

Telemedicine: Prepare for Take-off

HOW LARGER MEDICAL SYSTEMS ARE MORE-EFFECTIVELY SERVING RURAL HEALTH NEEDS

PREDICTED GROWTH IN TELEMEDICINE

56% ANNUAL GROWTH PROJECTED OVER NEXT FIVE YEARS



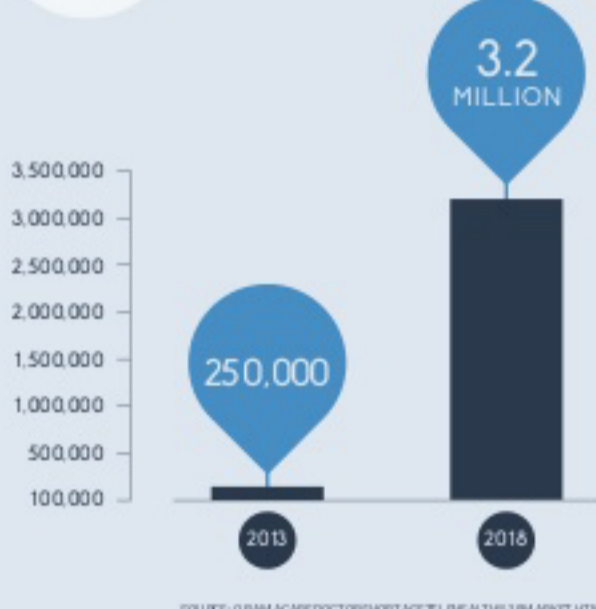
U.S. Telehealth MARKET



SOURCE: TOPHEALTHTECHNOLOGY/TELEHEALTHFORBES.COM



U.S. Telehealth PATIENTS



SOURCE: OBAMA CARE DOCTORS SHORTAGE TELEHEALTHFORBES.COM

A BIG BOOST FROM THE AFFORDABLE CARE ACT

THREE CHANGES BROUGHT BY THE ACA ARE DRIVING THE SURGE IN TELEMEDICINE



CARING FOR NEW PATIENTS

Telemedicine brings much-needed services to rural areas where physician shortages are greatest



SOURCE: HEALTHCAREFINTECHFORBES.COM



AVOIDING READMISSION PENALTIES

Followup care by telemedicine can help avoid new penalties for rehospitalization within 30 days of discharge



SOURCE: CHRONIC DISEASE AND DISABILITY IN AMERICA 2014



TREATMENT OF PRE-EXISTING CONDITIONS

More continuous care with remote monitoring can head off hospitalization in patients with chronic conditions



PROVEN TO IMPROVE OUTCOMES

STUDIES HAVE DEMONSTRATED TELEMEDICINE'S CLINICAL EFFICACY AND COST-SAVINGS



REMOTELY MONITORED HEART FAILURE PATIENTS

44% DECREASE

NUMBER OF HOSPITALIZATIONS

64% DECREASE

DAYS HOSPITALIZED

72% DECREASE

TOTAL HOSPITAL CHARGES

SOURCE: REMOTELY MONITORED HEART FAILURE



HIGH-RISK PREGNANCY

25% DECREASE

NUMBER OF PRE-TERM DELIVERIES

SOURCE: ACA PERFECTOR RURAL HEALTHY



SEPSIS

50% DECREASE

MORTALITY

\$8,000 REDUCTION

COST PER CASE

SOURCE: CATHOLICISM WITH HEALTHCARE INNOVATION

COMPENSATION - NO LONGER THE BIGGEST BARRIER

NEW LAWS AND POLICIES RECOGNIZE THE GROWING IMPORTANCE OF TELE-CARE

50+ Telehealth Services listed by Medicare for 2014 year

20% Medicare Beneficiaries live in rural areas covered by the new rules

47 States cover telehealth through the Medicaid program

21 States have enacted telemedicine parity laws requiring coverage

SOURCE: TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM/TELEHEALTHFORBES.COM

