

COMPLETE TeleHealth TODAY!

**How Does It Impact YOU and Your Staff?
Beating the System with Telemedicine**



This session will review the most recent advances in TeleHealth that every district administrator needs to know to make the best decisions about health benefits offered to your staff.

- What are the advances in TeleHealth over just the past two years?
- How can a COMPLETE TeleHealth program help your district manage health insurance costs and why insurance companies cannot offer them?
- What is your current utilization of TeleHealth and why does it matter?
- The difference in how insurance companies look at UTILIZATION vs. reality.
- How a Complete TeleHealth program enhances what you are paying for health insurance?
- How can Pharmacogenomics and Cancer Genetic testing help your staff?

Presenters:

Morgan Sharp – President/CEO, AC&T Business Solutions

Stephen Rossiter – President/CEO, Medicus On Demand



WORLD CLASS MEDICAL SPECIALIST

ANYTIME, ANYWHERE



DID YOU KNOW?

**70% of all doctors visits are
can be treated though
telemedicine with a
Telephonic Consultation.**



TALK
TO A
DOCTOR

IMMEDIATE MEDICAL
ATTENTION

FAST & CONVENIENT
PRESCRIPTIONS TO ANY
PHARMACY

How to reduce medical costs and
increase overall productivity:

Thru Telephonic/Video Medicine

A doctor is available for consultation
24 hours/7 days per week in all 50 states

The perfect plan for when a traditional
doctor is not available to handle
non-emergency medical needs!



Member Benefits

- Easy To Use
- Other option for costly ER
- Other option for costly UC
- Peace of mind
- Travels with you
- Available for the entire family
- Reduce Prescription cost
- Save Time and Money

Member Benefits Continued

- No need to miss work
- Easy access to medical advice
- 24/7 Doctors available
- Convenient treatments, no waiting rooms
- **No Co-pay**
- Immediate prescriptions



- **Telemedicine** utilizes a nationwide network of medical doctors ready to receive our member's calls to discuss non-emergency medical issues.
- **Telemedicine** maintains each member's Electronic Medical Record (EMR) in a highly secured internet accessible environment and makes this information available to our network doctors prior to a doctor consultation.
- **Telemedicine** is staffed with registered nurses who are available to receive non-emergency medical calls 24 hours per day / 7 days per week.

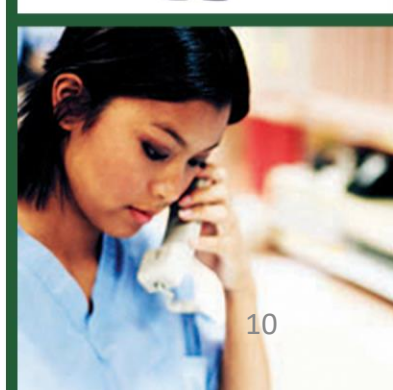
How it works:

- Members call the toll free number/use app/website
- A Registered Nurse:
 - Documents information about the member's medical history
 - Documents the current medical condition in the tele-triage
- Medical information is sent to a licensed doctor in the member's state of residence



How it works continued:

- Doctors will contact the call center usually within 3 minutes to complete the DR/Patient consult.
- Doctors will complete a diagnosis form that will be available in the member's EMR for future use
- Doctors can wire a non-narcotic/non-controlled substance prescription (where allowed by law and when sufficient member medical information is available) to the patient pharmacy of choice



Primary Care Physician
Est. wait time – 2-3 days
Est. cost - \$190

Total Time: 15 Min
Total Cost: \$0

24-hour, Urgent Care, or Walk-in Clinic
Est. wait time – 4 hours
Est. cost - \$500

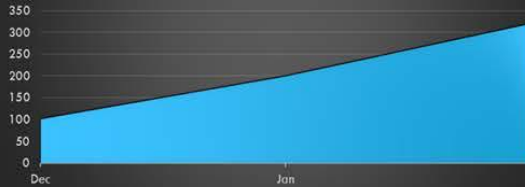
Emergency Room
Est. wait time – 6-8 hours
Est. cost - \$2900

