

Telemedicine: Opportunities for Alabama

Alabama Department of Public Health
March 2015

Telehealth

- **Use of digital technologies to connect multiple users in separate locations to deliver:**
 - **Medical Care, Health Education, Public Health Services**
- **Broad definition of technology enabled health care services**
 - **Includes telemedicine**

Telemedicine

- **Use of digital technologies to exchange medical information from one site to another:**
 - **To improve a patient's clinical health status**
- **Not a medical specialty**



- Real time 2-way video and audio
- Store and forward

- Encrypted and HIPAA compliant



Clinical Application

- **Full spectrum of medical services**
 - **Early patient assessment**
 - **Diagnosis**
 - **Consultation**
- **Many peripheral exam tools**



**Bluetooth
stethoscope**





**Exam
camera**



Ultrasound



A. General Purpose Abdominal Probe
AB 3.5 MHz and AB 5.0 MHz

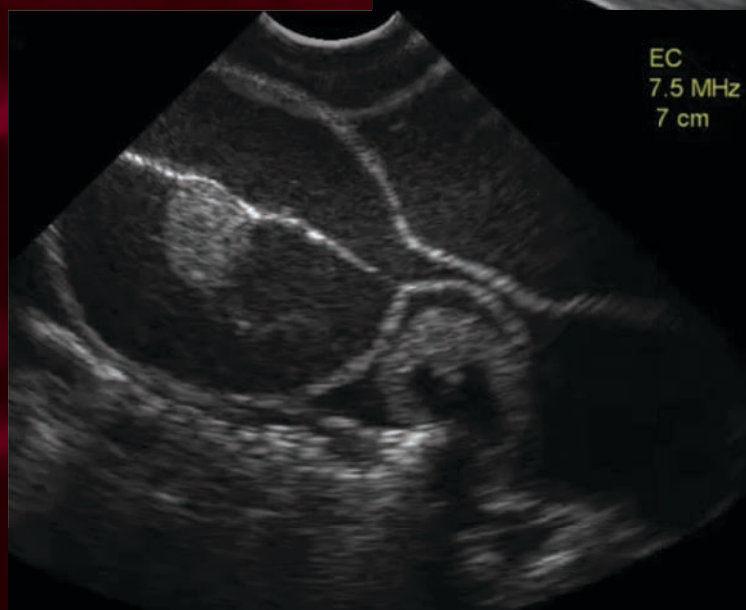


C. Vascular Access Probe
7.5/24 MHz

- General purpose abdominal
- Vascular
- Endocavity



B. Endocavity Probe
EB 7.5 MHz



EC
7.5 MHz
7 cm

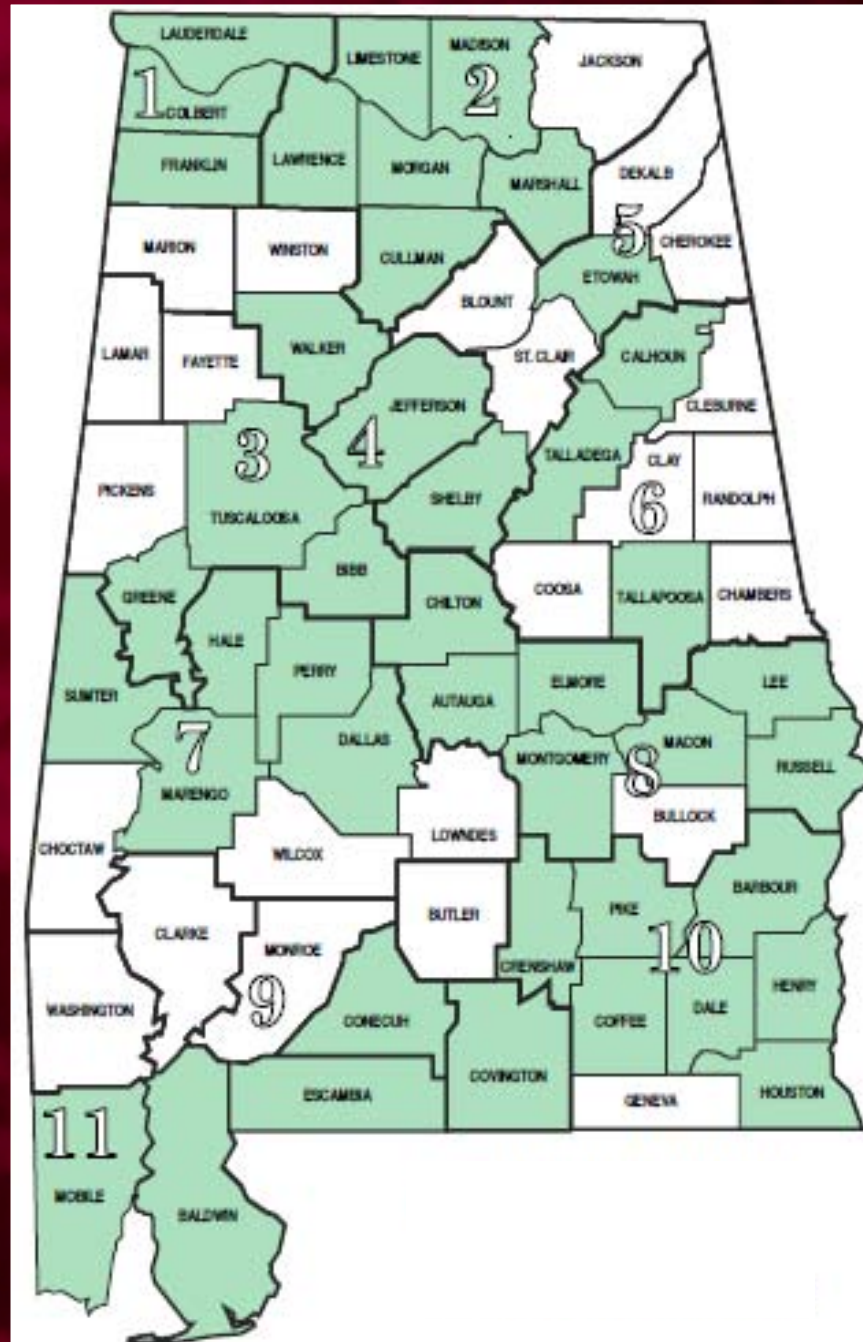


ADPH Infrastructure Innovation Partnerships



ADPH Infrastructure

- **County Health Departments**
- **Distance Learning (Satellite conferences, Webcasts, Video conferencing)**
- **Technical Expertise (IT)**
- **Bandwidth**
- **Administrative and Program Support**



**44 of 67
counties**

**Approx.
\$11,500**

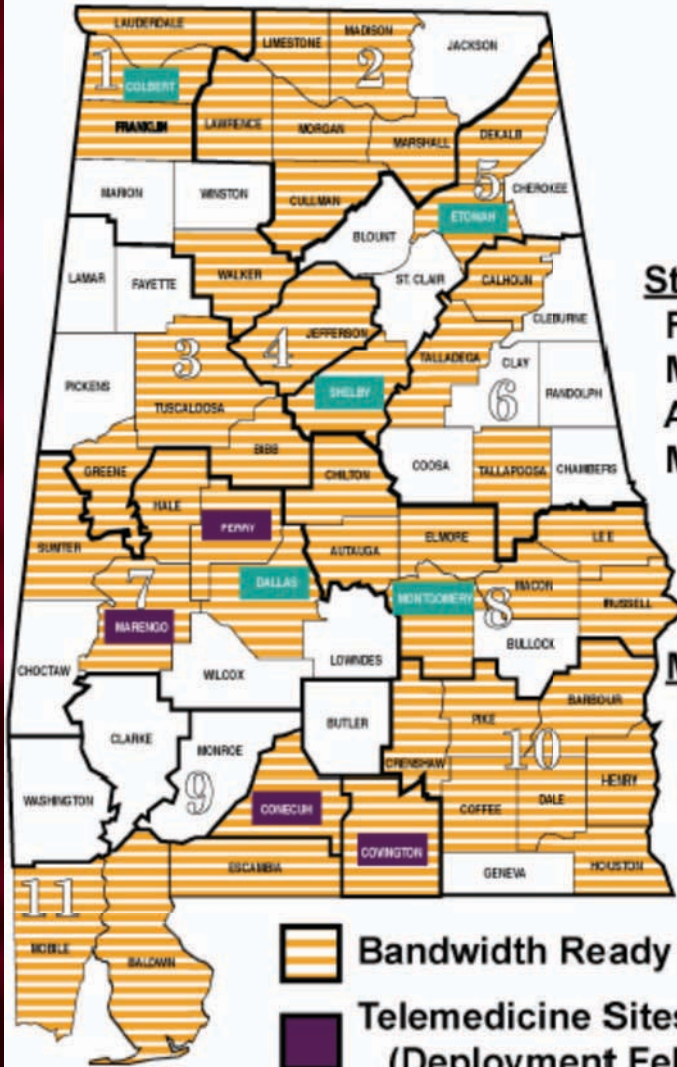
- **Cart**
- **Camera**
- **Codec**
- **Computer**
- **Stethoscope**
- **Exam Camera**



