

# Telemedicine to the Rescue



**Learn how telemedicine is an aid in  
helping rural community hospitals**

*December 2, 2015. Start time is 12:00 PM CST (1:00 EST)*



## Featured Presenters

### Telemedicine Policy: Updates & Opportunities



**Gary Capistrant**  
Chief Policy Officer,  
American Telemedicine Association

### Success Story: Connect rural patients with “big-city” specialists



**Allie Paquette**  
Application Analyst, Imaging &  
Clinical Systems,  
Baystate Health

### Telemedicine: the Future is NOW



**Dr. Ana Maria Lopez**  
Associate Vice President for Health  
Equity and Inclusion,  
University of Utah Health Sciences  
Center

## Telemedicine Policy:

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**Gary Capistrant**  
*Chief Policy Officer*



### How can telemedicine help keep rural hospitals from closing?

- ❖ Benefits from telehealth for rural hospitals
- ❖ Opportunities for Medicare to expand rural coverage



## Opportunities for Medicare to expand rural coverage

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- ❖ Broaden coverage into metro area fringes, such as covering all critical access hospitals and sole community hospitals
- ❖ Allow follow-patient care for chronic conditions to avoid readmissions penalties and improve patient care management, such as video “house calls”
- ❖ Allow coverage for “store and forward,” such as for wound management



## Recommended policy resources

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### American Telemedicine Association

- ❖ [AmericanTelemed.org](http://AmericanTelemed.org)
- ❖ [ATAwiki.org](http://ATAwiki.org)

### Federal government

- ❖ [HRSA.gov/ruralhealth](http://HRSA.gov/ruralhealth)
- ❖ [HRSA.gov/telehealth](http://HRSA.gov/telehealth)

## Success Story:

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**Allie Paquette**

*Application Analyst, Imaging &  
Clinical Systems*



### How to better connect rural patients with “big-city” specialists

- ❖ Find out how small community medical centers in rural Massachusetts are leveraging telemedicine technology
- ❖ Hear what medical specialties have benefited the most and why
- ❖ Learn new ways to standardize telemedicine equipment/choices

## Background

- ❖ Baystate Health is a 5-hospital health system with 1 primary trauma center and 4 tertiary hospitals
- ❖ Earliest telemedicine initiatives at the health system were for acute stroke
- ❖ Through grant funding, efforts began to expand telemedicine services





## Scope

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- ❖ Utilize telemedicine to provide specialist access to patients in tertiary locations
  - ❖ Minimize travel time and maximize efficiency of seeing patients for specialist physicians
  - ❖ Reduce the need for patients to travel out of their communities to the main hospital
  - ❖ Provide faster access to appointments for specialized care
- ❖ Reduce transfer of patients to Baystate Medical Center to improve patient experience and keep care in the local hospitals





## Clinical Use Cases

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- ❖ Neurology
- ❖ Cardiology
- ❖ Speech Pathology
- ❖ Psych
- ❖ Geriatrics/Palliative Care
- ❖ Critical Care



# Telemedicine Equipment Solutions

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- ❖ Types of solutions
  - ❖ Telemedicine carts with medical devices
  - ❖ Video consultation only solution
- ❖ Requirements
  - ❖ Ease of use for physicians and tele-presenters
  - ❖ Secure network connection
- ❖ Technical requirements
  - ❖ Wireless or wired solution at remote site end
  - ❖ Device utilization for consulting providers



## Other Considerations

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- ❖ Clinical workflow
  - ❖ Inpatient vs. Outpatient consults
  - ❖ Scheduling
  - ❖ Communication

