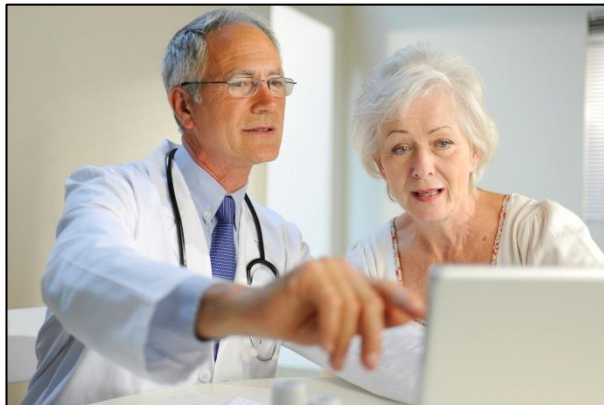




Telemedicine Reduces Unnecessary Transfers for Rural Long Term Care Residents



September 18, 2014. Start time is 12:00 PM (central time)



Featured Presenters



Shari Davis
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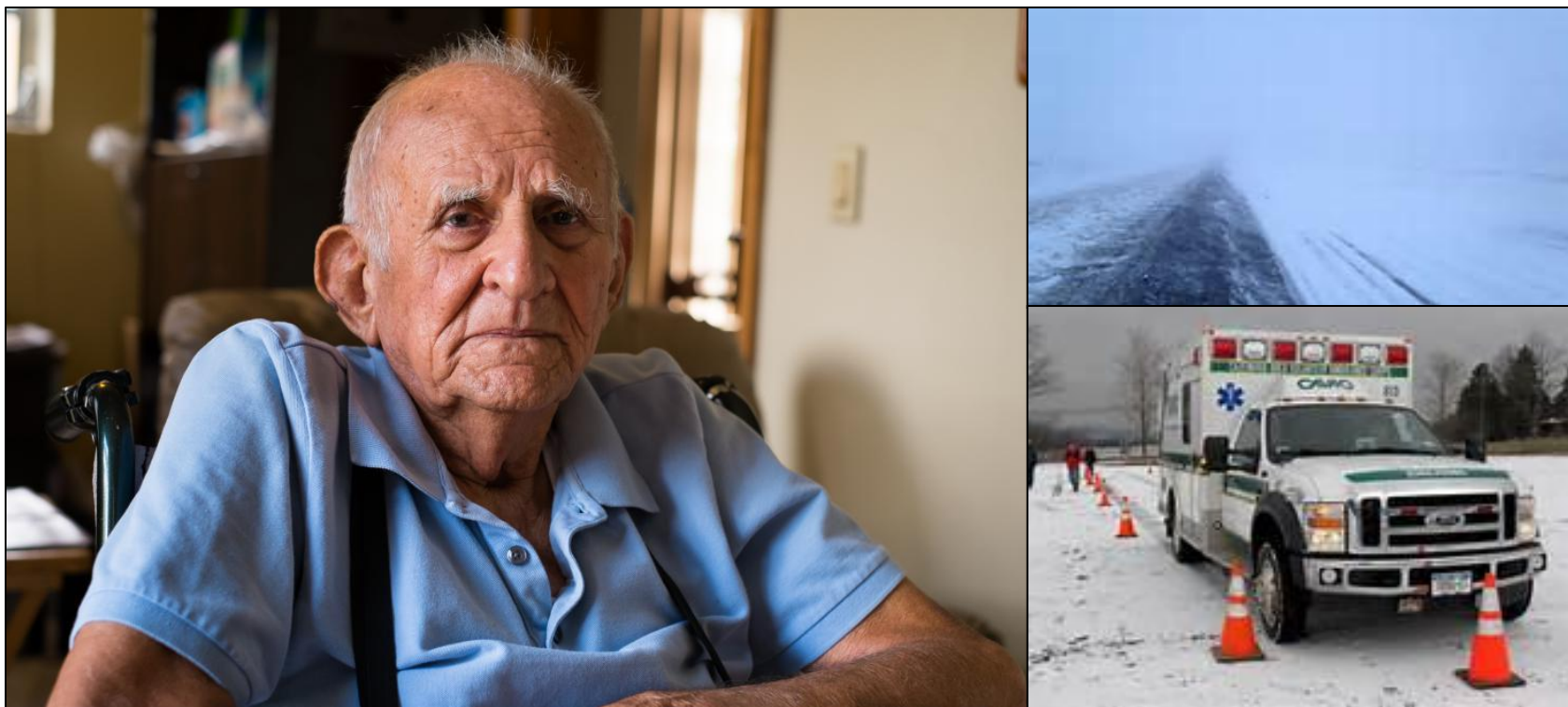
Changes in CMS Reimbursement

- ❖ Skilled Nursing Facility Value-Based Purchasing Program
- ❖ Designed to reduce Medicare reimbursement rates in SNF's with higher rates of potentially preventable readmissions
- ❖ Creates an incentive pool for high performers
- ❖ Anticipated savings of \$2B over 10 years

Triple Aim: Improved Care, Improved Outcomes, Lower Cost



Meet Harold





eLTC Vision

- ❖ Improved access to healthcare services will result in sustained or improved health status; and overall reduce the cost of care by reducing Emergency visits and hospitalizations.
- ❖ Enhance the quality of life for elders by providing access to geriatric focused providers, advanced care planning, and pharmaceutical management support.



