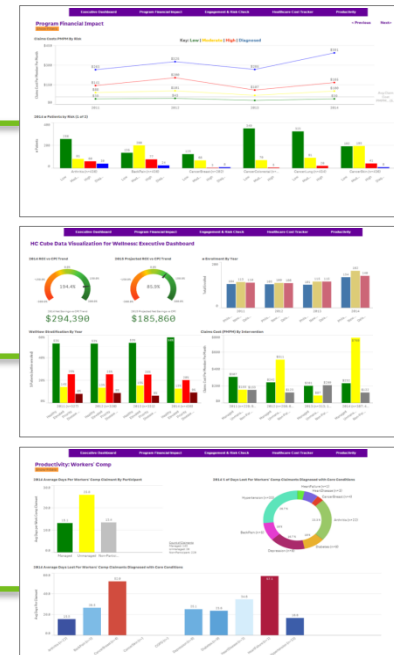
Important Tools to Integrate into Population Health

Data Analytics

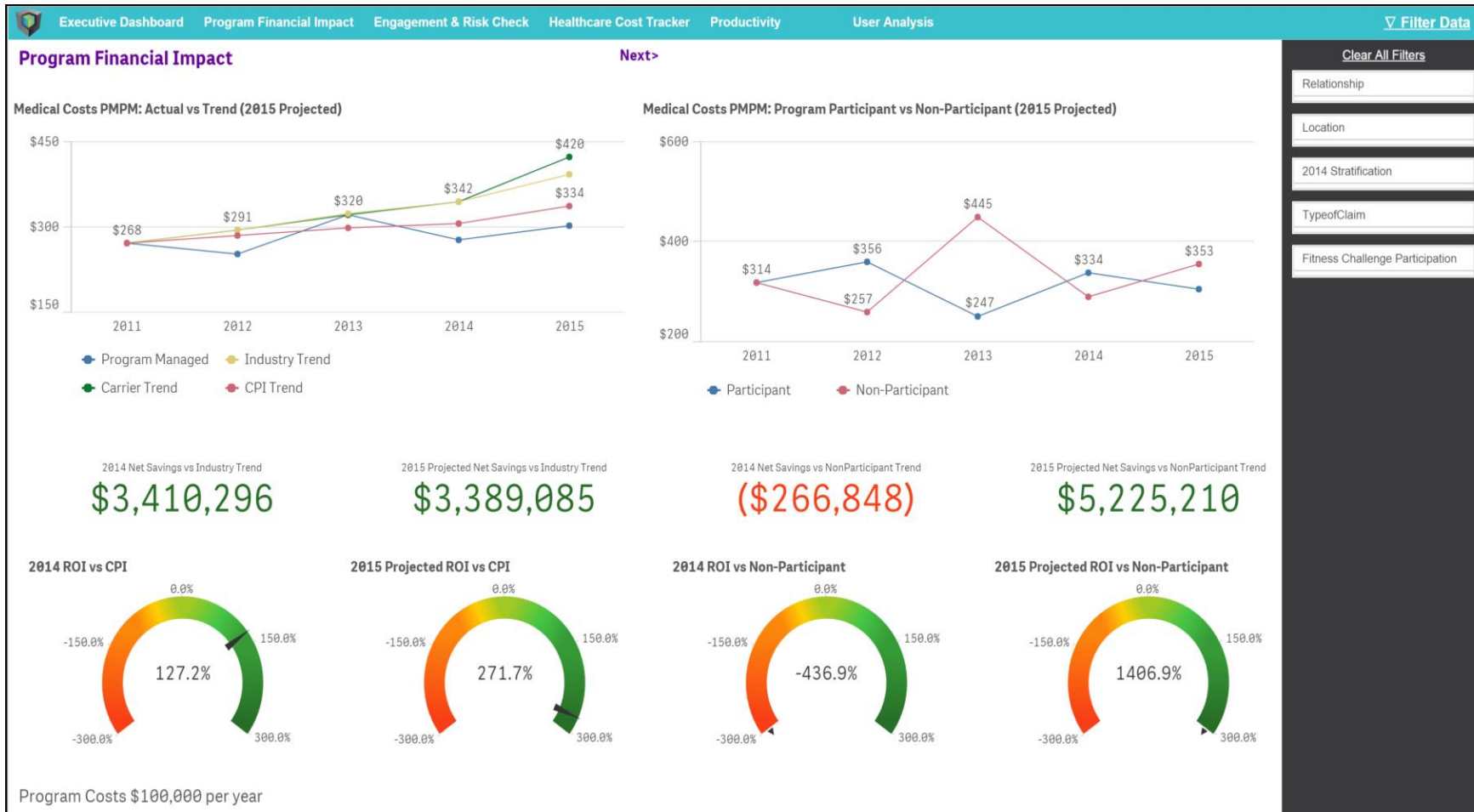
Components:



