

ASSOCIATION OF
COMMUNITY
CANCER CENTERS

FINANCIAL
ADVOCACY
NETWORK

Shared Decision Making for Financial Advocates

ACCC Financial Advocacy Network Summit

August 16, 2018

Downtown Washington DC



Association of Community Cancer Centers

Telehealth Overview and Trends

DO NOT COPY.

(advisory committee)



Disclosure

I have no relevant disclosures or conflicts of interest

Do Not Copy.



Objectives

The learner will -

- › Be able to articulate the current state of development of telehealth
- › Have an understanding of the most common forms of telehealth
- › Be able to discuss the value of various applications of telehealth
- › Have an understanding of payment innovations that enable telehealth

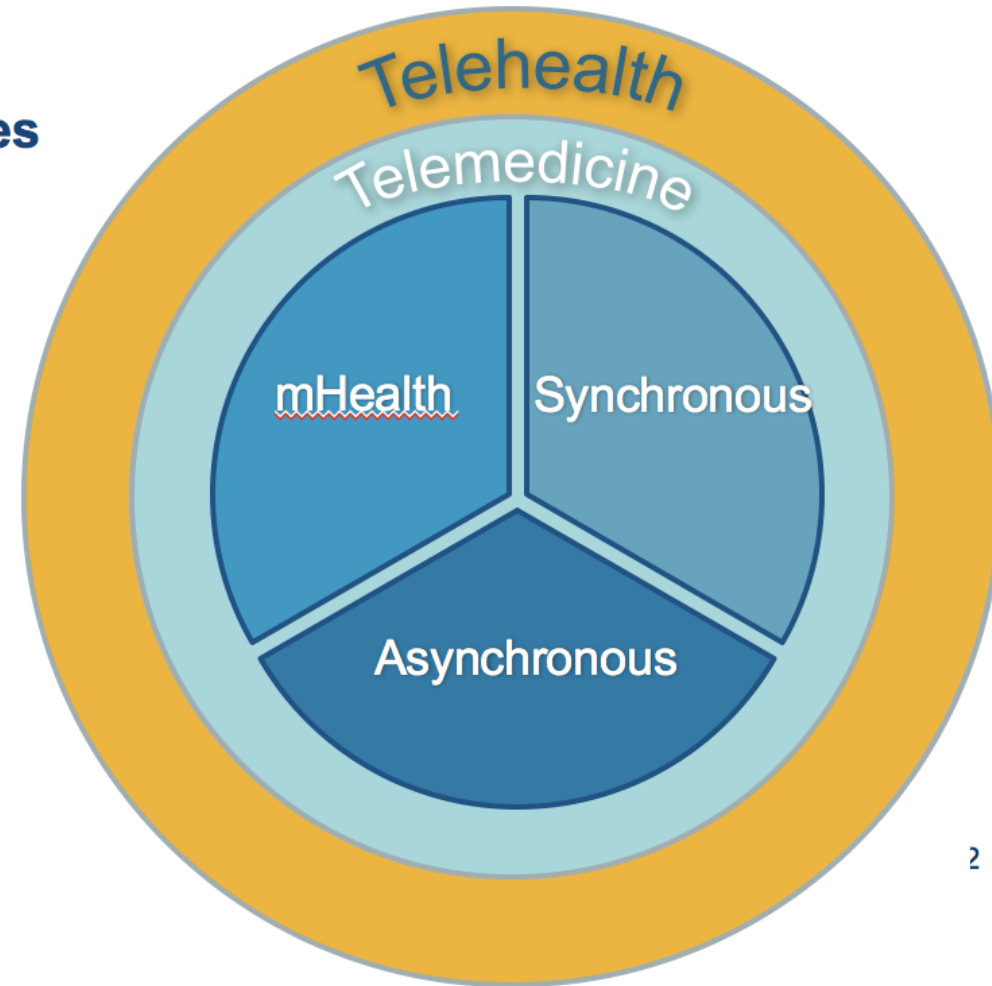


Telehealth Overview

Telemedicine: Categories & Examples

Telehealth includes:

- Practice of medicine at a distance
(Telemedicine)
- Distance health education
- Distance public health interventions
- Distance health administration



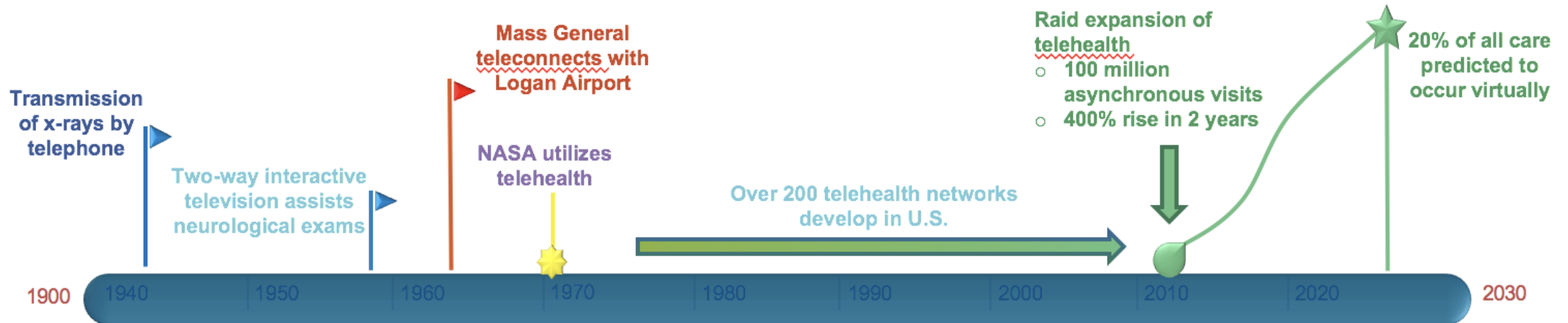
2



Telehealth Overview

Telemedicine: History & Future

- Telemedicine is not a new concept, and in recent years its use has grown exponentially.
- Over the next decade, virtual forms of care are expected to become commonplace.
- Telemedicine is now a multibillion dollar market.

