

# Telemedicine for Driving Engagement and Improving Outcomes

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# Telehealth Is...

- **Multiple terms**

variations of tele-, e-, m-, i-, remote  
vs. EHR, HIT

- **Range of applications**

- **Goal is simply “health”**

- **Solutions, not tech**

# Telehealth Not...

- **New**
- **Clinically different**
- **A service**
- **Rural**
- **About the technology**

# Major Means

- **Video/audio conferencing**  
(real-time, synchronous)
- **Store-and-forward**  
(some delay, asynchronous)
- **Remote patient monitoring**
- **Robotic**

# Uses Vary

- **Most established**  
radiology, pathology
- **Moderate**  
stroke diagnosis, ICU, emergency psychiatric evaluations
- **Newer**  
remote patient monitoring, rehabilitation

# Medicare FFS Barriers

- **Limited live video**

  - Only rural counties (20% of beneficiaries)

  - Limited originating sites – not a home

  - Limited providers – not rehab therapists

  - Only specific procedures

- **No “store & forward” (recorded)**

- **No remote patient monitoring for chronic conditions**

**[No phone, fax, email-based health services]**

# Medicare Bills

- **CHRONIC Care Act**

S. 3504: Sen. Orrin Hatch (R-UT)

- **CONNECT for Health Act**

S. 2484: Sen. Brian Schatz (D-HI)/H.R. 4442: Rep. Diane Black (R-TN)

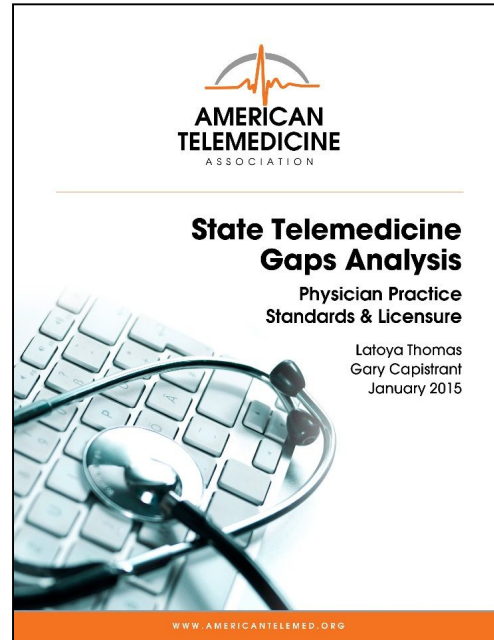
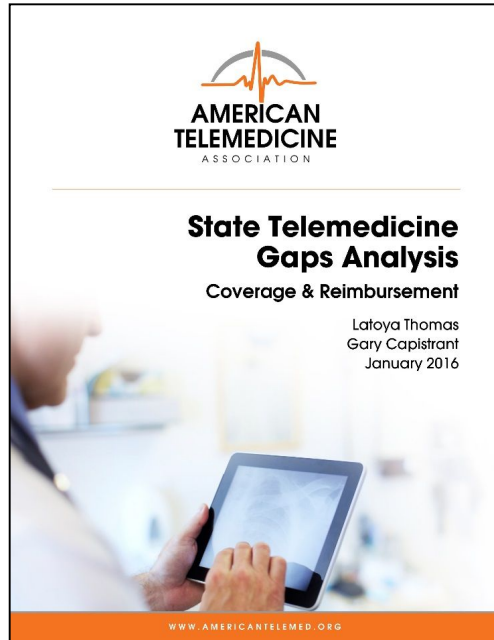
- **Telehealth Enhancement Act**

H.R. 2066: Rep. Gregg Harper (R-MS)

- **Medicare Telehealth Parity Act**

H.R. 2948: Rep. Mike Thompson (D-CA)

