





Use Cases from the Field

January 29, 2019, 12-1pm

&

Uche S. Uchendu, MD

Principal, Health Management Associates

Guest Interviews with:

Beverly Lawson, LPCMH

Director of Treatment Services People's Place Traci Bolander, PsyD.

CEO, Licensed Psychologist Mid-Atlantic Behavioral Health

Telehealth Learning Lab Webinar Series

Telehealth program design and implementation aligns with behavioral health integration activities, addresses specialty care clinician shortages and concerns identified through the primary care collaborative and transformation work, and provides options for cost savings throughout the delivery system.

All practices and partners are encouraged to join!



Recorded webinars posted on

https://news.choosehealthde.com/news-article/hma-and-the-de-health-care-commission-announce-upcoming-webinar-series/

DISCLOSURE

HMA does not endorse any specific vendors for telehealth (or digital health) platforms or equipment, though we do endorse the idea that telehealth (digital health) is important and impactful in healthcare transformation. For this reason, we do work with a number of companies in the digital health space.



■ DELAWARE TELEHEALTH LEARNING LAB: Webinar Series

WEDNESDAY, DECEMBER 19 NOON EST	Introduction to Telehealth and Opportunities in the Delaware Market https://healthmanagement.zoom.us/j/421874303
THURSDAY, JANUARY 10 NOON EST	Digitally Integrated Primary Care and Behavioral Health https://healthmanagement.zoom.us/j/715946640
WEDNESDAY, JANUARY 16 NOON EST	Additional Technology Enhanced Solutions in Health Care Delivery https://healthmanagement.zoom.us/j/343202752
FRIDAY, JANUARY 18 NOON EST	Telehealth Reimbursement and Payment Models https://healthmanagement.zoom.us/j/368434599
U TUESDAY, JANUARY 22 NOON EST	Telehealth Business Plan Development and Readiness Assessment https://healthmanagement.zoom.us/j/368526663
THURSDAY, JANUARY 24 NOON EST	Vendor and Equipment Selection https://healthmanagement.zoom.us/j/562927139
TUESDAY, JANUARY 29 NOON EST	Use Cases from the Field https://healthmanagement.zoom.us/j/733628596

■ DELAWARE TELEHEALTH LEARNING LAB: Webinar Series



AMANDA WHITE, MS
Senior Consultant



BARRY JACOBS, PSYD. *Principal*



DAVID BERGMAN, MPAPrincipal



GREG VACHON, MD, MPH
Principal



JEAN GLOSSA, MD, MBA, FACP Managing Principal for Clinical Services



LORI RANEY, MD

Principal



MARY KATE BROUSSEAU, MPH, PCMH CEE Senior Consultant



SAMANTHA DI PAOLA Research Assistant



UCHE S. UCHENDU, MD Principal

DE TELEHEALTH LEARNING LAB SERIES HIGHLIGHTS & USE CASES FROM THE FIELD

UCHE S. UCHENDU, MD PRINCIPAL, WASHINGTON DC.

HEALTH MANAGEMENT ASSOCIATES

AGENDA: USE CASES FROM THE FIELD

- Session Intro
 - Telehealth Learning Lab Series Highlights
 - Intro to Use Cases from the Field
- Use Cases from Delaware
 - People's Place
 - Mid-Atlantic Behavioral Health
- Comments with Q & A
- Next Steps



Series Highlights & Intro to Use Cases from the Field



Voice from Delaware: People's Place



Voice from Delaware: Mid-Atlantic Behavioral Health

INTRODUCTION TO TELEHEALTH AND OPPORTUNITIES IN DELAWARE - HIGHLIGHTS 1A

DEFINITIONS

Telemedicine/Telehealth mHealth; digital health
 Virtual visits

Telehealth conveys a more broad scope of technology based exchange of information for medical care and health and wellness; TM is more specific to a provision of provider based medical care; used interchangeably with some specific exceptions; mhealth/digital health more consumer focused.

Originating Site

OS: location of the patient at the time of the service

Remote/Distant Site

RS: location of the provider at the time of the service Providers must be licensed in OS state; credentialed at OS facility; follows all regulations of OS medical boards; malpractice + Store and Forward

Asynchronous exchange of health information

Remote Patient Monitoring

Usually asynchronous transmission of health metrics such as vital signs, glucose readings, motion sensors

Direct to Consumer

Patient initiated from non-clinical location

+ Telepresenter

Individual assisting patient during medical encounter

+ Peripherals

Equipment used during TM visit to collect and transmit clinical images or recording