Partnerships

- **Telemedicine transcends clinical specialties and organizations**
- **Connects clients with medical services**
- **ADPH Telemedicine Partners**

Telemedicine eHealth Clinics
At County Health Departments
Alabama Department of Public Health
 (As of February 27, 2015)



Start Dates:

February 24 - Conecuh

March 17 - Perry

April 2 - Marengo

May 5 - Covington




Monthly Clinics:

Covington - 1st Tuesday

Marengo - 1st Thursday

Perry - 3rd Tuesday

Conecuh - 4th Tuesday

-  Bandwidth Ready for Telemedicine
-  Telemedicine Sites
(Deployment February - May)
-  Telemedicine Sites
(Deployment June - July)

Why is Telemedicine Important?

- **“Triple Aim” (Institute for Healthcare Improvement)**
 - **Improve patient outcomes**
 - **Improve access to care**
 - **Reduce health care costs**

Why is Telemedicine Important to Governor Bentley?

Bentley says no to raising property taxes

Phillip Rawls, The Associated Press January 3, 2015

... proposals to make Alabama healthier and make health care more affordable ... could include greater use of nurse practitioners and physician assistants and expansion of tele - medicine ... “I really want to see good health care brought to all the people of Alabama at a reasonable cost.”

Why is Telemedicine Important to AL Medicaid?

- **“To provide for the delivery of medical services to Medicaid beneficiaries on a managed care basis through Regional Care Organizations”**
- **Obtain independent evaluation:**
 - **Cost savings; Patient outcomes; Quality of care**

Why is Telemedicine Important to AL Medicaid?

- **Adopted Incentive Measures to be linked to financial incentives**
 - **Diabetes care, medication management, cervical cancer screening, prenatal/postpartum care, ↓ LBW, FU post hospitalization, well-child visits**

Why Should Telemedicine Be Important to Health Insurers?

- **Reduce ER visits**
- **Reduce hospitalizations**
- **Reduce LBW babies**
- **Lower infant mortality**
- **Healthier population**
- **Save money**



BIG PROBLEM



Reimbursement

BIG PROBLEM

US Telemedicine Legislation

- **27 states have enacted legislation:**
 - **Parity for private coverage = 23 states**
 - **Medicaid coverage = 14 states**

ATA as of 1/12/15

Telemedicine in Alabama

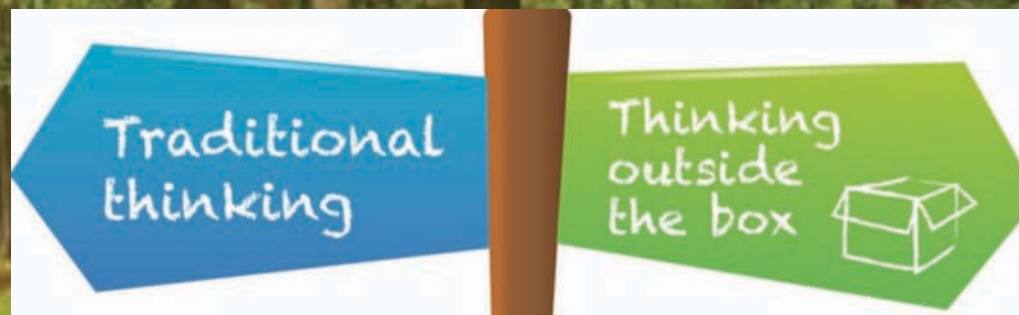
- **Parity Insurance** **F**
- **Medicaid** **C**
- **State Employee Health Plan** **F**

(LA, MS and TN have private insurance parity laws and Florida proposed legislation in 2014)

50 State Telemedicine Gaps Analysis
ATA September 2014

Alabama Medicaid Telemedicine Utilization 2010-2014

FY 2014	\$34,800
FY 2013	\$18,300
FY 2012	\$ 5,900
FY 2011	\$ 4,300
FY 2010	\$ 3,800



To Discuss Opportunities

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(click on the Telemedicine link)