Today's eLTC Value

- ❖ Immediate access to urgent care services
- ❖ Early intervention
- ❖ Decreased transportation costs
- ❖ Reduced unnecessary ER visits and hospitalizations
- ❖ Reduce risk of advance in debilitation and confusion related to stress of acute episode of care



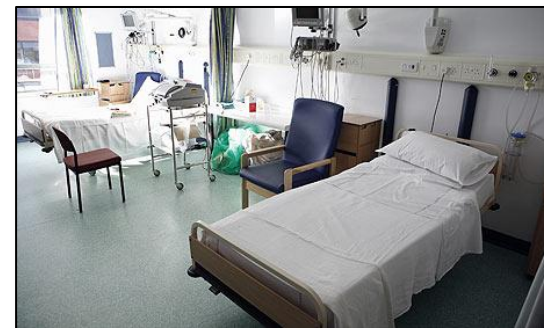


Early Intervention, Reduces Risks Associated with Hospitalization

- ❖ Transfers commonly result in complications in older residents
- ❖ Hospitals represent high risk environment for frail elderly
 - ❖ Confusion- delirium
 - ❖ Falls
 - ❖ Resistant Infectious Organisms
- ❖ Access to quicker intervention can reduce the number of acute episodes in many fragile residents
- ❖ Financial and regulatory considerations – bundled care

Hospitalizations

- ❖ Care sensitive hospitalizations carry an annual cost of 2 billion dollars
- ❖ Discharge to LTC is still the strongest predictor of readmission – 1 in 4 residents are rehospitalized, 4.3 Billion in annual costs
- ❖ 15 % geriatric population = 50% of all hospital costs





Telemedicine Program Started

- ❖ 2012 3yr HRSA Grant (\$150,000/year)
- ❖ 20 sites in SD, MN, NE, IA
- ❖ Partner with Evangelical Lutheran Good Samaritan Society
- ❖ Right Equipment Critical
 - Fixed units vs. mobile carts
 - Stethoscope
 - Handy cam



Telemedicine Program Experience

- ❖ 55% of video calls result in avoided transfer
- ❖ Education and supported nursing services has the potential to drive the avoided transfer % higher
- ❖ Goal is to introduce more geriatrician supported services into the model, that will support local providers in discussions around advance care planning

eLTC Impact To Residents and Family

- ❖ Immediate access to urgent care in their “home” no matter the time of day
- ❖ Remain in a familiar surrounding with people who they know and who know them
- ❖ Course of treatment begins faster
- ❖ Provide the families comfort knowing their loved one has that immediate access to care
- ❖ Access to specialists in the comfort of their home
 - Families do not have to take time off to drive to appointments





Impact to Providers and Staff

Nursing:

- ❖ Immediate access to a provider and extra set of eyes
- ❖ Ease burden of paperwork, faxes, phone calls
- ❖ Ease the burden of attempting same day clinic visit

Community Provider:

- ❖ Provide access to urgent care -nights, weekends, holidays
- ❖ Communicate care updates on resident conditions and interventions
- ❖ Work in collegial relationship with local Primary Care Provider
- ❖ Consistent treatment protocol for urgent care issues of geriatric- compromised- population

Types of Telemedicine Equipment

- ❖ Telemedicine Carts
- ❖ Video Conferencing
- ❖ Exam Cameras
- ❖ ENT Digital Otoscopes
- ❖ Electronic Stethoscopes
- ❖ Dermoscopes
- ❖ Ophthalmoscopes





North Dakota or Anywhere...

- ❖ Timely Access
- ❖ Low Cost
- ❖ Less Disruption
- ❖ Improved Quality
- ❖ Appropriate Utilization of Community Emergency Response.

Remember Harold?





Resources

- ❖ HRSA - Health Resources and Services Administration
 - [Open Grant Opportunities](#)

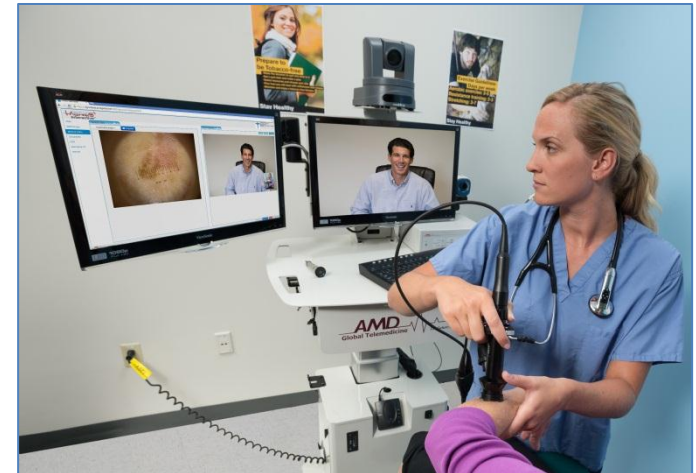
- ❖ CMS – Centers for Medicare & Medicaid Services
 - [Medicare-Fee-for-Service-Payment SNF](#)

- ❖ AHCA - American Health Care Association
 - [Skilled Nursing Facility Value-Based Purchasing Program](#)

Choosing Telemedicine Equipment & Technology

Consider:

- ❖ Environment of equipment
- ❖ Medical specialties servicing
- ❖ Training required of users
- ❖ Integration with existing IT infrastructure



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Thank You for Attending