Telehealth Store and Virtual Visit Forward

Direct to Consumer

mHealth

E-consult

Mobile Apps

Project ECHO™ Remote Patient Monitoring

Introduction to Telehealth

Telehealth 101

Definitions, Terms, Modalities

INTRODUCTION TO TELEHEALTH AND OPPORTUNITIES IN DELAWARE - HIGHLIGHTS 1B

Telehealth Opportunities

- **Evolution of telehealth, including at the US Department of Veterans Affairs**
- Research, barriers and solutions from a national and state perspective

Current State

- Low uptake overall
- Many opportunities and interest to engage further
- Limited adoption in some areas:
 - Behavioral Health follow-up
 - Primary Care episodic visits with non-assigned providers
 - After hours Urgent Care

Desired State – Increased penetration and expanded use in:

- Primary Care beyond urgent care visits including integration of Telehealth Modalities in Medical Homes
- Chronic Disease Management including Care Coordination
- Behavioral Health Integration including Opioid and other Substance Use Disorders
- Population Health Management

■ TELEHEALTH & DIGITAL HEALTH AT THE US DEPARTMENT OF VETERANS AFFAIRS

Clinic-Based Video Telehealth

- TeleMentalHealth
- TeleRehabilitation
- TeleCardiology
- TeleSurgery
- TeleGenomics
- TeleICU
- TeleNeurology
- TeleNutrition
- TelePrimary Care

- TelePulmonology (Sleep) Services)
- TeleRehabilitation
- **TeleAmputation Clinics**
- TeleKinesiology
- TeleOccupational Therapy

Home Telehealth with Care Coordination for Veterans who have diabetes, chronic heart failure,

chronic obstructive pulmonary disease (COPD),

depression or post-traumatic stress disorder.

- TeleMOVE!
- TeleSpinal Cord Injury/Disorder

Store-and-Forward technologies (Asynchronous)

 TeleDermatology and TeleRetinal Imaging - with the support of VistA Imaging Component of the VA's computerized patient record.



VistA Imaging enables the communication of clinical images throughout VA.



VA Mobile Health Apps: Over 32 Health Apps to monitor health and to





connect patients and their care teams

Perceived Barriers

- Cost of Equipment
- Lack of Education about Telehealth providers & patients
- Challenges moving from pilot to full-scale implementation

Some Solutions

- Education about telehealth options & opportunities including Cost & Value
- Align telehealth proposals & plans with strategic goals of the institution*
- Use patient stories*
- Develop a framework for prioritizing services*
- Nurture Telehealth Champions*
- Telehealth-specific Outcome Measures to motivate improvement*
- Use lessons learned as opportunities to improve, NOT Stop

Dec. 14, 2016 Expanding Capacity for Health Outcomes Act (S. 2873) (the ECHO Act).

■ INTRODUCTION TO TELEHEALTH AND OPPORTUNITIES IN DELAWARE – HIGHLIGHTS 1C

Delaware Resources

 Telehealth Coalition and the Mid-Atlantic Telehealth Resource Center

TOP 3 TELEHEALTH RESOURCES FOR DELAWARE • DHSS Office of Telehealth Carolyn.morris@state.de.us • Delaware Telehealth Coalition http://detelehealth.wixsite.com/detelehealth • Mid-Atlantic Telehealth Resource Center (MATRC) www.matrc.org

Other Telehealth Resources

■ TELEHEALTH RESOURCES













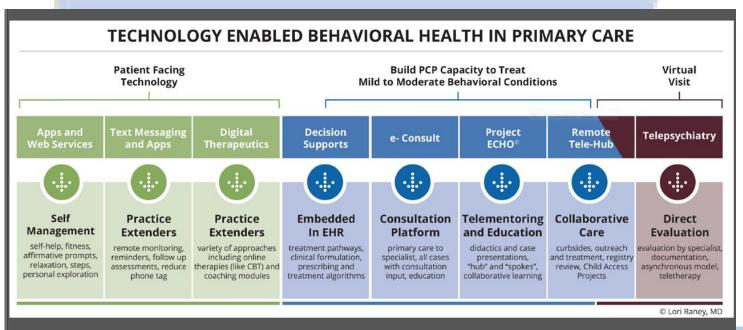
Position/policy statements/clinical guidelines:

- Federation of State Medical Boards, and each state medical board
- American Medical Association; state medical associations
- Medical Specialty Boards and associations
 - American Hospital Association

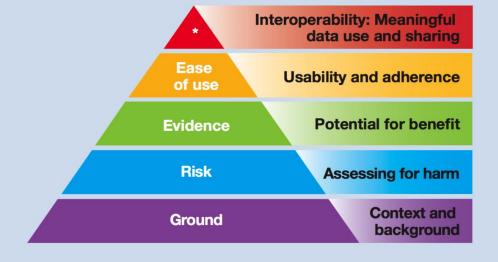


■ DIGITALLY INTEGRATED PRIMARY CARE AND BEHAVIORAL HEALTH – HIGHLIGHTS 2

- Spectrum of Digital Possibilities to use in Integrated Settings
- Focus on Patient-Facing Technology
- Using Technology for Addressing Behavioral Health in Primary Care Settings
- Telepsychiatry Overview



The American Psychiatric Association App Evaluation Model



ADDITIONAL TECHNOLOGY ENHANCED SOLUTIONS – HIGHLIGHTS 3A

DISTANT MONITORING

Clinician Tools

Framing Our Discussion

Functions

The processes that need to occur to deliver excellent/compliant health care

Examples: specialty consultation, decision support, caregiver support, visits between provider and patient, etc.