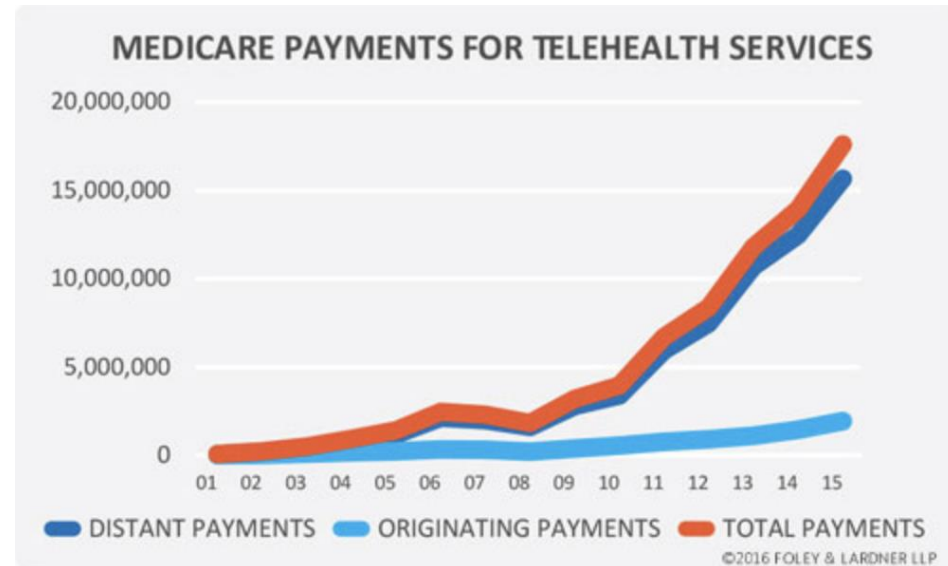


Sources: Institute of Medicine (US) Committee on Evaluating Clinical Applications of Telemedicine; Field MJ, editor. Telemedicine: A Guide to Assessing Telecommunications in Health Care. Washington (DC): National Academies Press (US); 1996. 2, Evolution and Current Applications of Telemedicine. Available from: <http://www.ncbi.nlm.nih.gov/books/NBK45445> & <http://www2.deloitte.com/content/dam/Deloitte/global/Documents/Technology-Media-Telecommunications/gx-tmt-2014predictionevisits.pdf>; "Virtual Health: Aligning Solutions With Enterprise-Wide Priorities" by SG2 Intelligence, 2014

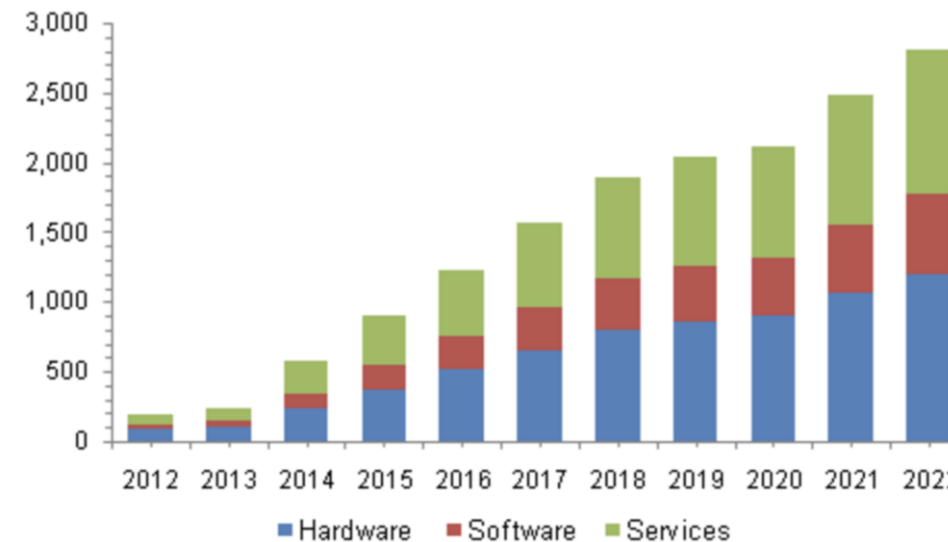


National Trends in Telehealth

- 71 % of large employers offered telemedicine 30% of ACO's allow telehealth
- 30 % of visits are payed for out of pocket
- 47 states have Medicaid policies that accommodate telehealth
- The global market is projected to reach over \$9 billion



U.S. telehealth market, by product, 2012-2022 (USD Million)



Telehealth Overview

Telemedicine: Categories & Examples

Synchronous telemedicine: school-based telemedicine

- Care delivered in school through connection between healthcare provider and school nurse (More information: <https://www.sctv.org/blog/telehealth/2016/elementary-school-uses-telehealth-enhance-student-care>)