Note: no copay



Client Report - Feb 2019

Total Visits: **319**



Resolution Rate

98%

Return on Investment (ROI)

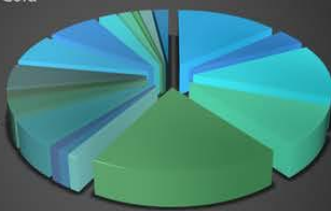
109%

Median Physician Response Time



2 Minutes

- Aches and Pain
- Allergy
- Cough and Cold
- Fever
- Follow up
- Infection
- Diarrhea
- RX Refill
- Sore throat
- UTI
- Congestion
- Sinus Issue
- Other
- Flu
- Headache
- Itching



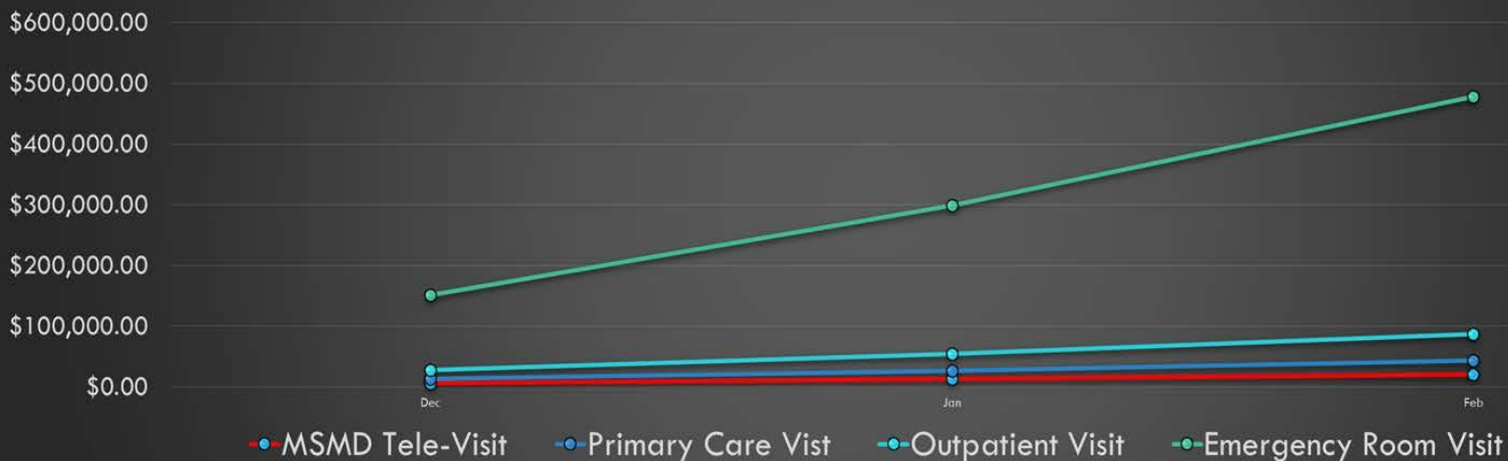
Net Promoter Score

97

▶ The response time was speedy and professional. I also appreciated the follow-up call that I received. I will definitely continue to use EZaccessMD.

▶ The fastest medical service I have ever in my life received. Did not have to miss work, did not have to take time off from work to go see my physician, pay a co-pay, sit and wait for results. This is one of the most fantastic services ever and most convenient ! Staff and Physician were extremely professional and EZ to deal with ! :

Cost Savings Comparision



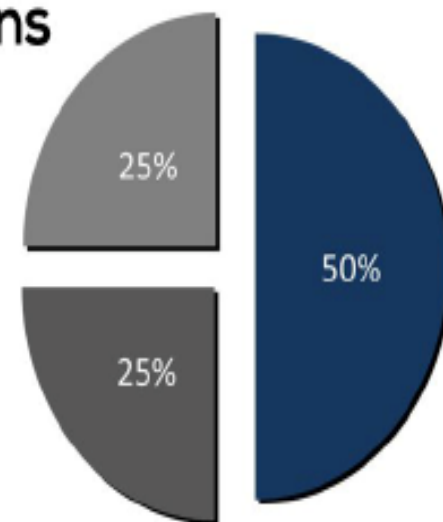
Using Telemedicine to Treat Chronic Medical Conditions

Telemedical expansion is growing beyond simply addressing acute conditions such as stroke, to wider uses including chronic care management.