Tools

The things that are used to deliver the excellent/compliant health care digitally

Examples: SMS text, mobile apps, live video, eConsult platforms, etc.

Outcomes

The results that are being achieved by performing those functions with the tools

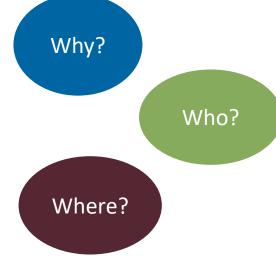
Example: adherence



Caregiver Tools



Patient Tools



How Does it Work?

What are the Benefits?

When is it Applicable?

ADDITIONAL TECHNOLOGY ENHANCED SOLUTIONS – HIGHLIGHTS 3B

■ TECHNOLOGY ENHANCED SOLUTIONS: DECISION SUPPORT

Decision Support Framework

Provider Decision Support

- Purpose is to guide the physician or other provider towards the best option(s) with evidence made available to interpret for the specific patient.
- Usually a tool in the EMR, though many web-based tools exist (e.g. aspirin use as primary prevention) and health plans support through mailings ("your patient is diabetic and should be on statin)

Patient Decision Support

- Patient decision-making style and outcome preferences assessed
- Usually web-based, independent of provider with low use

Integrated Decision Support

 Uses clinical data and Asynchronous Patient Decision Support data to guide care team (incl patient) to an individualized decision

■ TECHNOLOGY ENHANCED SOLUTIONS: SMS TEXTS



■ TECHNOLOGY ENHANCED SOLUTIONS: CARE GIVER SUPPORT WRAP UP

Education/Information Self-Care Organization Coordination

More research necessary to prove the efficacy of these digital platforms for improving caregiver health and patient clinical outcomes Some insurers and health systems currently conducting own studies by contracting with app companies and piloting use of digital platforms with MLTSS and Medicare Advantage patients and their family members in various markets



TELEHEALTH REIMBURSEMENT AND PAYMENT MODELS – HIGHLIGHTS 4A

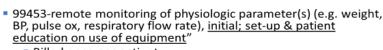
- Medicare expanded coverage
- 1. RPM Reimbursement (eff. Jan. 2018)
- 2. Expanding telestroke coverage (eff. Jan. 2019)
- 3. Improving access to telehealth-enabled home dialysis oversight (eff. 4. Enabling patients to be provided with free at-home telehealth dialysis
- 5. Allowing Medicare Advantage (MA) plans to include telehealth in basic 6. ACOs can expand use of telehealth (Next Gen, MSSP Track II, MSSP Track III, and certain two-sided risk models). (Eff. Jan. 2020) $H_{EALTH} \ M_{ANAGEMENT} \ Associates$

Remote Patient Monitoring (RPM)

99091-Previously used to report remote patient monitoring

- "Collection & interpretation of physiologic data (i.e. ECG, blood pressure, glucose monitoring) digitally stored and/or transmitted by the patient and/or caregiver to the physician or other qualified health care professional requiring a minimum of 30 minutes of time"
- Was never a payable service until 2018; was always bundled
- CMS proposed new RPM codes effective 2019

■ RPM Codes effective 1/1/19



- Billed once per patient
- 99454-remote monitoring of physiologic parameter(s) (e.g. weight, BP, pulse ox), initial: device(s) supply with daily recording(s) or programmed alert(s) transmission, each 30 days
- 99457-remote physiologic monitoring treatment management services 20 minutes or more of clinical staff/physician/other qualified healthcare professional time in a calendar month requiring interactive communication with the patient/caregiver during the month









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TELEHEALTH REIMBURSEMENT AND PAYMENT MODELS – HIGHLIGHTS 4B

- More Expanded Coverage
- Brief Communication Technology-based Service, e.g. Virtual Check-in (HCPCS code G2012)
- Remote Evaluation of Pre-Recorded Patient Information (HCPCS) code G2010)
- Interprofessional Internet Consultation (CPT codes 99452, 99451, 99446, 99447, 99448, and 99449)
- SUPPORT for Patients and Communities Act services (interim final rule)

Additional Policy News



CMS Embraces mHealth With Reimbursement for Smartphone CGM Links

In a ruling announced this week, CMS will reimburse through Medicare for CGM platforms that enable diabetic patients to share data through a smartphone with their care providers.



