

Moving Telehealth Mainstream

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Broadband Telemedicine Summit

May 20, 2013

St. Louis, MO

#1 Complex Telehealth Environment

- ◆ Culture
- ◆ Organizations
- ◆ Technology
- ◆ Medicine
- ◆ Leadership
- ◆ Law
- ◆ New Business Creation
- ◆ Systems
- ◆ Telecommunications
- ◆ Politics
- ◆ Economics

**# 2 Changing
Healthcare
Environment**

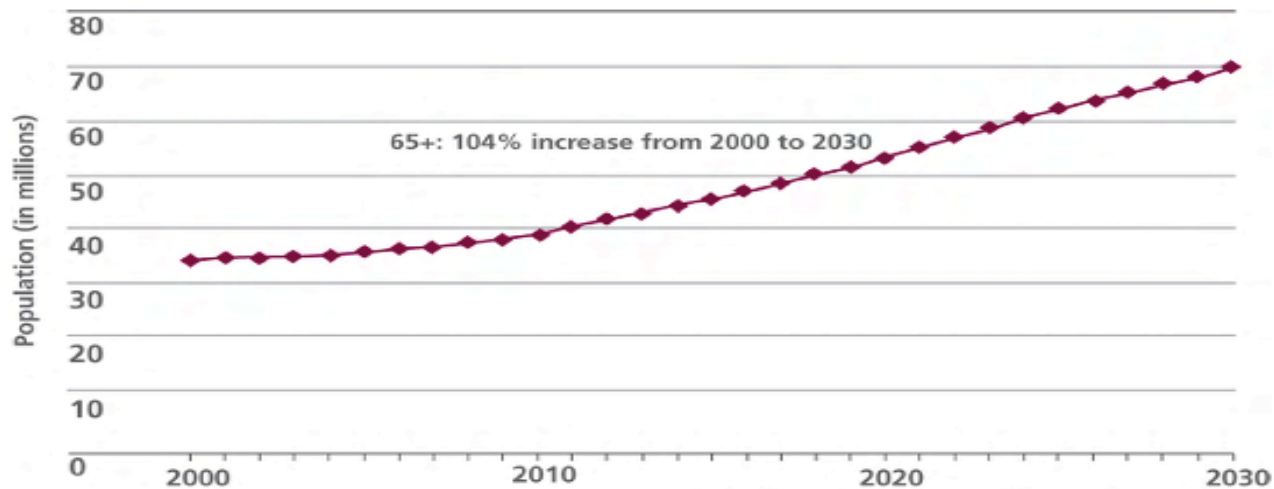
Expanded Number of Insured

Affordable Care Act expands insurance coverage to--

32 million more people!