Exam Camera:
Eyes, Ears, Nose, Mouth, Skin



In School: Student, Nurses



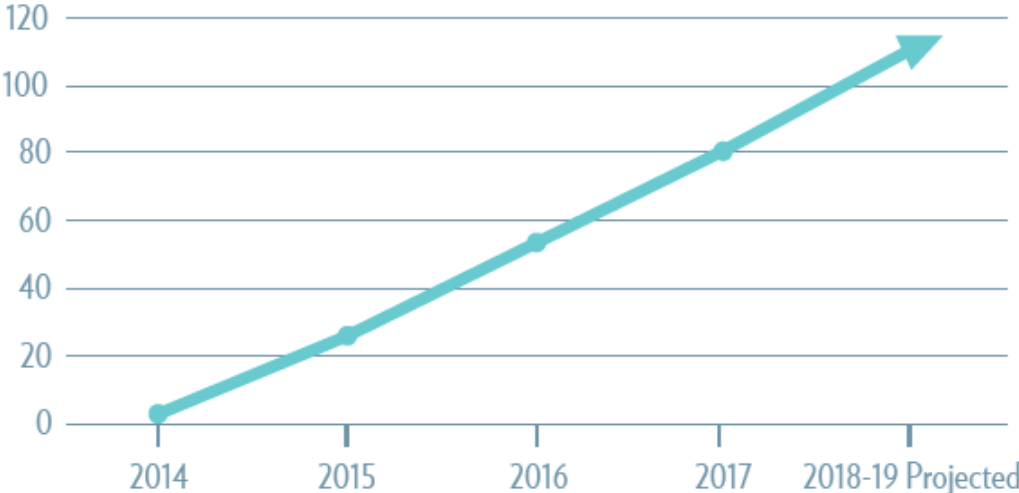
Electronic Stethoscope:
Heart & Lung Sounds



South Carolina's School-Based Telehealth program is one of the fastest growing school-based telehealth networks in the nation

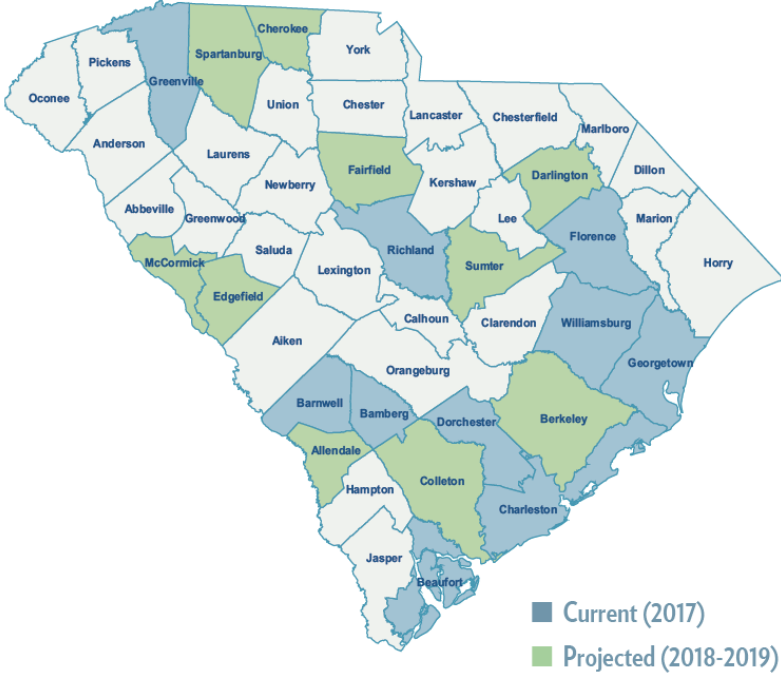
Number of South Carolina schools with telehealth capability*

The program has more than doubled its consult volume in each of the last 3 years.



Counties with School-Based Telehealth

In 2017 the program expanded to 20 new schools and into 3 new counties.



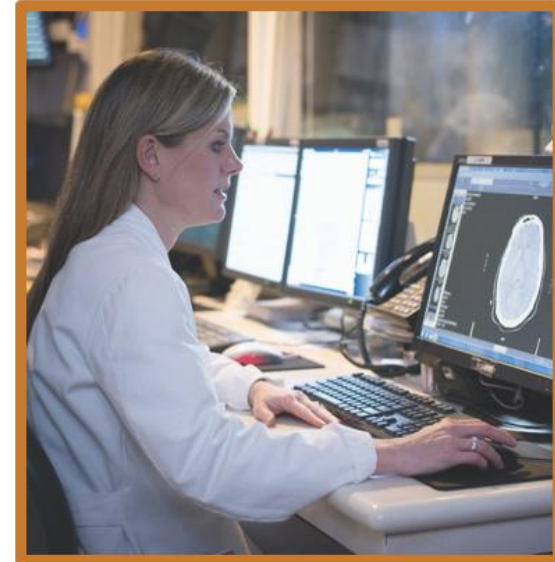
Telehealth Overview

Telemedicine: Categories & Examples

Synchronous telemedicine: telestroke consults

- Neurology specialists assist emergency rooms in making treatment decisions for stroke victims
- Requires the rapid transmission of
 - Real-time video
 - Radiological images
 - Health information
- More information:

<https://www.scetv.org/blog/telehealth/2016/tele-stroke-and-teamwork-go-hand-hand>



22



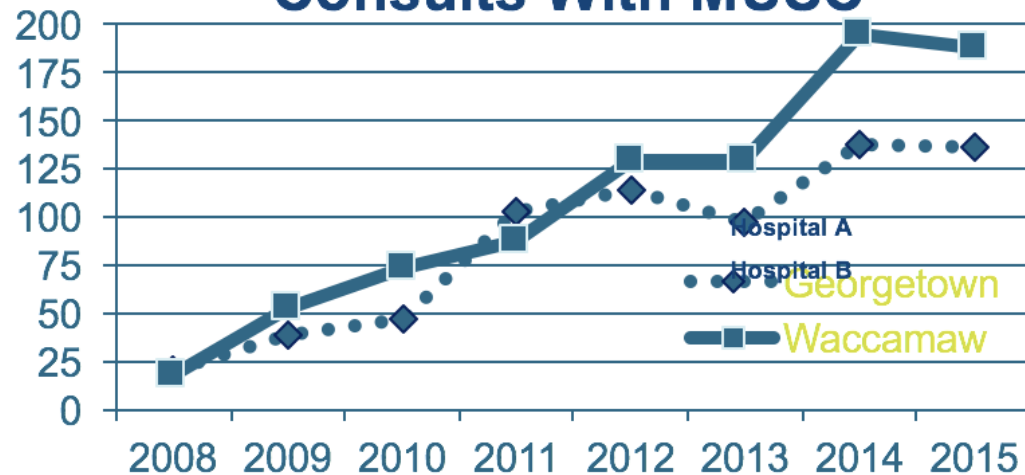
Telehealth Overview

How Can Telehealth Improve Care?