Putting it all together...

 H_{EALTH} $M_{ANAGEMENT}$ Associates

- Determine local payer guidelines for coverage including the
- Review any applicable state & federal regulatory guidance, including patient education & consent, privacy and security
- Document the service as if provided in person, including important
- Report the appropriate codes per individual payor policies







delaware tele



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TELEHEALTH BUSINESS PLAN DEVELOPMENT AND READINESS ASSESSMENT – HIGHLIGHTS 5A

■ READINESS ASSESSMENT

Why is a Readiness Assessment important? Do we really need to do one?

Purpose: To determine organizational readiness to implement a telehealth program and define the path to readiness.

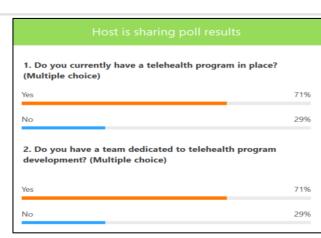
Process:

- Step 1: Identify and engage team needed to perform the assessment.
- Step 2: Review components associated with readiness assessment and complete with team input.
- Step 3: Prioritize gaps for telehealth service program development and implementation.
- Step 4: Work with the team and others to address gaps and use information to inform telehealth program design and eventual implementation.



Readiness Assessment

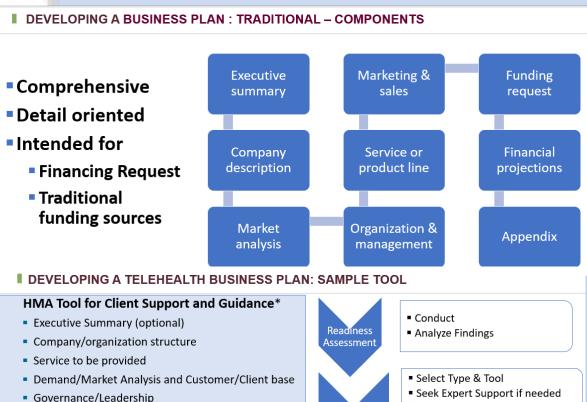
- Why is it important?
- Overview of Key Components



■ READINESS ASSESSMENT: Identify and Engage the Team

RA Team Members	Background and Skill Set
Telehealth program manager	Individual who completes the RA – has ultimate responsibility for implementation
Executive champion	Executive who sets vision/strategy for the organization
Clinician champion	Physician or clinical provider familiar with telehealth and/or telehealth-like solutions to address access issues.
Technical support	Familiar with organization's information technology capability.
Referral coordinator	Knowledge of practice referral trends and access issues.
Billing and coding representative	Understanding of the practice payer mix and state reimbursement regulations.

TELEHEALTH BUSINESS PLAN DEVELOPMENT AND READINESS ASSESSMENT – HIGHLIGHTS 5B



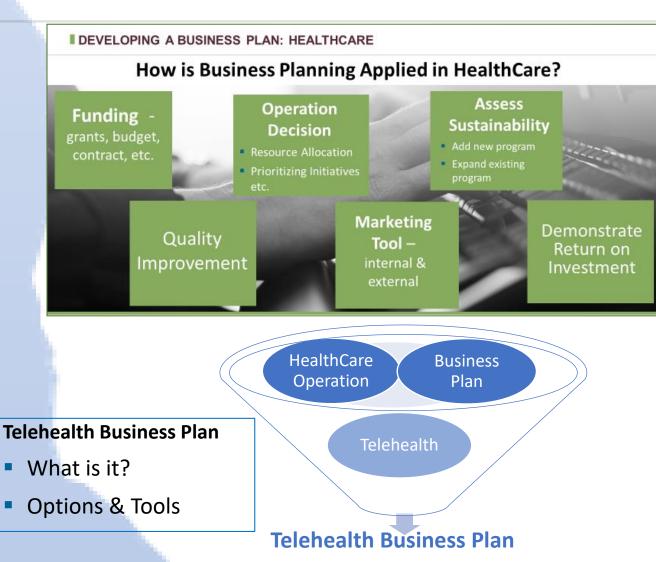
Readiness
Assessment

Select Type & Tool
Seek Expert Support if needed
Complete Business Plan

Secure Funding
Deploy Implementation Plan

Selecting the right tool and engaging experts* along with committed leadership and clinical champions are critical elements for a comprehensive, cost-efficient, business plan – >>> set the stage for successful Telehealth Implementation.