TECHNOLOGY CONSIDERATIONS FOR IT DEPARTMENTS

WITH CLINICAL OUTCOMES RIDING ON THEM, RELIABLE CONNECTIONS WILL BE KEY



PLATFORM CONSIDERATIONS

As the Bring-Your-Own-Device phenomenon hits healthcare, iOS support will be key



62% OF PHYSICIANS OWN TABLETS

81% OF THESE PHYSICIANS OWN IPADS

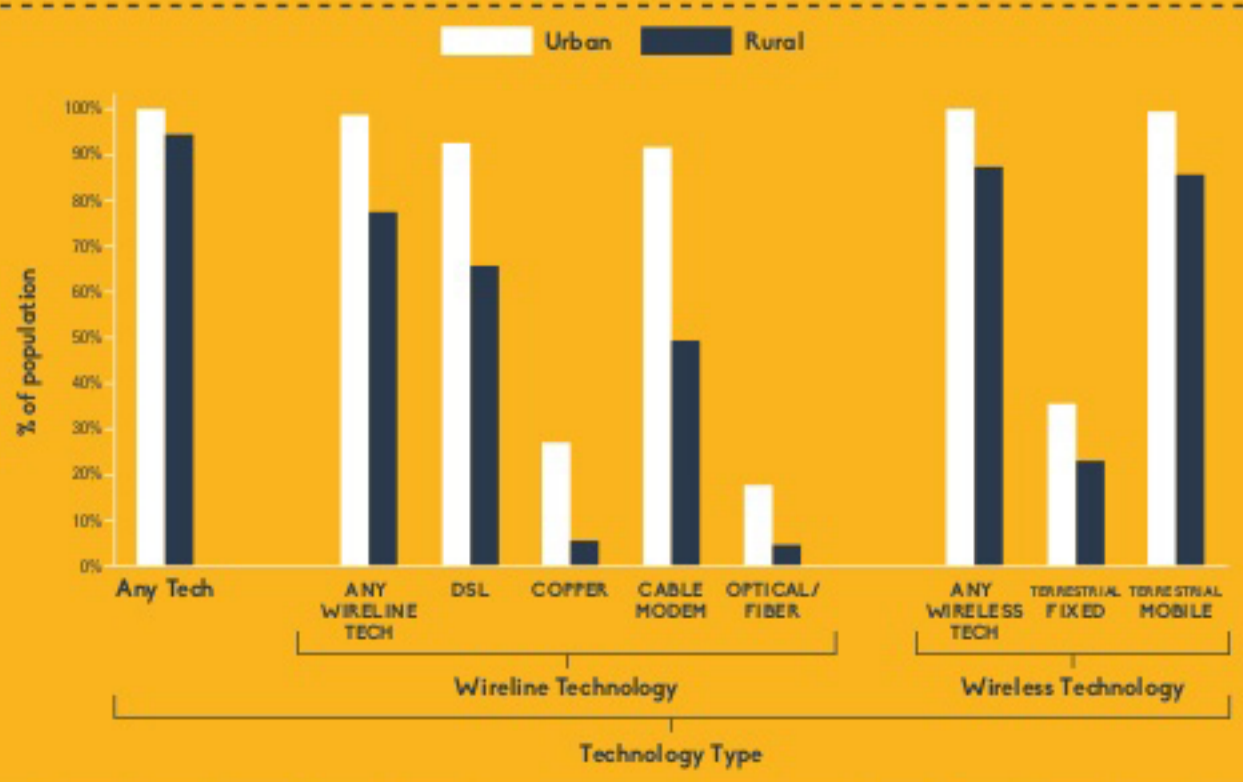


50% OF THESE PHYSICIANS USE THEM AT POINT-OF-CARE

BIGGER BANDWIDTH, SMALLER FORM FACTORS

Reaching rural communities will require multiple connection types and where only wireless is available, support for tablets and smartphones

TECHNOLOGY AVAILABILITY - RURAL VS. URBAN AREAS



RELIABILITY AND SECURITY

Mobile VPNs seamlessly handle multiple connection types, meet regulatory compliance requirements, and let providers focus on patients

SOURCE: TRENDS IN TELEHEALTH AND RURAL HEALTHCARE: A REPORT ON RURAL HEALTHCARE