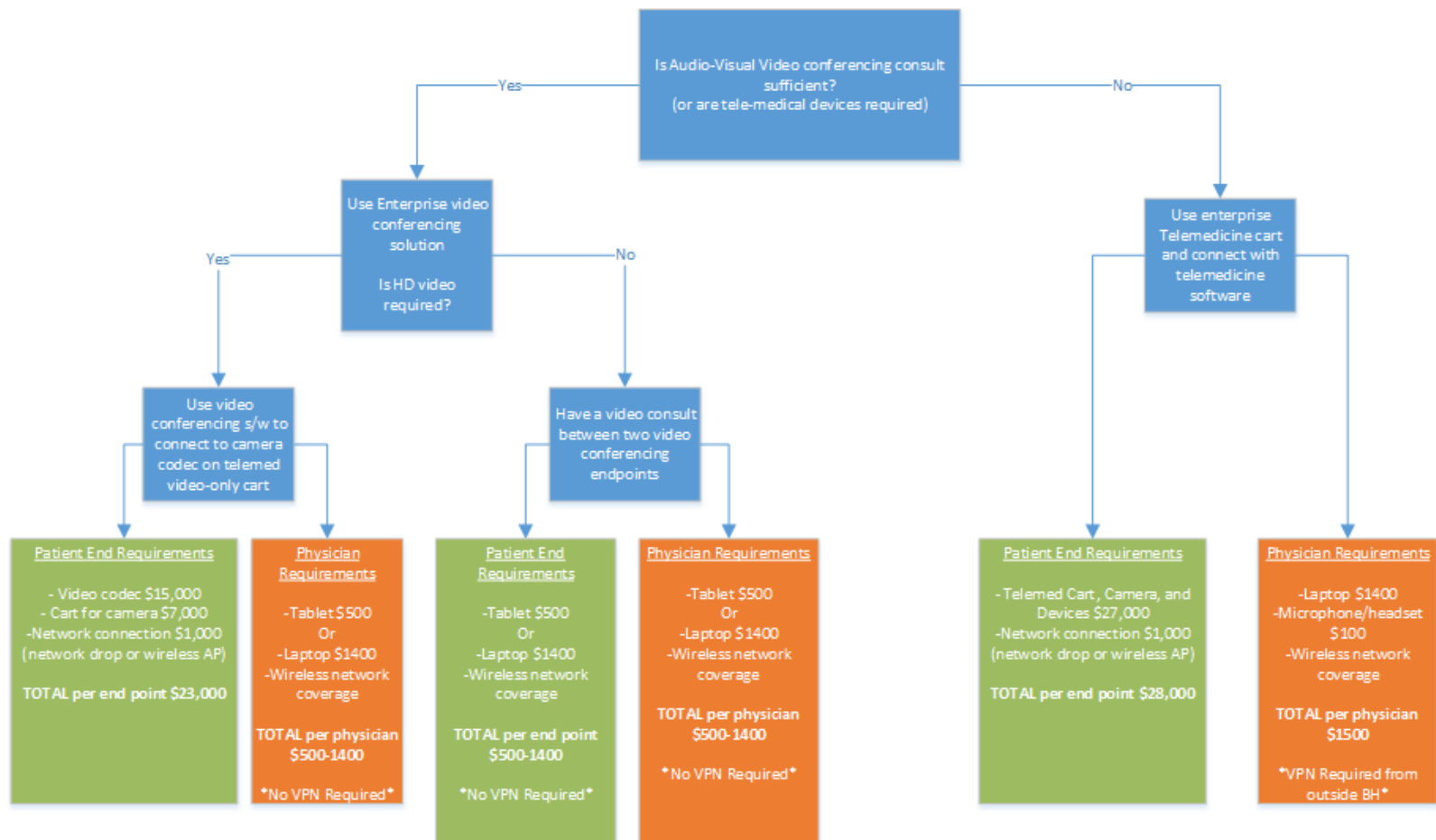


## Standardization and Expansion

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- ❖ Telemedicine use cases are rapidly increasing and clinical teams are coming in with new requests weekly
- ❖ Our goal is to develop standard, packaged solutions
  - ❖ Readily available for budgeting and quick request-to-implementation time
  - ❖ Aid in support of expanding service area

# Telemedicine Equipment Decision Guide





# Telemedicine: the Future is NOW



**Dr. Ana Maria Lopez**

*Associate Vice President for Health  
Equity and Inclusion,*



**ARIZONA  
TELEMEDICINE  
PROGRAM**



- ❖ “Telemedicine”: concept is generally understood
- ❖ Different scenarios in a rural hospital/clinic setting where telemedicine is useful
- ❖ Ways to bundle services for follow up care, to allow for increased access to care
- ❖ A use case example of oncology follow up services from a distance with chemo delivered at local hospital

# Telemedicine

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In US,  
64% own a smartphone  
90% own a cell phone  
70% shop online regularly  
15% do not use the  
internet\*

\*Pew Research Center

## Video Calls

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<http://alliosnews.com/wp-content/uploads/2011/03/iPad-2-Facetime.png>

## Telemedicine in the future:

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# Portable Telemedicine System: the new Doctor's Bag