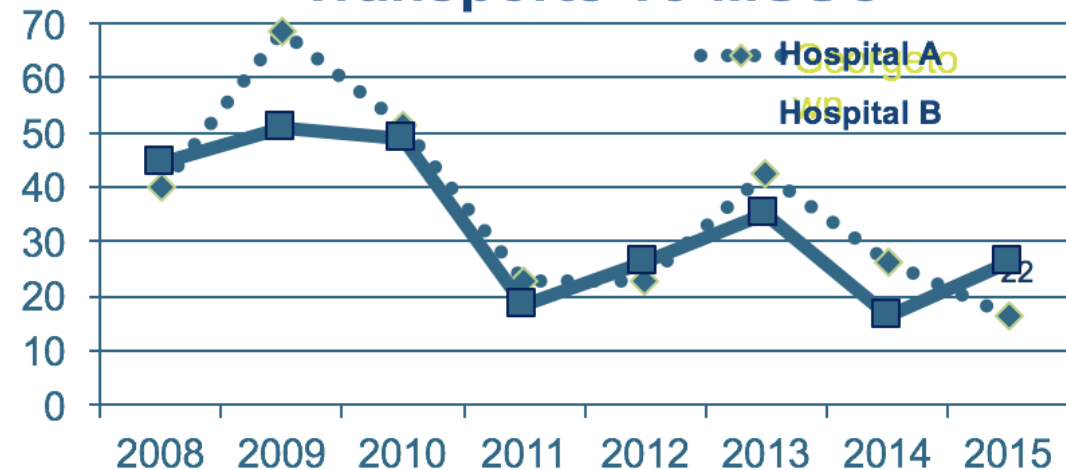
Add Efficiency To The Care System

- Example: coordinated telestroke triage with Tidelands Health (Georgetown & Waccamaw)
- Consults with MUSC are increasing while transports to MUSC are declining
- Patient costs are lowered while allowing them to stay in their community health systems

Consults With MUSC



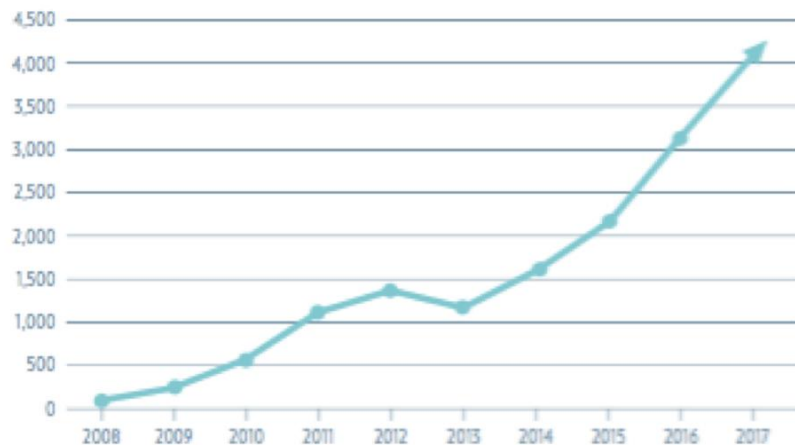
Transports To MUSC



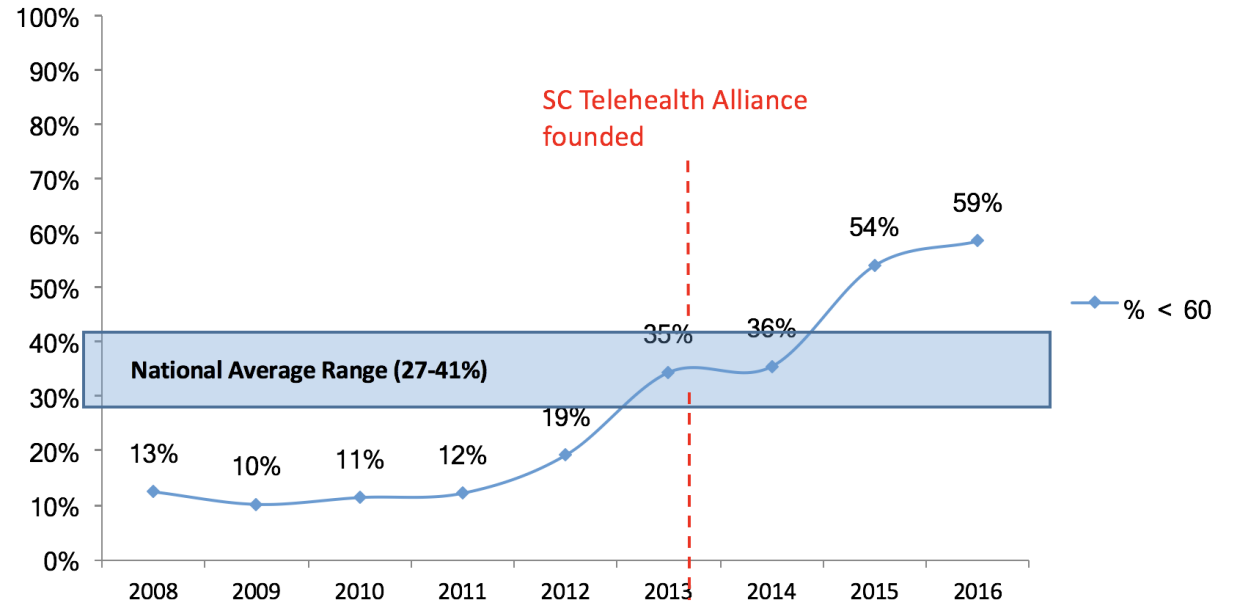
MUSC Telestroke Network



Telestroke Consults by Year
Greenville Health System, MUSC Health, Palmetto Health, Roper St. Francis