*Health Management Associates Business Plan Tool for Telehealth Implementation



Staffing Resources

Risks/contingencies

Financial model/sustainability

Marketing or Communications Plan

Implementation plan and timeline

TELEHEALTH VENDOR AND EQUIPMENT SELECTION HIGHLIGHTS - 6A

Review of Requirements in Delaware State Regulations

- Technology
- Site Requirements
- Emerging Medicare Regulations

■ TELEHEALTH IN DELAWARE

Site Requirements

- Distant Site (i.e. provider location) must be a DMAP enrolled site or in a DMAP MCO, and must be a Medical Facility
 - Must be in the continental US
 - Not eligible for a 'facility fee"
- Originating Site (i.e. patient location) may include the DMAP member's place of residence, day program, or alternate location in which the member is physically present
 - Generates a "facility fee"
 - Can be a patient's home if communication can be HIPAA-compliant, private, and secure, but does not warrant an originating site fee

■ TELEHEALTH IN DELAWARE

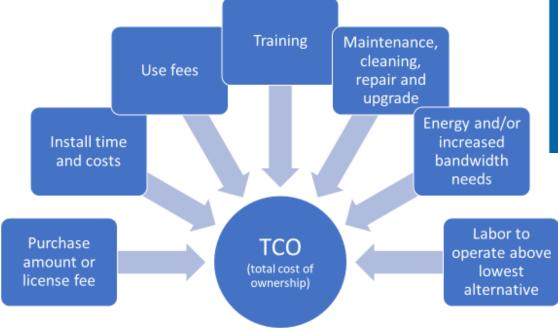
Emerging Medicare Rules

- Audio and video equipment permitting two-way, real time interactive communication between the patient, and the physician or practitioner at the distant site.
- "Secure video-conferencing via personal computers, tablets, or other mobile devices" meet requirements for telemedicine
- Real-time, encrypted streaming via the use of "Video camera, Audio equipment, and Monitor"

TELEHEALTH VENDOR AND EQUIPMENT SELECTION HIGHLIGHTS – 6B

Selection Process

DEFINING COST



■ IDENTIFY FUNCTIONS, SCAN MARKET, & DEFINE REQUIREMENTS

Functions

- The things the equipment or software or vendor should do
- Examples:
 - Provide secure audio/video connection from video visit room to consumers on smartphones
 - Provide fast, reliable advice to PCPs from a panel of specialists

Market scan

- Google
- Experts at advocacy organization
- Network
- Professional experts



Requirements

- The specific features that are required to perform the function
- Examples:
 - Transmit video in endto-end encrypted format
 - Have features that create relationship between remote specialist and PCP such as photo and opportunity for back & forth communication

Use Cases

- Provider ⇔ Patient at Home
- Provider ⇔ Patient at Provider
- Provider ⇔ Provider
- System ⇔ Patient

USE CASE FROM THE FIELD – AUDIENCE POLL QUESTION

Select the accurate option below to complete the statement:

Today's Webinar...

- Is the first in the DE SIM Telehealth Learning Lab Webinar Series
- Is the only webinar by HMA on the topic of Telehealth
- Can be accessed in the archives along with other recorded sessions
- Does not fit any of the options above

■ USE CASE FROM THE FIELD – TELEHEALTH UTILIZATION IN A LARGE HEALTH CARE SYSTEM

Utilization of Interactive Clinical Video Telemedicine by Rural and Urban Veterans in the Veterans Health Administration Health Care System. 1

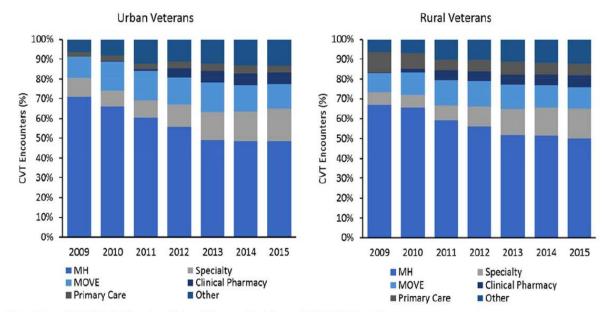
Methods: Observational study

- Used VHA* admin databases
- Analyzed trends in CVT** utilization & types of care received
- Among 7.65 million veterans From 10/1/2008 to 9/30/2015.
- Stratified trends by veteran rurality
- Analyzed data using linear regression

Factors independently Associated with Higher Odds of CVT Utilization:

- Rural residence
- Younger age
- Longer driving distance to VHA facilities
- One or more comorbidities
- Higher rates of traditional, non-video utilization

Figure 2 Type of Health Care Delivered by Clinical Video Telemedicine as a Percentage of Encounters in Each Fiscal Year (FY 2009-2015) in the Veteran Health Administration.



Abbreviations: CVT, clinical video telemedicine; MH, mental health care; MOVE, MOVE! weight management program.