Integrated Reports:



Financial Dash Board



Real time Biometrics and Data Capture



USB Connected Smart Tools & Devices

- Computer
- CardioChek Analyzer - Lipids
- Blood Pressure Monitor
- Weight Scale
- Wearables / Fitbit

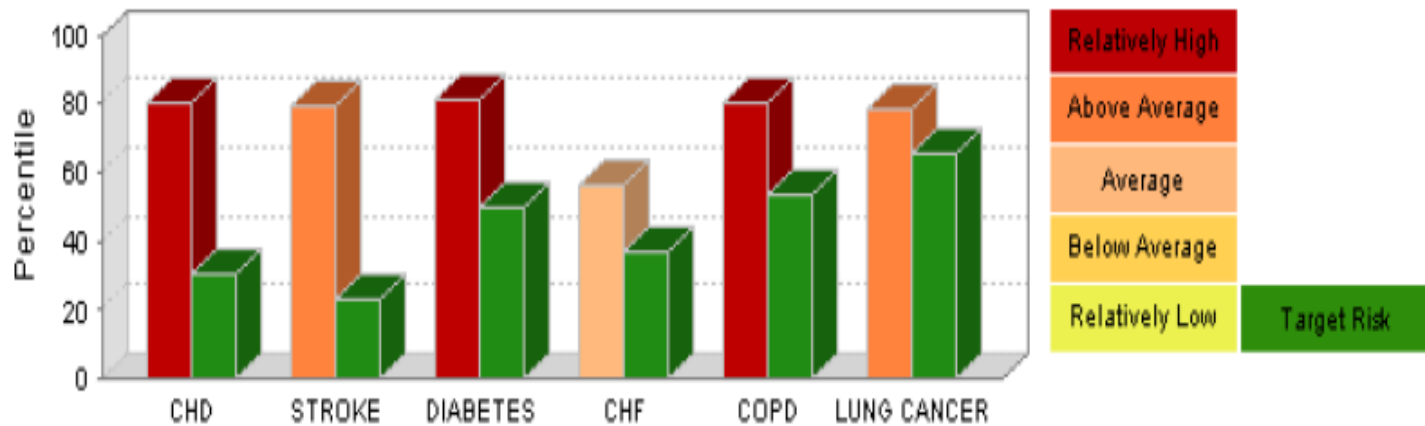


Medical Instruments and
Kiosk Stations – Integration

Real time HRA Report

Risk	CHD	Stroke	Diabetes	CHF	COPD	Lung Cancer
Current 5-year risk of onset	6.6%	2.2%	11%	0.95%	6.6%	0.13%
Percent of current risk that is modifiable	74%	77%	74%	24%	43%	48%
Percentile (compared to other 57 year old American women)	80%	79%	81%	56%	80%	78%

Risk Percentile: Current vs. Target



Aggregate Financial Report

Predictive Risk Tool Data

Disease	Predicted Total Cost	Predicted Excess Cost
Type 2 Diabetes	\$12,819,993	\$10,475,149
Coronary Heart Disease	\$7,487,243	\$5,078,151
Stroke	\$5,556,468	\$3,894,488
Heart Failure	\$1,424,963	\$426,782
COPD	\$1,747,442	\$681,885
Lung Cancer	\$2,214,926	\$1,173,156
All Diseases	\$31,251,035	\$21,729,611

Study population of 12,575 participants

Wellness Portal



Welcome, Well
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When Are You Stretching?

prev **Static stretching should be done AFTER a workout to avoid injury. Statically stretching a cold muscle could induce a tear.**

Perform low-intensity, dynamic movements for your warm-ups, such as walking, jumping jacks, or walking lunges.



next



Points Progress

[Click here to view activities you can participate in for points](#)

0%



HEALTH PROMOTION
SOLUTIONS

Discussion