In the United States currently 50% of adults have at least one chronic medical condition; 25% have two or more.

The economic impact of the five largest chronic diseases is expected to reach \$47 trillion globally in the next 20 years (4% of annual GDP)

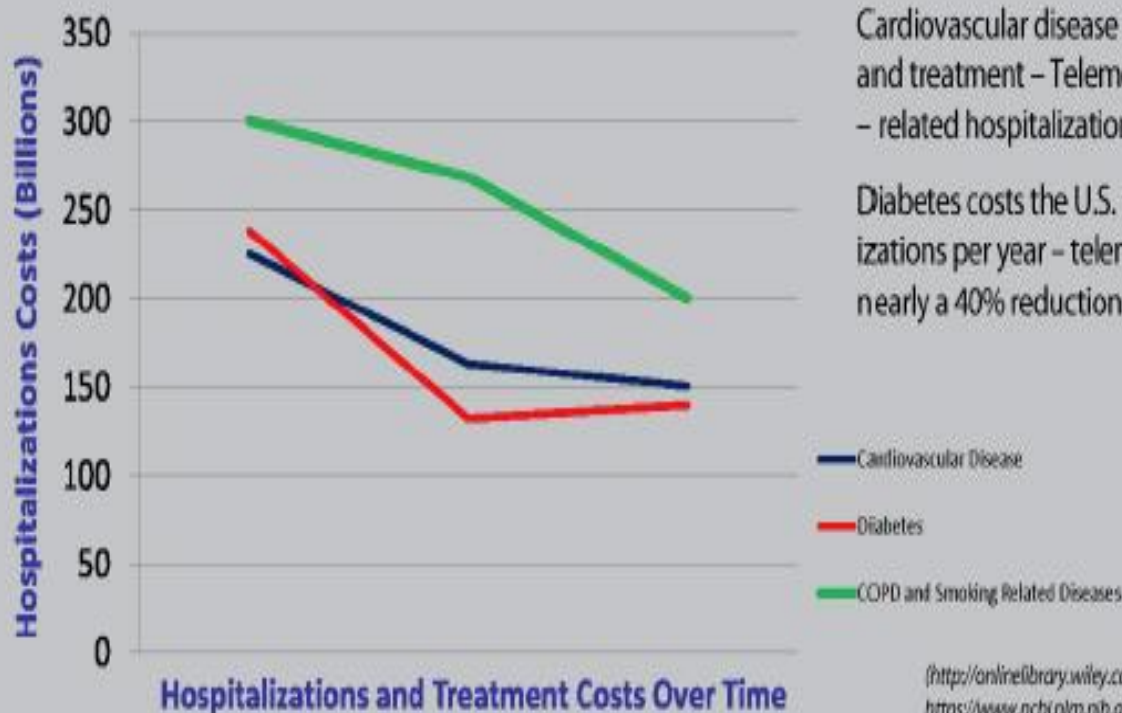
Source: Chronic Medical Conditions (<https://www.cdc.gov/chronicdisease/overview/index.htm>)



- Adults with one chronic medical condition
- Patients with two or more chronic medical conditions
- Healthy Adults

CHRONIC no longer means "LONG TERM"... It means CONTINUOUS!

Telemedicine Cuts down on Hospitalizations



Cardiovascular disease costs the U.S. \$316 billion yearly in hospitalizations and treatment – Telemedicine has contributed to a 30% reduction in CHF – related hospitalizations.