Percentage of patients with DTN ≤ 60



Source: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4128738/>

Telehealth Overview

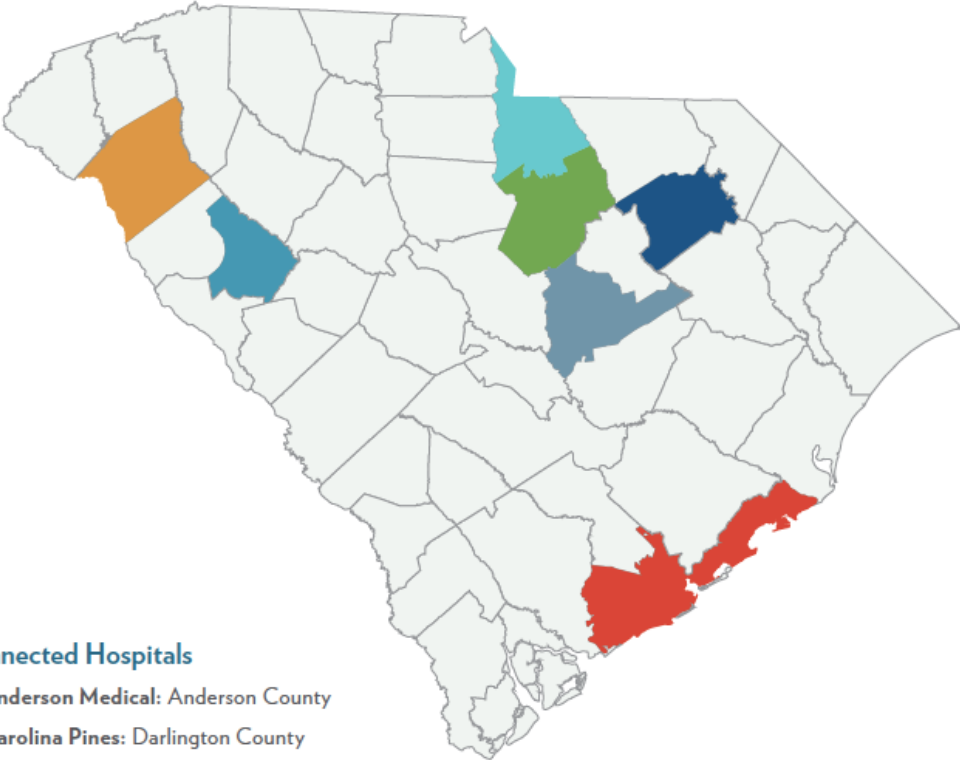
Telemedicine: Categories & Examples

Synchronous telemedicine: Tele-ICU

- Provides hospitals with additional assistance for their sickest patients by transmitting patient vital signs and health information to a monitoring team of critical care specialists



Tele-ICU Monitoring Continues to Expand Across South Carolina



Connected Hospitals

- Anderson Medical: Anderson County
- Carolina Pines: Darlington County
- Kershaw Health: Kershaw County
- MUSC Health: Charleston County
- Palmetto Health Tuomey: Sumter County
- Roper St. Francis: Charleston County
- Self Regional: Greenwood County
- Springs Memorial: Lancaster County

9,683

SC patients monitored

166

lives were potentially saved!*



Telehealth Overview

How Can Telehealth Improve Care?

Reduce Barriers To Care

- Example: South Carolina Department of Corrections (SCDC)
- SCDC partnered with MUSC Health in 2017 to provide telehealth services to incarcerated patients at five facilities
 - Cuts cost of care
 - Increases public safety by minimizing inmate medical transports
 - Allows higher acuity level patients & more dangerous inmates better access to care

<http://southcarolinapublicradio.org/post/south-carolina-department-corrections-turns-telehealth-public-safety-and-costs>

<http://correctionalnews.com/2016/07/19/south-carolina-doc-implement-telehealth-services/>



Telehealth Overview

How Can Telehealth Improve Care?

Improve Health Through A Care Continuum

- Example: remote patient monitoring for diabetes
- Allows care team to get more information about blood glucose control over time
- Medications may be adjusted between in-person visits

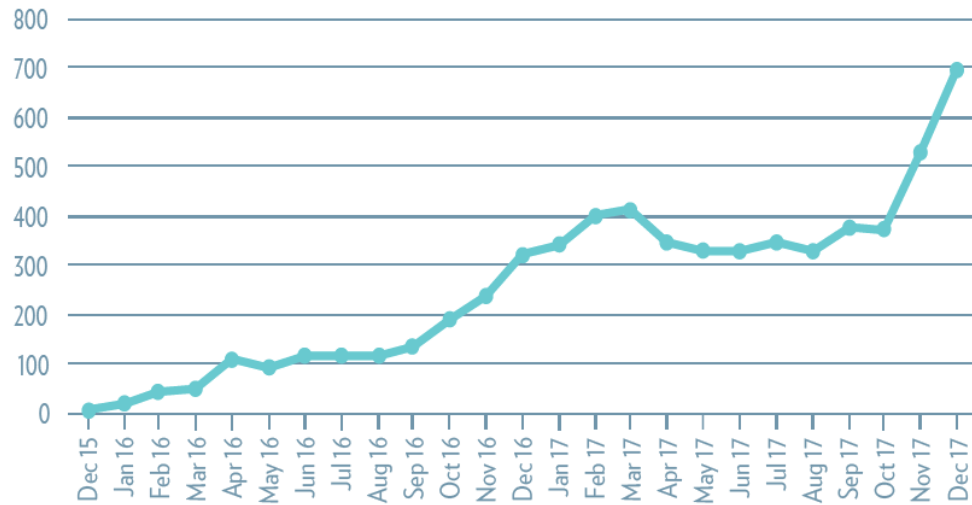
<https://www.scetv.org/blog/telehealth/2016/home-telehealth-diabetes-transforms-mans-life?page=2,2&ref=blogs/telehealth>



Telehealth Overview

Total Number of SmartExams* and E-Visits** where Patient Received Care

Greenville Health System, McLeod Health, MUSC Health, and Palmetto Health



* Greenville Health System and Palmetto Health use the same DTC solution called SmartExam.