# ATA's State Gaps Analyses

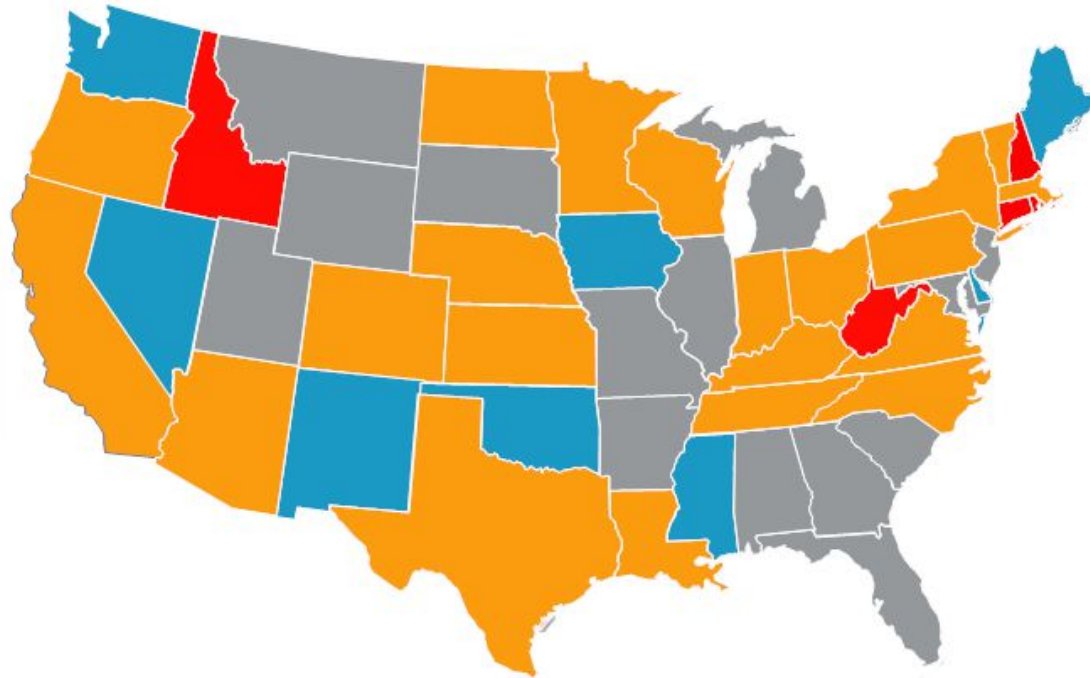








# 50 State Medicaid Today

- **Each covers basics**
- **Some cover somethings**
  - 36 home telehealth
  - 17 remote patient monitoring
  - 12 store-and-forward
- **Managed care, esp. comprehensive risk-based**