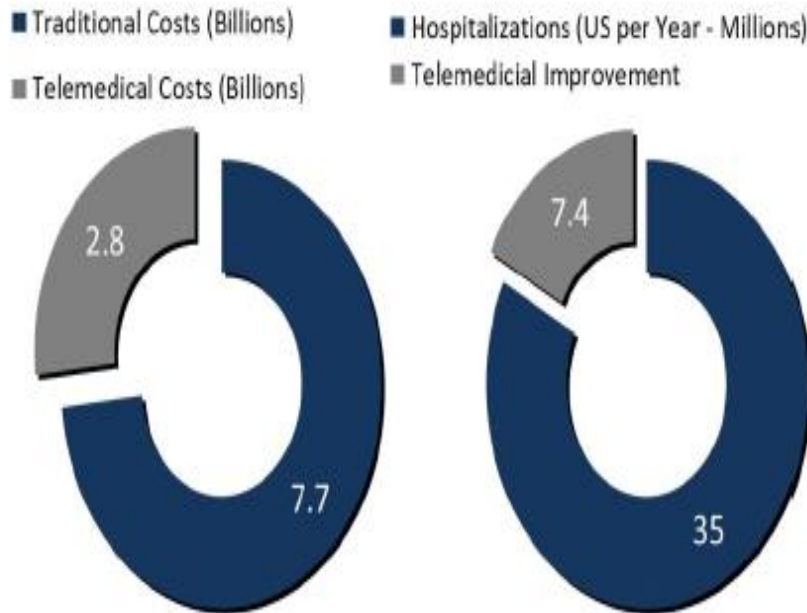
Diabetes costs the U.S. \$245 billion yearly with nearly 250 million hospitalizations per year – telemedical chronic treatment monitoring accounts for nearly a 40% reduction.

COPD and smoking related diseases cost the U.S. \$300 billion yearly – Telemedicine 73% reduction in ER visits and 65% reduction in hospitalizations – resulting in nearly a 30% reduction in treatment costs.

(<http://onlinelibrary.wiley.com/doi/10.1002/14651858.CD007228.pub3/full>)
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2769943>
<http://bjgp.org/content/62/604/e739/tab-figures-data>

Chronic Disease Care Costs in the U.S. Over 700 Billion

Telemedicine has the Answer



Telemedicine programs can impact various aspects of patient care, including informational, clinical, behavioral, structural, and economic.

Informational: High Quality of information that can be accessed at any time.

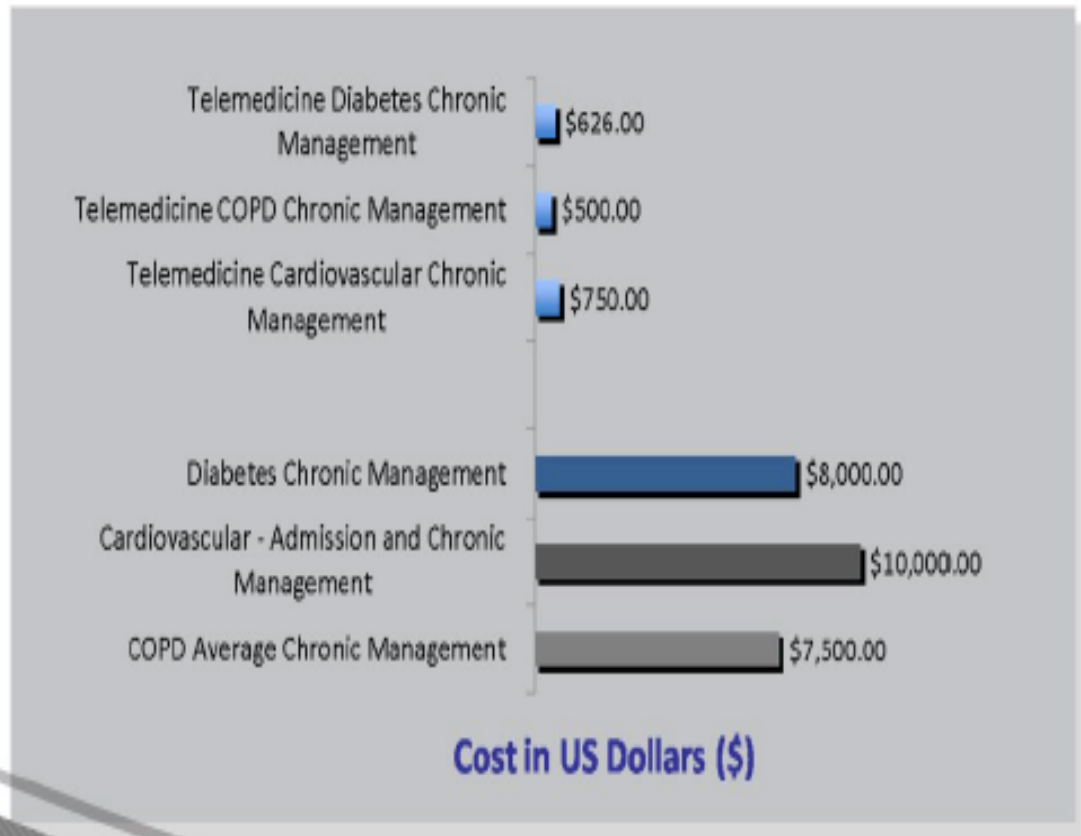
Clinical: More frequent communication of information and instructions, which can lead to improved outcomes.