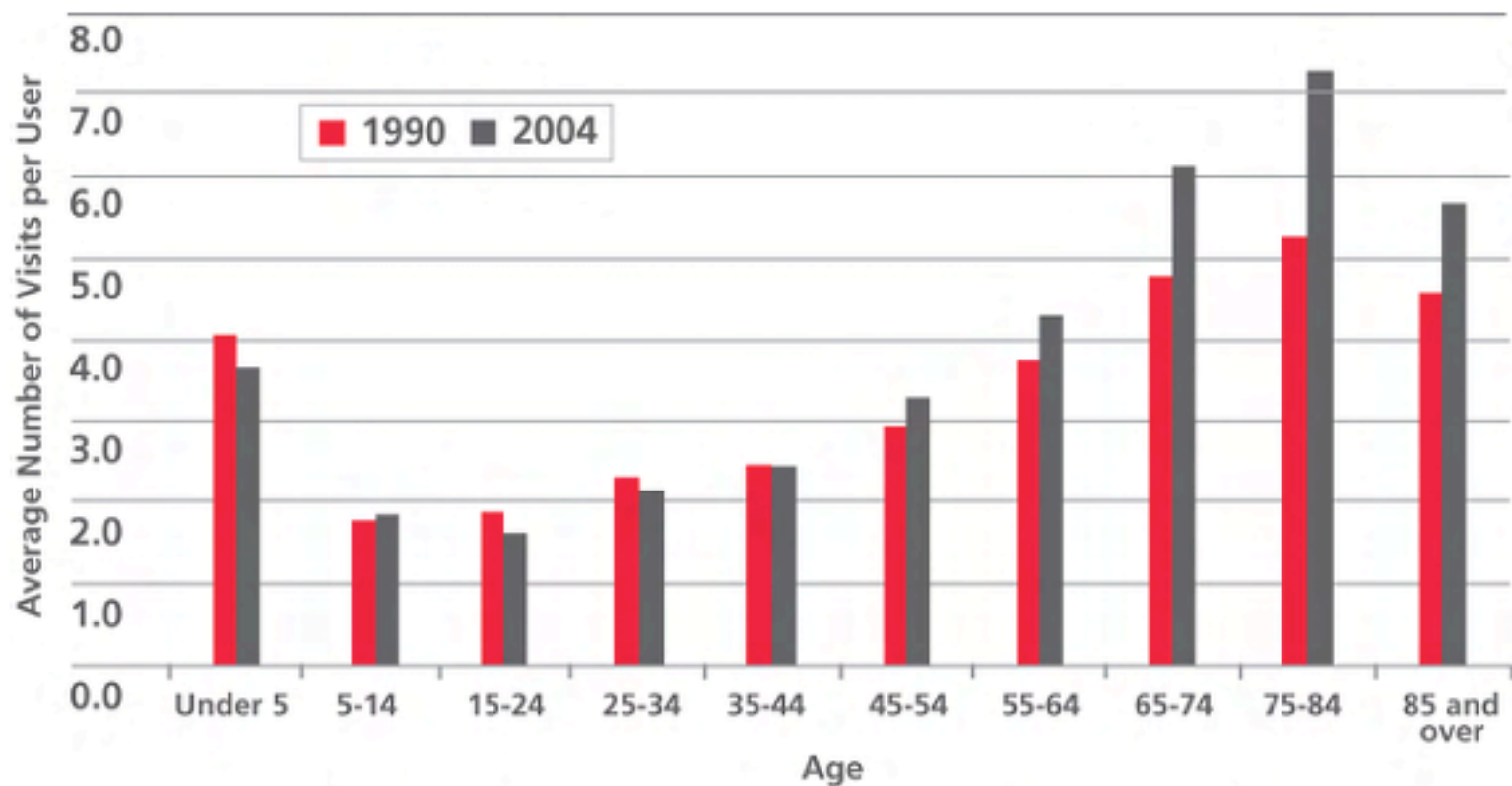
Aging Population

Number of Elderly Will Double by 2030



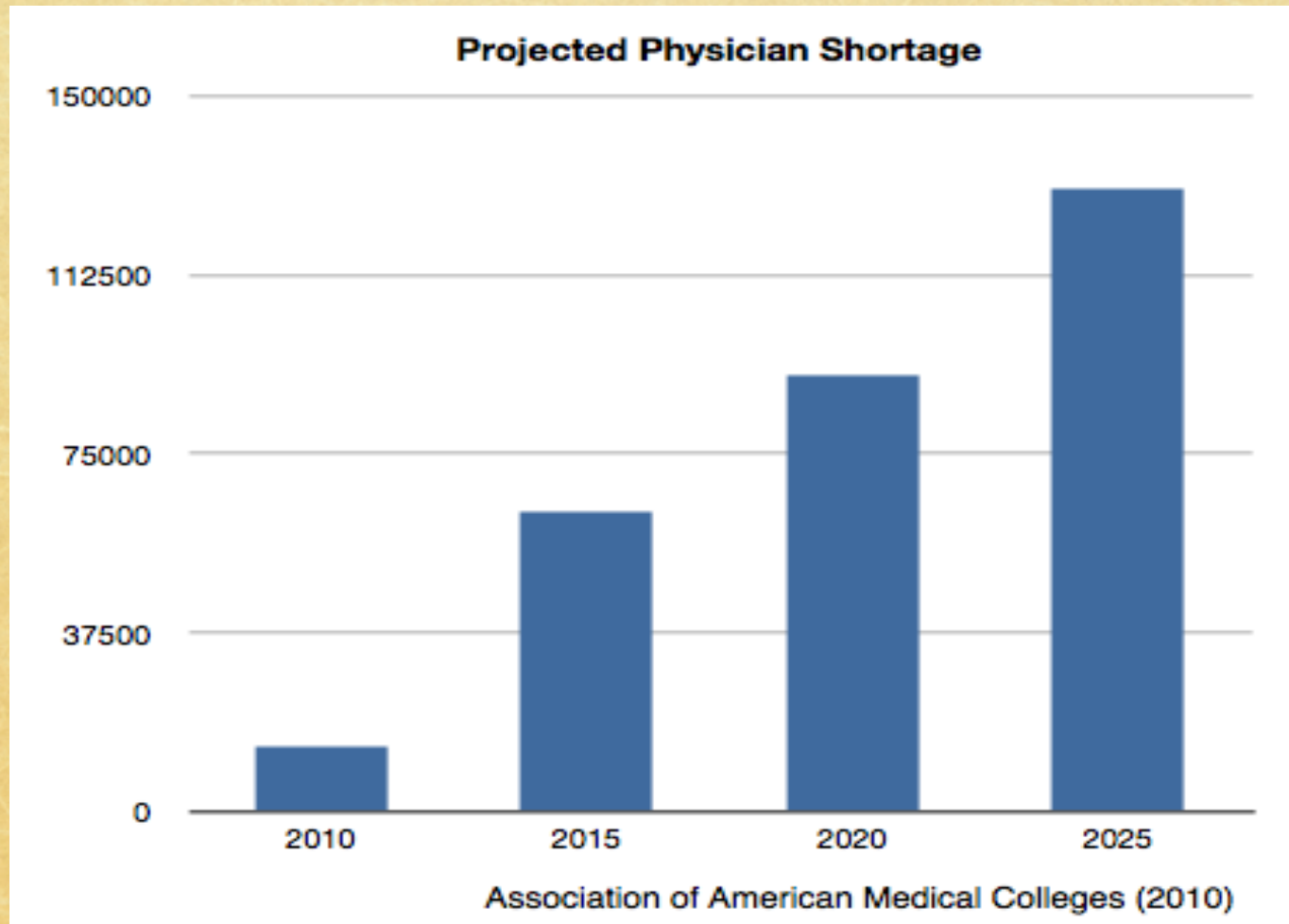
Source: U.S. Census

Doctor Visits Are Sharply Higher for Those Over 65



Source: National Ambulatory Medical Care Survey, 1980, 1990, 2000, and 2003
Prepared by AAMC Center for Workforce Studies

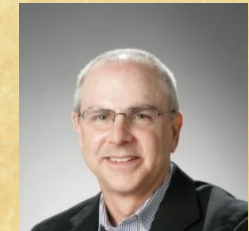
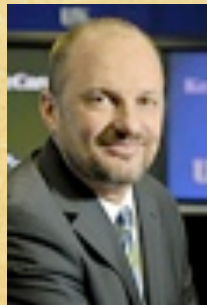
Physician Shortage: 130,000



#3 Telehealth can improve healthcare efficiency

- ◆ Better Access
- ◆ Higher Quality
- ◆ Lower Cost

#4 “Telehealth Champions”



#5 Telecommunications & medicine power telehealth



Telehealth is moving at record speed



#6 Laws, culture & politics slow telehealth.



#7 Economics is the major barrier to advancing Telehealth



#8 What can remove the economic barriers?



Affordable Care Act



Burning Platforms



Example:

Behavioral Health
Patients in the
Emergency
Department

Consumer Preference



Different view



You can be a “Telehealth Champion”

- Tell the story
- Minimize the speed bumps
- Remove economic barriers