**Examination Camera**

**Video  
Conferencing**

**Digital  
Stethoscope and  
Headphones**

**Medical Devices:  
Otoscopes, VSM, ECGs,  
etc**

**Wireless LAN  
Connection**



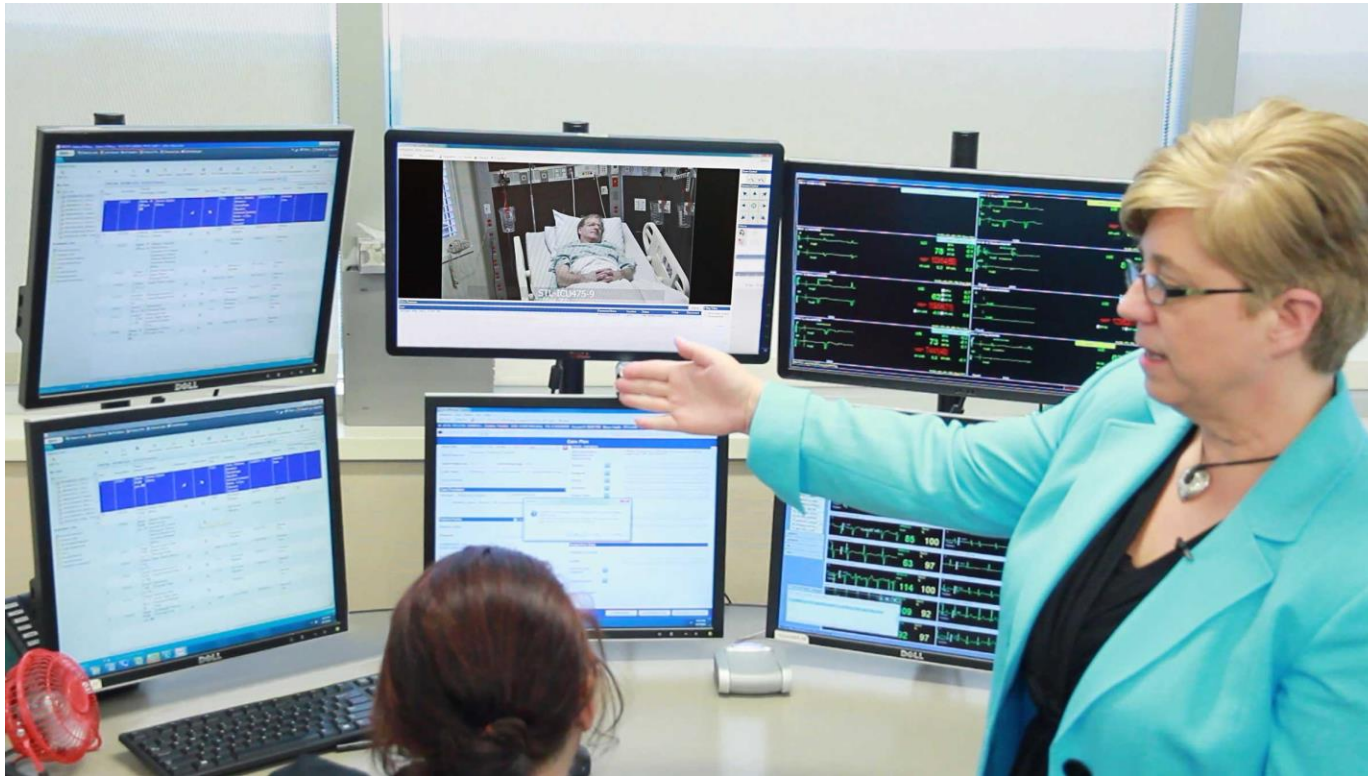
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## Telemedicine in the future: scenarios



<http://www.forbes.com/sites/patrickmoorhead/2014/05/13/vidyo-gets-the-jump-on-next-generation-telemedicine/>