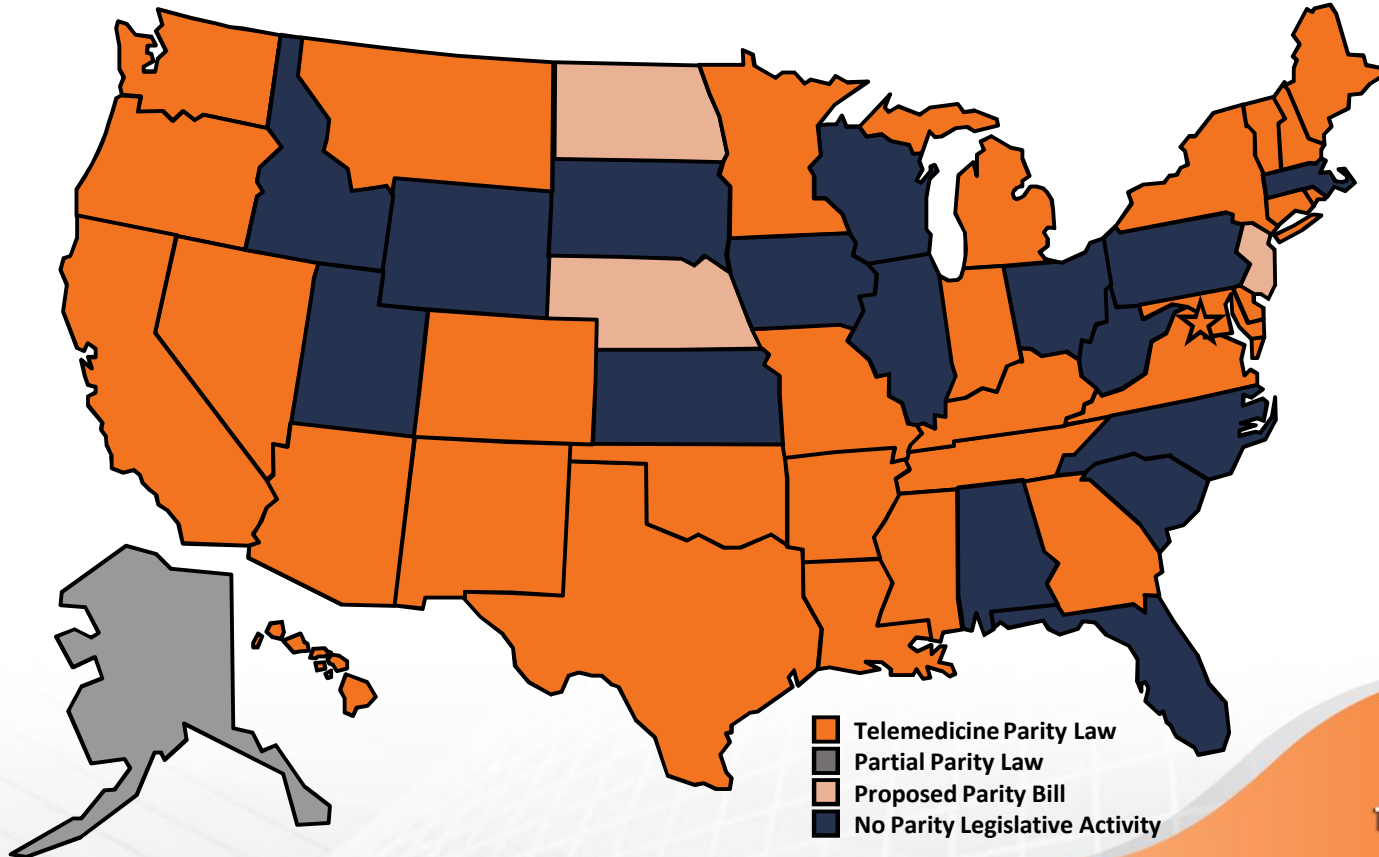
# States' Medicaid Coverage



## Medicaid Coverage

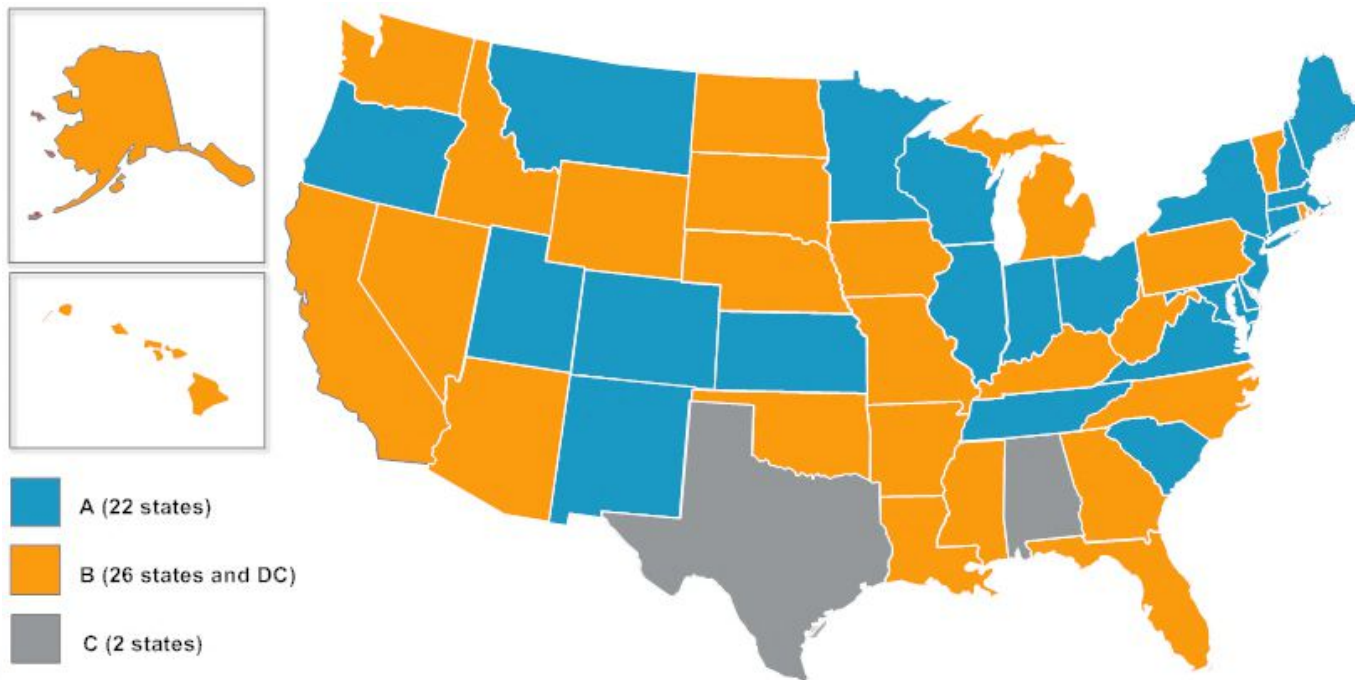
-  A (8 states + DC)
-  B (22 states)
-  C (14 states)
-  F (6 states)