**McLeod Health & MUSC Health use different DTC solutions, but both refer to their solutions as E-Visits.

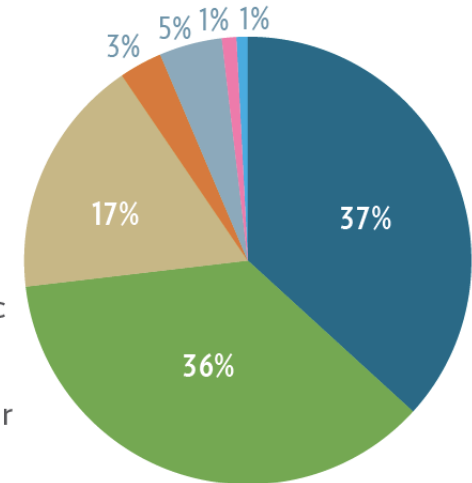
6,364

SmartExams/E-Visits conducted since these DTC programs began

What Patients Value Most about SmartExam*

*Based on GHS and Palmetto Health data

- Received care quickly
- Affordable
- Thorough interview
- Avoided travel time
- Avoided going to clinic
- Care was delivered by my health care provider
- Other

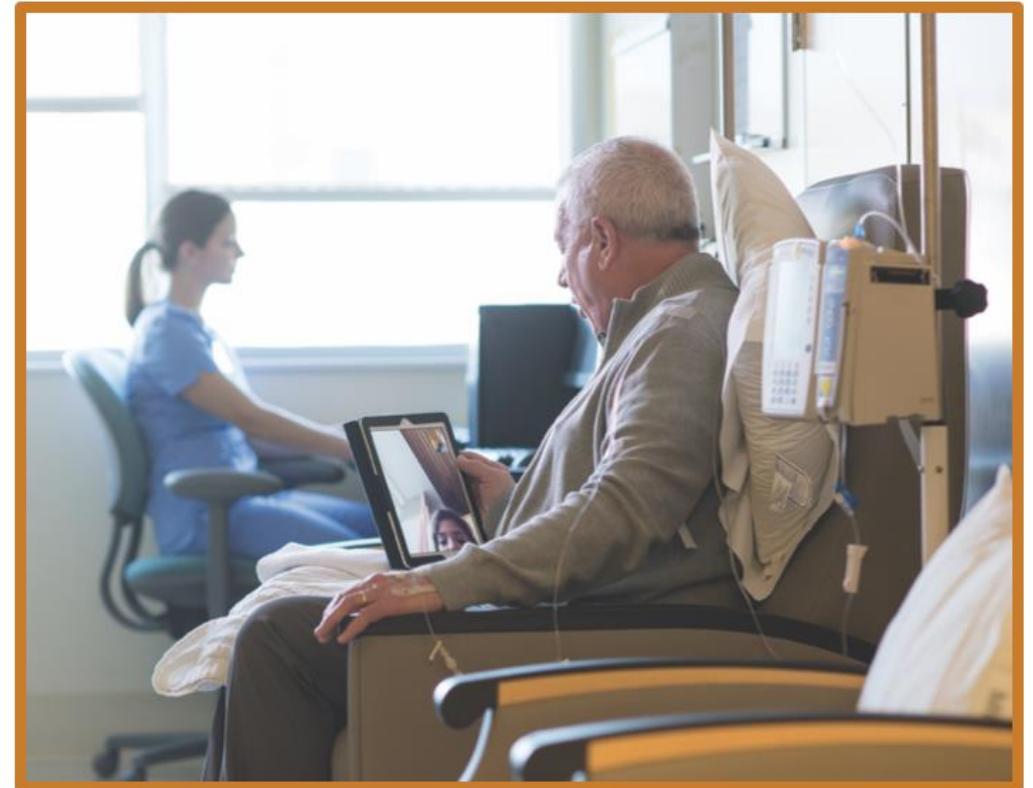


Telehealth Introduction

How Can Telehealth Improve Care?

Extend Capacities & Expertise

- Example: Nutrition Counseling via MUSC Virtual Tele Consultation (VTC)
- Allows patients to stay within their local health systems while gaining access to MUSC nutrition experts
- Less travel burden for patients and providers
- Efficiency allows providers to counsel more patients