- Over 6 years, the annual CVT utilization grew from 30 to 124 encounters per 1,000 veterans (>300% increase)
- Faster growth among rural veterans than urban veterans
- About 50% of all CVT delivered care was mental health care

^{1.} Scott V. Adams et al Journal of Rural Health Jan. 2019

^{*}Veterans Health Administration

^{**}Clinical Video Telemedicine

USE CASES FROM THE FIELD: PEOPLE'S PLACE

BEVERLY LAWSON, LPCMH
DIRECTOR OF TREATMENT SERVICES

HEALTH MANAGEMENT ASSOCIATES

USE CASES FROM THE FIELD: VOICE FROM DELAWARE



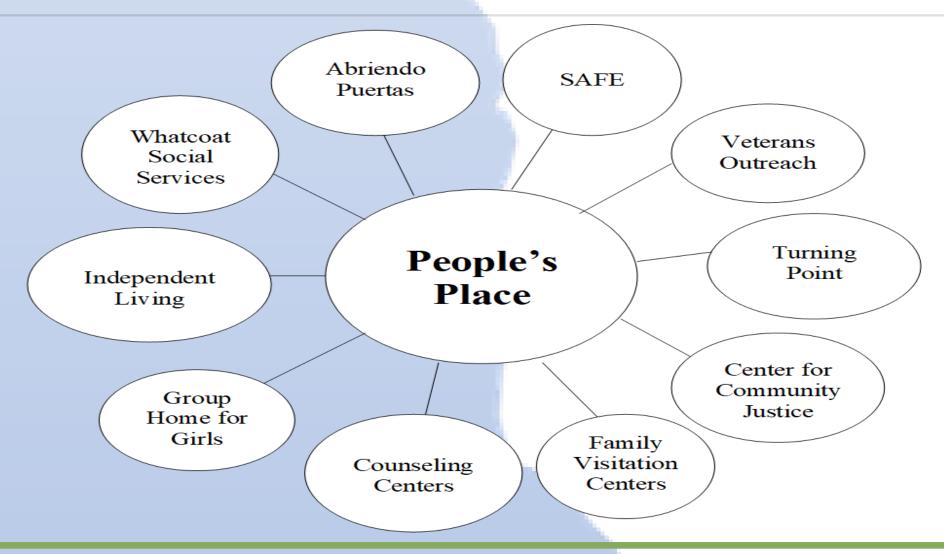
Helping people find their path to growth and independence

USE CASES FROM THE FIELD: VOICE FROM DELAWARE – PEOPLE'S PLACE

- Founded in 1972 All volunteer staff to address drug problem in Delaware
- Became a drop-in center for troubled youth
- Currently 10 Programs/Services
- 19 locations throughout the state
- 150 Employees/\$ 8.1 Million Budget
- Approximately 50% state-funded
- Cornerstone Counseling
- Mission Helping People Find Their Path to Growth and Independence



USE CASES FROM THE FIELD: VOICE FROM DELAWARE – PEOPLE'S PLACE PROGRAMS



USE CASES FROM THE FIELD: PEOPLE'S PLACE VETERANS OUTREACH

- Wide variety of services for veterans in Kent and Sussex Counties since 1989
- Door to door transportation service to area VA hospitals
- 10 Passenger Van
- Assistance accessing State & Federal VA benefits
- Serves more than 100 Veterans per year



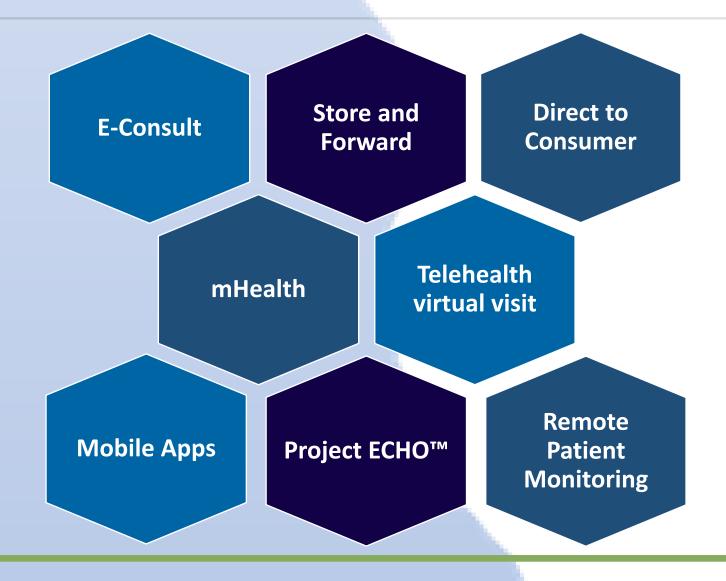
USE CASES FROM THE FIELD: VOICE FROM DELAWARE – PEOPLE'S PLACE COUNSELING CENTER