# Insurance Parity



- Telemedicine Parity Law
- Partial Parity Law
- Proposed Parity Bill
- No Parity Legislative Activity

# States' Physician Practices



# License Portability

- **Multi-state licensure compacts**

- Expedited**

- physicians

- Reciprocity**

- nurses

- psychologists

- physical therapists

- **“One state license” for Medicare (S. 1778 / H.R. 3081)**

# Federal Prospects

- **Focus on cutting costs**  
(esp. total and for geographic population)
- **Focus on private market management, provider competition, consumer choice**
- **Outsource federal programs' financial risk and clinical authority**  
Reduce CMS et al role/staff
- **Change finances, authority → delivery**

# Medicare Prospects

- **Premium support/insurance vouchers**

- **Payment innovations**

  - Medicare Advantage, ACOs

  - Episode bundles, medical homes

  - Community health centers

- **FFS**

  - Remote stroke diagnosis

  - Home kidney dialysis

# Medicaid Prospects

- **Block grant to states**
- **Managed care authority**
- **Parity**
  - Urban
  - Homes
- **Focused initiatives**
  - Specialty – at-risk pregnancies, autism
  - Chronic - remote patient monitoring
  - Sites – school-based



# Macro Issues for Future

- **Scale** – networking for capacity / demand
- **Services** – new forms
- **Systems** – fresh approach

# Scale Approaches

- **Telehealth needs to grow-up**
- **Think & plan bigger**  
(not 10%, but 10x, 50x)
- **Use economies of scale**
- **Expand service capacity**  
Create & expand networks
- **Ease licensing barriers for interstate services**
- **Anticipate service supply needs**

# Numerous Service Defects

- **Barriers of time and distance**
- **Professional shortages**
- **Disparities in access**
- **Variations in quality**
- **Little use of triaging**
- **Induced volume** (routine office visits)
- **Fragmented care**
- **Convenience and choices for patients**
- **Too limited to M-F 9-5**

# Service Approaches

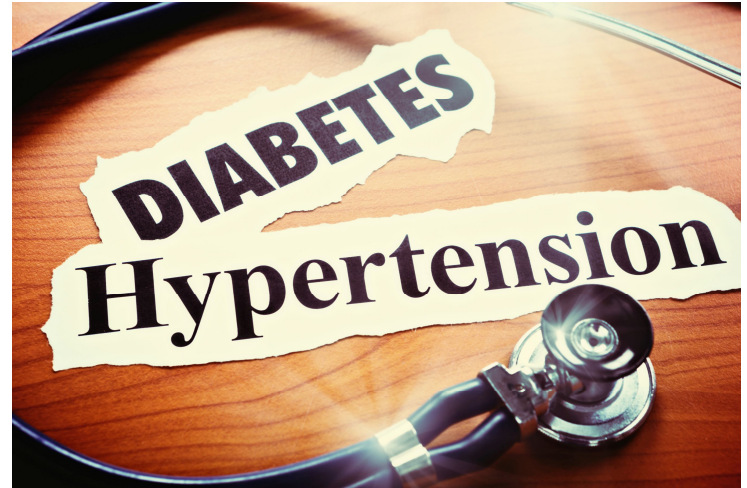
- **Unleash value**
- **Stop micro-managing**
- **Manage care**
- **Aggregate people virtually**
- **Triage for specialty care**
- **Connect the dots**

# Connecting the Dots

- **EHRs, HIEs**
- **Broadband**
- **Home diagnostics, biosensors**
- **Personalized medicine**
- **Genomics**
- **Artificial intelligence, algorithms**
- **Software** -- clinical decision support
- **Data mining, predictive analytics**
- **Robotics**

# Massive System Needs

- **Strokes** -- 2200/day
- **ICU care** -- 60K ICU pats/day
- **Diabetes** -- 30M
- **Hypertension** -- 13M unserved
- **Rare disease** -- 30M  
35% of infant deaths
- **Concussions** – 500/day kids in ER



# System Approaches

- **Opportunity to think different**
- **Customer service systems to fit the scale**
- **Open access to scarce resources**
- **Phone-like nationwide HIPAA network for health services & information**

# Contact ATA

- **Connect with ATA Online**

[www.americantelemed.org](http://www.americantelemed.org)

[www.ATAwiki.org](http://www.ATAwiki.org)

- **Contact Me**

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