# Digital Mammography



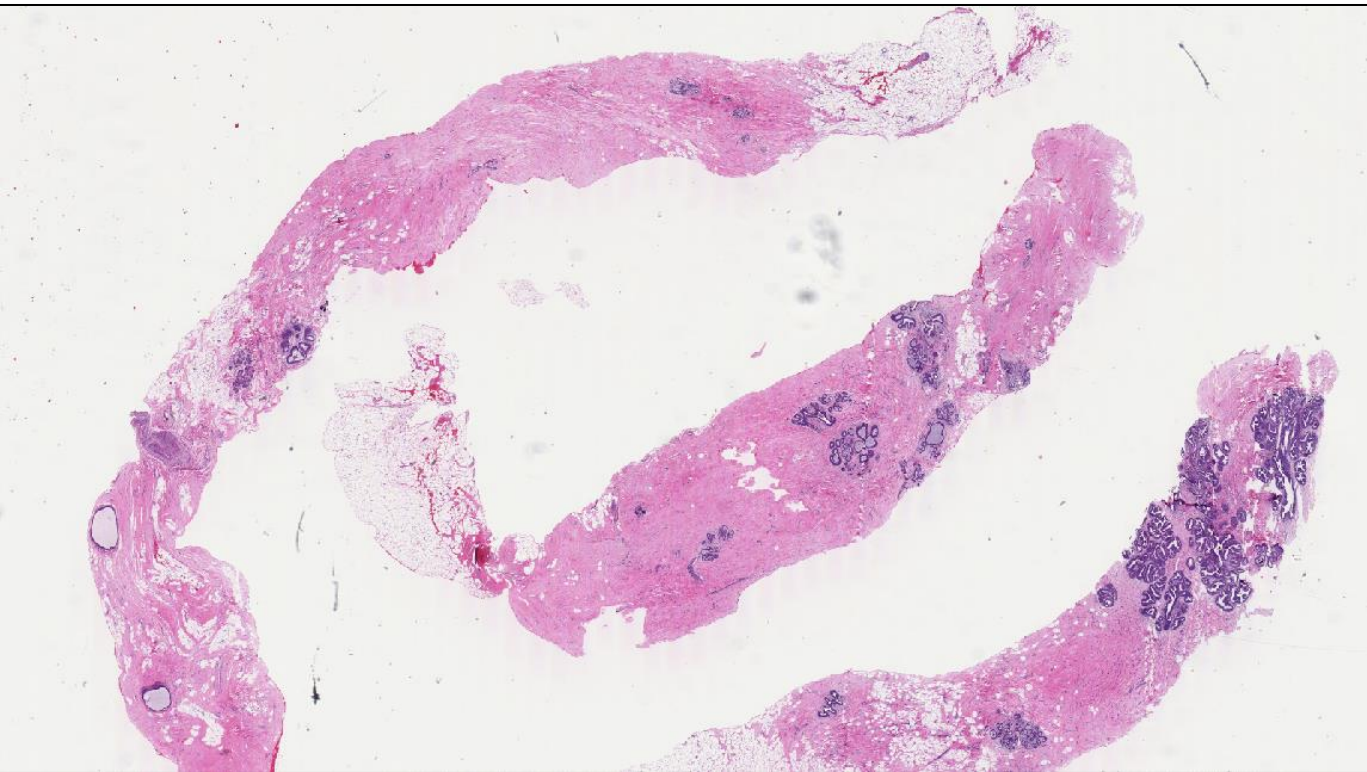
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# Fetal Ultrasound





# Telepathology



Virtual Slide

Arizona Telemedicine Program 2013

# Teletrauma



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## TelePainClinic



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## Telemedicine: bundling of services

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- ❖ Helps reduce the anxiety of the “waiting game”
- ❖ Women’s health:
  - ❖ Telemammography
  - ❖ Telepathology
  - ❖ Teleoncology





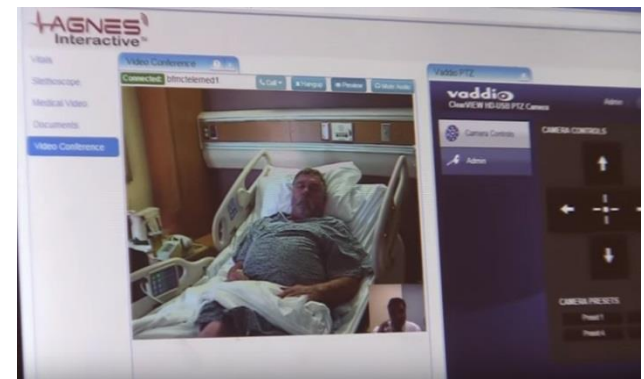
## Telemedicine: tele-oncology case scenarios

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- ❖ Cancer prevention education, genetic counseling
- ❖ Early detection, diagnostic imaging: teleradiology
- ❖ Clinical consultation: surgical oncology, medical oncology, radiation oncology (review of planning at a distance), survivorship care, palliative care, end of life care
- ❖ Clinical trial education, consent
- ❖ Multidisciplinary tumor board
- ❖ Chart review/ECHO as a model of care.

# Considerations for Technology & Equipment

- ❖ Environment of equipment
- ❖ Medical specialties
- ❖ Interoperability of equipment
- ❖ Training required of users
- ❖ Integration w/ existing IT



# Types of Clinical Telemedicine Solutions

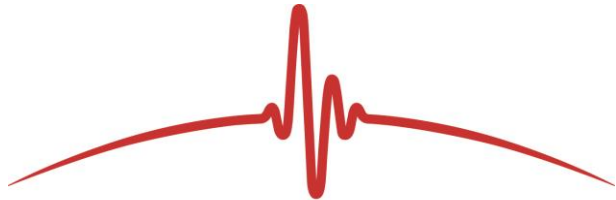
- ❖ Encounter Management Software
- ❖ Medical Devices & Equipment
- ❖ Telemedicine Systems & Mobile Carts





# Contact Information

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# Thank You for Attending

- ❖ Archived presentation will be available in next few days.
- ❖ Follow up email will include link