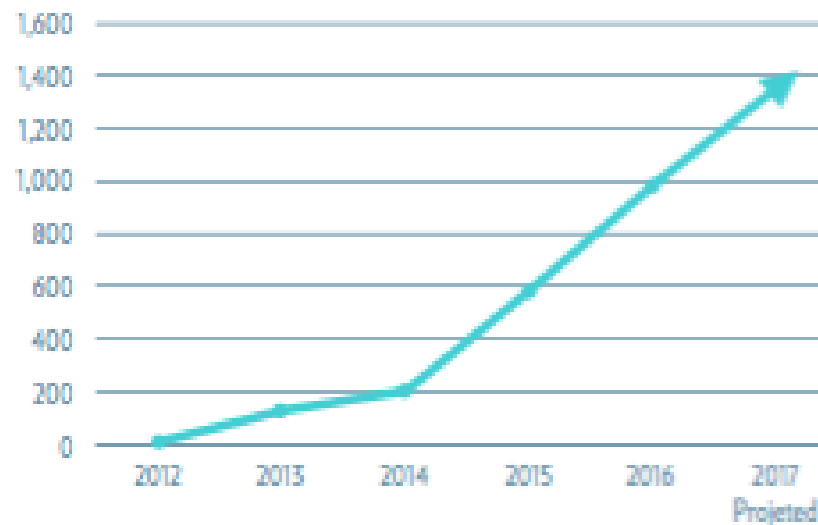


Supporting Community Practices with Co-management in the Medical Home

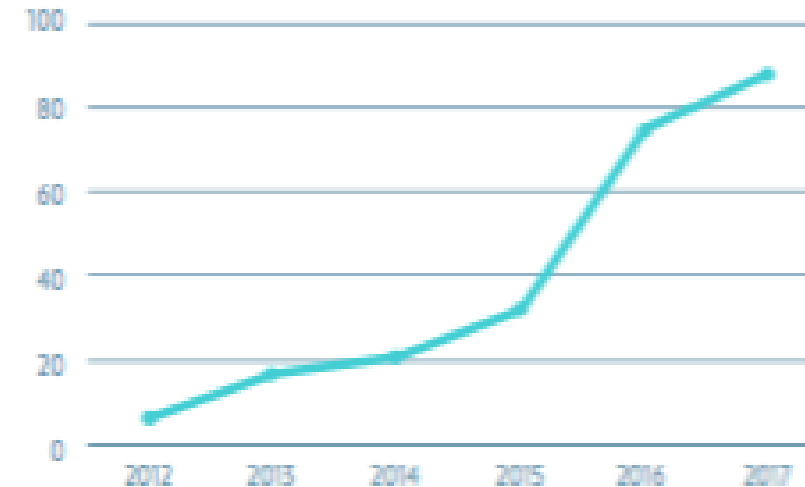
MUSC Health's Virtual Telehealth Consultation

The MUSC Health's Virtual Telehealth Consultation (VTC) service collaborates with primary care providers to bring specialty care into the setting of the patient centered medical home.

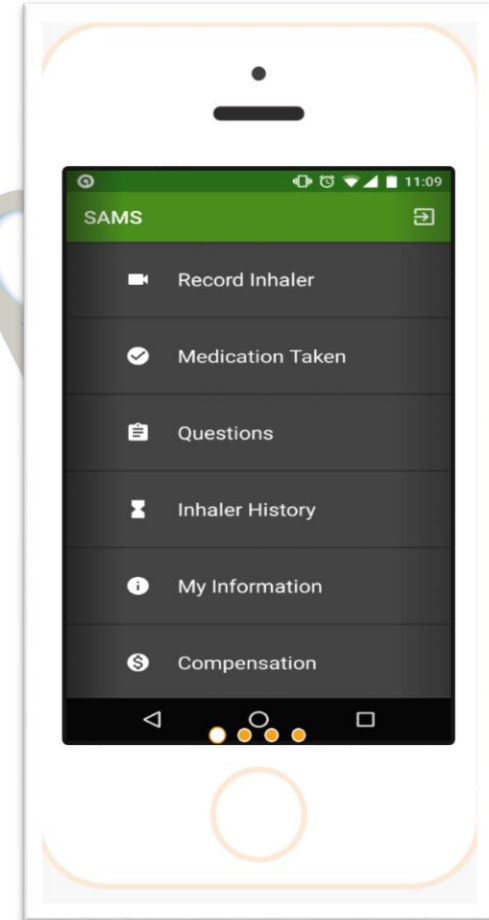
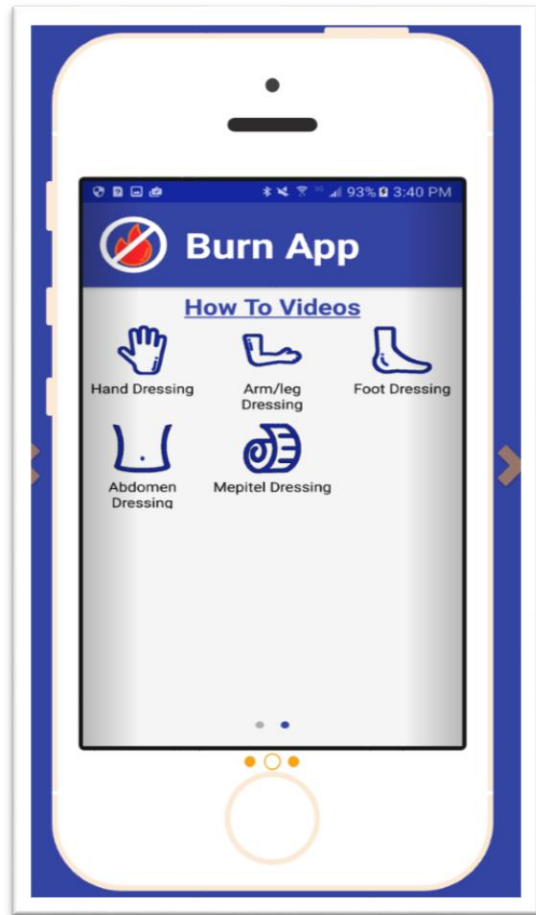
MUSC Health's Annual Number of Outpatient Consultations through the VTC Service



MUSC Health's VTC Service - Number of Connected Partners



MUSC Mobile Application Innovations



Direct-to-Consumer Telehealth

Direct to Consumer Telehealth: Throwing The Baby Out With The Bathwater

JUNE 10, 2016



COMMERCIAL INSURER INNOVATION

By J. Scott Ashwood, Ateev Mehrotra, David Cowling, and Lori Uscher-Pines

Direct-To-Consumer Telehealth May Increase Access To Care But Does Not Decrease Spending