- Became direct service provider in 1976 hiring first mental health professionals
- 5 locations Milford*, Millsboro*, Seaford, Smyrna* & Middletown
- Service Examples:
 - Individual & Family Therapy
 - Children, Adults, Adolescents, Psychiatric evaluation* & Medication Management*
 - Divorce & Custody Mediation
 - Forensic Evaluations
 - Milford School District prevention/therapy services for students
 - Insured, Underinsured & Uninsured

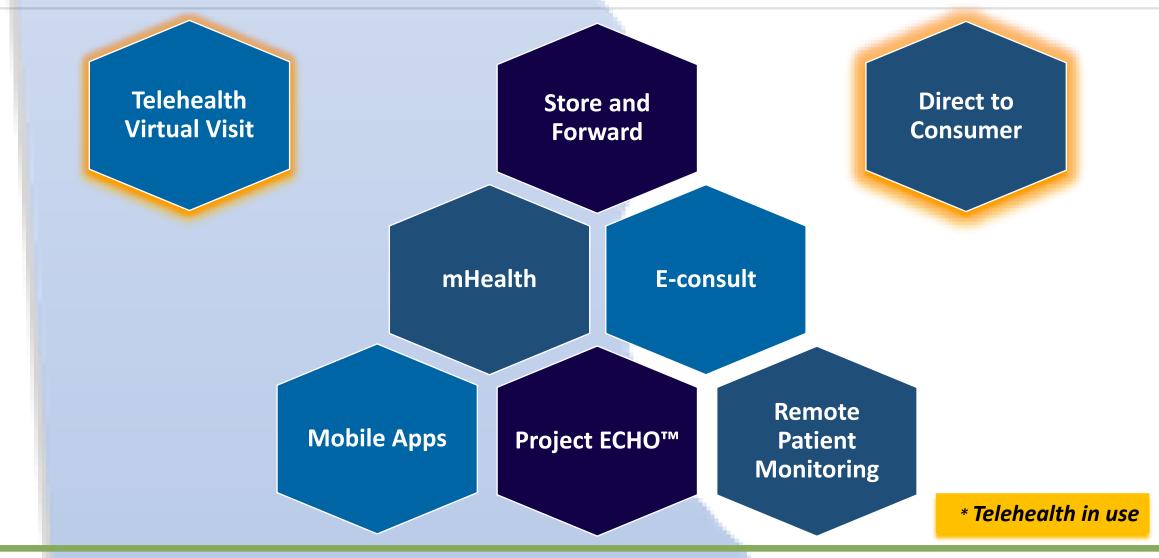
* Telehealth in use



DIGITAL HEALTH



DIGITAL HEALTH MODALITIES CURRENTLY IN USE AT PEOPLE'S PLACE?



USE CASES FROM THE FIELD: PEOPLE'S PLACE TELEHEALTH EXPERIENCE

1. Why did you decide to deploy Telehealth?

2. How did you come your decisions on Telehealth implementation?

3. Who is doing what?
Tell us what processes you put in place.

4. Share some pros, challenges and lessons learned.

5. Discuss any process improvement in your Telehealth Program

6. Share what you can about your upfront cost and maintenance plans.

7. How about your staff & patient satisfaction from the use of People's Place Telehealth Services?

USE CASES FROM THE FIELD: MID-ATLANTIC BEHAVIORAL HEALTH

TRACI BOLANDER, PSYD.

CEO, LICENSED PSYCHOLOGIST

HEALTH MANAGEMENT ASSOCIATES

USE CASES FROM THE FIELD: INTERVIEW WITH MID-ATLANTIC BEHAVIORAL HEALTH



Tell us about
Mid- Atlantic
Behavioral Health

Why did you decide to do Telehealth?

