



# MN Rural Health Conference Presentation

**June 25, 2013**

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# Session Objectives

1. Identify telehealth services provided through Essentia Health and Altru Health Systems.
2. Understand eligibility for reimbursement for telehealth services
3. Understand challenges and barriers in program development
4. Consider telehealth as an ACO strategy
5. Identify regional and federal telehealth resources



# Telemedicine

Connecting patients and providers through:

Telephone - Mobile devices



Computer



Video



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# Two Technology Components (in Telemedicine):

- Broadband infrastructure - enables information flow (Cable, Wireless, Wi-Fi, satellite)
- Cameras for videoconferencing, monitoring and communication devices used by patients/providers



# Eligible Sites - CMS

- Physician/Practitioner Office
- Critical Access Hospital (CAH)
- Federally Qualified Health Center (FQHC)
- Hospital
- Rural Health Clinic
- Hospital-based or CAH-based Renal Dialysis Center (*including satellites*)
- Skilled Nursing Facility
- Community Mental Health Center



# Medicare Reimbursement

- Health Professional Shortage Area (HPSA) or
- Non-MSA County
- Must be live, interactive services
- Patient must receive service in an eligible rural site (Hospital, Clinic, etc.)
- Provider payment is the same as for an in-person visit (GT Modifier used)
- A facility fee is paid to remote sites (Q3014)



# Eligible Providers

- CMS has identified these:
  - Physician (MD/DO)
  - Nurse Practitioner
  - Physician Assistant
  - Nurse Midwife
  - Clinical nurse specialist
  - Clinical psychologist
  - Clinical social worker
  - Registered dietician/nutrition professional



# A Growing Industry and Market

According to Gartner Research, by 2013,  
25% of patient encounters that can be  
done virtually, will be.



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# Essentia Vision for Telehealth

Deploy Video Conferencing equipment to each Essentia Health hospital, clinic and long term care facility.



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# “Virtual” services support the rural CAH

- To maintain pts. @ the CAH’s
- To increase CAH census
- To utilize CAH empty beds
- To avoid unnecessary transfers
- To strengthen and support rural practices of doctors and nurses
- To stretch scarce specialist resources
- To improve access for pts.



# Essentia's Telehealth Services 2012 Business Plans

- Dermatology
- Psychiatry
- Cardiology-CHF
  
- Emergency Medicine (H)-includes pediatric
- Hospitalist (H)



# Essentia's Telehealth Services 2013 Business Plans

- Toxicology (H)
- Wound Care
- Nephrology
- Diabetic Care
  - Dieticians
  - Medical Weight Loss
  - Medication Therapy Management
- Stroke Care (H)



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# Additional Telehealth Services at Essentia in Development

- Urology
- Audiology
- Elder Care
- Neuro-Cognitive
- Home Monitoring
- Infectious Disease
- ICU (H)
- Surgical Follow Up (H)



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# Essentia Health's Telehealth Statistics: "Get on the Grid"

Actual FY 2013 Telehealth visits (7/1/12 - 4/30/13)

SITES	TeleED	STROKE CARE	CARDIO	Derm	PSYCH	Wound Care	NEPHROLOG Y	Medical Weight Loss	MEDICATION THERAPY MANAGMENT	Dietician Services
ASHLAND										9
AURORA	50							36		7
BRAINERD		69								
Cottonwood, ID			28	27	425					
DEER RIVER			71			2	5	14	13	45
ELY					45	25				37
HAYWARD							2			29
INTERNATIONAL FALLS			65					1		60
OROFINO, ID			56	24	284					
SANDSTONE	36									
SPOONER										40
<b>Totals sites 11</b>										
<b>FYTD: 1505</b>	<b>86</b>	<b>69</b>	<b>220</b>	<b>51</b>	<b>754</b>	<b>27</b>	<b>7</b>	<b>51</b>	<b>13</b>	<b>227</b>

# Telehealth as part of the ACO comprehensive network

- Establishes a “virtual” layer infrastructure for all Essentia facilities
- Hospitals, clinics, LTC....and....
- Allows access to specialists for pts. in rural areas
- Easier, faster and right -timed for both patient and practitioner



# Access

The other A in ACO



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# Essentia's cluster of “virtual hospital services”

- “Here With You” in the CAH setting and rural community
- TeleED, Telehospitalist, TeleTox, and TeleStroke-all 24/7
- Allows for sicker pts. to be maintained by the rural primary care



# Telehealth Services

Will be open to non-Essentia sites.

**Contact Maureen with interest in specialist tele-outreach both for hospital and clinic services**



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# Questions?

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