Direct-to-consumer telehealth: The sector gets a new diagnosis

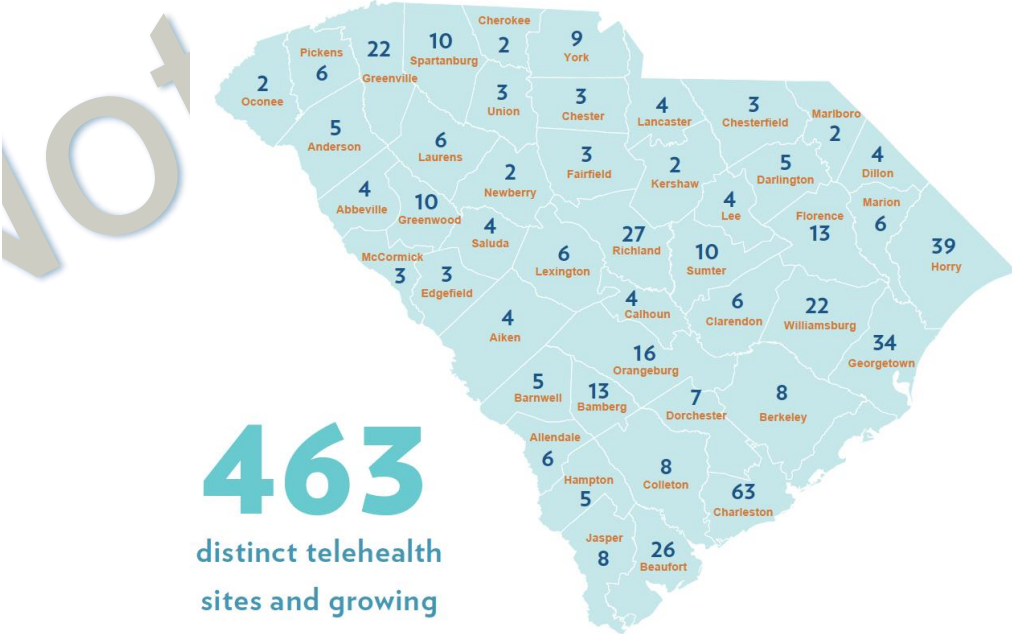
BY REBECCA VESELY | MAY 16, 2016



Telehealth in South Carolina



SOUTH CAROLINA
Telehealth
ALLIANCE



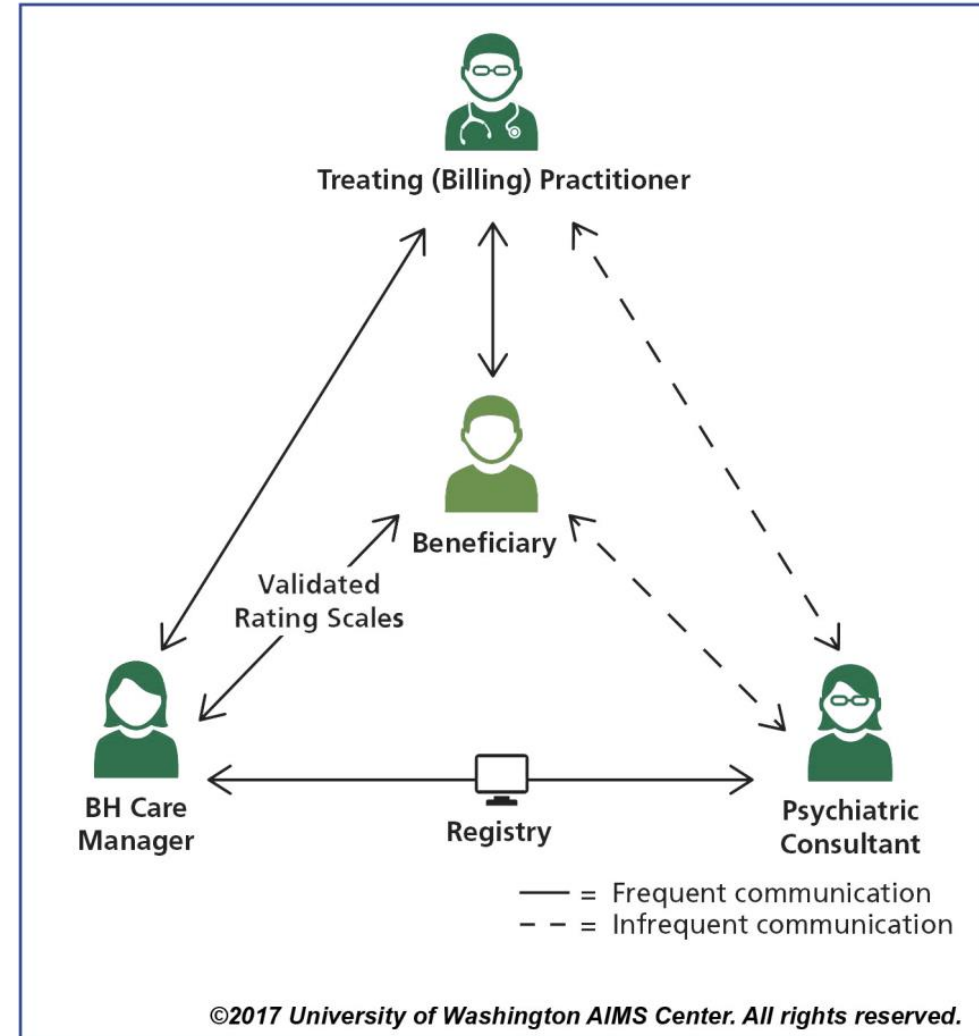
463
distinct telehealth
sites and growing



Reimbursement Innovation

- “Classic” telehealth Restriction Relief
- Remote Patient Monitoring
- Virtual Check-Ins
- Multidisciplinary Care Team Payment Models
 - › Behavioral Health Integration Services

DO NOT C



What's to Come?

“In My Day.....”

Do Not Copy.



Thank You!

James T. McElligott, MD, MSCR
Executive Medical Director, Telehealth
Medical University of South Carolina

mcellig@musc.edu

DO NOT COPY.