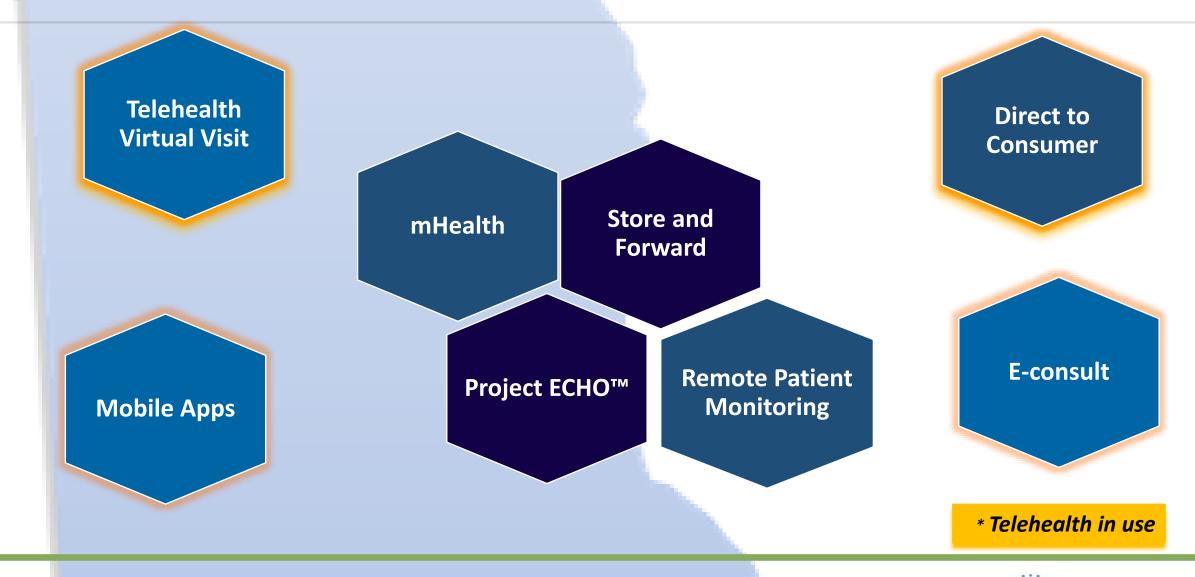


How did you reach the decisions about Telehealth? Which Telehealth modalities are you using?





DIGITAL HEALTH MODALITIES CURRENTLY IN USE AT MID-ATLANTIC HEALTHCARE



USE CASES FROM THE FIELD: INTERVIEW WITH MID-ATLANTIC BEHAVIORAL HEALTH



Where are you using Telehealth –

location & services?



Share some of your experiences – pros, challenges & lessons learned

Comment on users' feedback, return on investment & advice to others

DELAWARE TELEHEALTH LEARNING LAB SERIES REWIND – WRAP UP

I. Introduction to
Telehealth and
Opportunities in the
Delaware Market

III. Additional Technology Enhanced Solutions in Health Care Delivery V. Telehealth Business Plan Development and Readiness Assessment

https://news.choosehealthde.com/news-article/hma-and-the-de-health-care-commission-announce-upcoming-webinar-series/

VII. Use Cases from the Field

II. Digitally Integrated
Primary Care and
Behavioral Health

IV. Telehealth
Reimbursement and
Payment Models

VI. Vendor Equipment Selection

THANK YOU TO OUR DELAWARE GUEST SPEAKERS DURING THE LEARNING LAB SERIES

Carolyn Morris, MHSA,CTPM Carolyn.morris@State.de.us



- Director of Telehealth Planning and Development, Delaware Health and Social Services
- Chair, Delaware Telehealth Coalition
- Mid-Atlantic Telehealth Resource
 Center Advisory Board
- Instructor & Program Director,
 Advanced Telehealth Coordinator
 certificate program at the University
 of Delaware

Delaware Telehealth Coalition Mission:

"To facilitate the use of telehealth to improve access to high quality healthcare throughout Delaware."



Beverly Lawson, LPCMH

blawson@peoplesplace2.com

Director of Treatment Services, People's Place Behavioral Health Centers

Helping people find their path to growth and independence

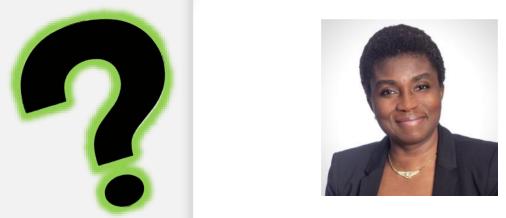


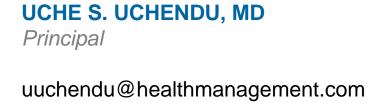
Traci Bolander, PsyD

tbolander@midatlanticbh.com

CEO, Licensed Psychologist
Mid-Atlantic Behavioral Health

Questions? Comments?







https://www.healthmanagement.com/





NEXT STEPS

- Contact us to get on our list for future communication.
- Reach out to the speakers to request additional assistance.
- Look for a follow-up email:
 - Provide input for this and future sessions using the evaluation form
 - Visit out our website for more information
- Check out the archives for recorded webinars in the series.

https://news.choosehealthde.com/news-article/hma-and-the-de-health-care-commission-announce-upcoming-webinar-series/

Thank you!

YOUR INPUT IS REQUESTED!

What is your current process for medication dispensing and/or administration at the originating healthcare facility/site, when the prescribing clinician is at a distant/remote site?

SEND YOUR RESPONSE TO:

UCHE S. UCHENDU, MD

uuchendu@healthmanagement.com

https://www.healthmanagement.com/

Thank you!

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