

WHAT'S DRIVING TELEMEDICINE?

Improved outcomes.
Better patient experience
Reduced costs.





Be everywhere your customers are.

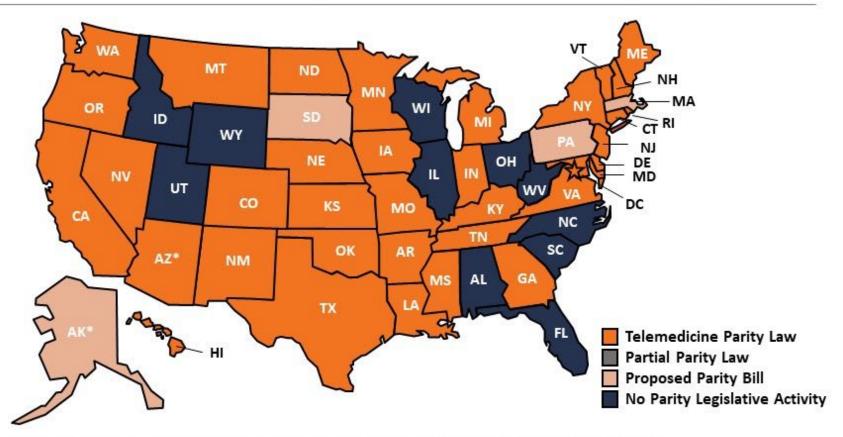
Keep in touch.

HealthCare Industry

Number of physicians is no longer keeping up with population growth just as more demand is placed on the system by an aging baby-boomer population (Lakhan & Laird, 2009)

Physician baby boomers retire, and as younger physicians prefer not to work the number of hours their predecessors did (Coile, 2003; Cooper, Getzen, McKee, & Laud, 2002; MAG, 2008; Merrit, Hawkins, & Miller, 2004)

States with Parity Laws for Private Insurance Coverage of Telemedicine (2018)



States with the year of enactment: Alaska (2016)*, Arizona (2013)*, Arkansas (2015), California (1996), Colorado (2001), Connecticut (2015), Delaware (2015), Georgia (2006), Hawaii (1999), Indiana (2015), Iowa (2018), Kentucky (2000), Louisiana (1995), Maine (2009), Maryland (2012), Michigan (2012), Minnesota (2015), Mississippi (2013), Missouri (2013), Montana (2013), Nebraska (2017), Nevada (2015), New Hampshire (2009), New Jersey (2017), New Mexico (2013), New York (2014), North Dakota (2017), Oklahoma (1997), Oregon (2009), Rhode Island (2016), Tennessee (2014), Texas (1997), Vermont (2012), Virginia (2010), Washington (2015) and the District of Columbia (2013)



States with proposed legislation: In 2018, Alaska, Massachusetts, Pennsylvania, and South Dakota

^{*}Coverage applies to certain health services.

TELEPSYCHIATRY

Hospital System and Community Challenges

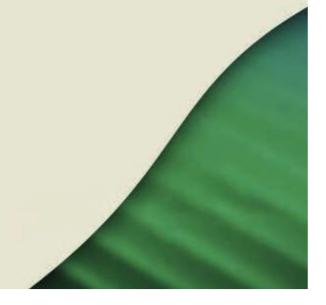
- ✓ The longer mental health patients stay in the ED the more
 their mental states decompensate and the more costs
 increase Weiss, et al. 2014, Burgeois et. al, 2005, Gater et al, 2005
- ✓ ED physicians are not trained in psychiatry specialty and involuntarily commit more patients than psychiatrists (risk avoidant behavior). Saeed, Diamond, & Blosch, 2011
- ✓ Readmission rates increase by 130-230% for medical patients who also have depression Davidow, et al., 2015, Mitchell et. al, 2010, & Ahmedani et al, 2015, Burke 2013

Keep in touch.

WORKPLACE CHALLENGES



- Absenteeism, due to health risks and illness, cost business (Wright, Beard, & Edington, 2002)
- Improved health and reduction of health risks saves companies money (Schultz et al., 2002)
- Worksite clinics cost less than sending employees to traditional clinics (Chenoweth & Garrett, 2006)





ICU TELEMEDICINE

Telemedicine in hospital systems has been shown to improve mortality, decrease length of stays, and decrease time-to-treatment at the same that these initiatives actually increased the complexity of cases treated after telemedicine initiatives were started (Canfield & Galvin, 2018; Coustasse et. al., 2014; Chen et. al., 2018; Myers & Cain, 2008; Sorvaniemi et al, 2005).





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