Behavioral: Frequent therapy adjustments and reminders, leading to greater patient education and empowerment.

<https://www.hcup-us.ahrq.gov/reports/statbriefs/sb106.pdf>

"Telemedicine promises to become a novel 21st-century tool for health care providers to communicate with patients to improve the quality and lower the costs of health care."

Chronic Disease Management – By the Numbers



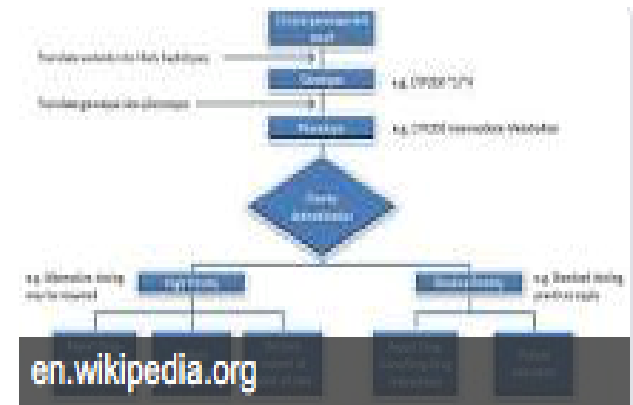
The Structural Impact of Telemedicine

Telemedicine Chronic Care Management is time and cost EFFICIENT for patients.

Patients make fewer visits to the physician's office and provide their care givers with more complete and accurate information. This translates directly into increased savings across the spectrum of the most diagnosed conditions in the U.S. – including Diabetes, COPD, and Cardiovascular Diseases.

<https://www.cdc.gov/diabetes/pdfs/data/statistics/national-diabetes-statistics-report.pdf>
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3694800/>
https://www.cdc.gov/dhdsp/data_statistics/fact_sheets/fs_heart_failure.htm

Pharmacogenomics is the study of how genes affect a person's response to drugs. This relatively new field combines pharmacology (the science of drugs) and genomics (the study of genes and their functions) to develop effective, safe medications and doses that will be tailored to a person's genetic makeup. Apr 16, 2019





HEREDITARY OR PREDISPOSITION CANCER GENOMICS

Molecular testing looks for specific inherited changes (mutations) in a person's genetic make-up. Genetic mutations may have multiple different effects on a patient's health. Mutations that are harmful may increase a person's chance, or risk, of developing a disease such as cancer. Inherited mutations are thought to play a role in 5-10% of all cancers. These particular conditions are considered hereditary and appropriate genetic testing may be used to determine an individual's risk.

Some people inherit mutation(s) in the germline, allowing for the mutations to be passed on from their parents and to their children. There are two classes of cellular genes: oncogenes and tumor suppressor genes. Often, multiple genetic mutations in a single individual are responsible for the development of hereditary cancers.

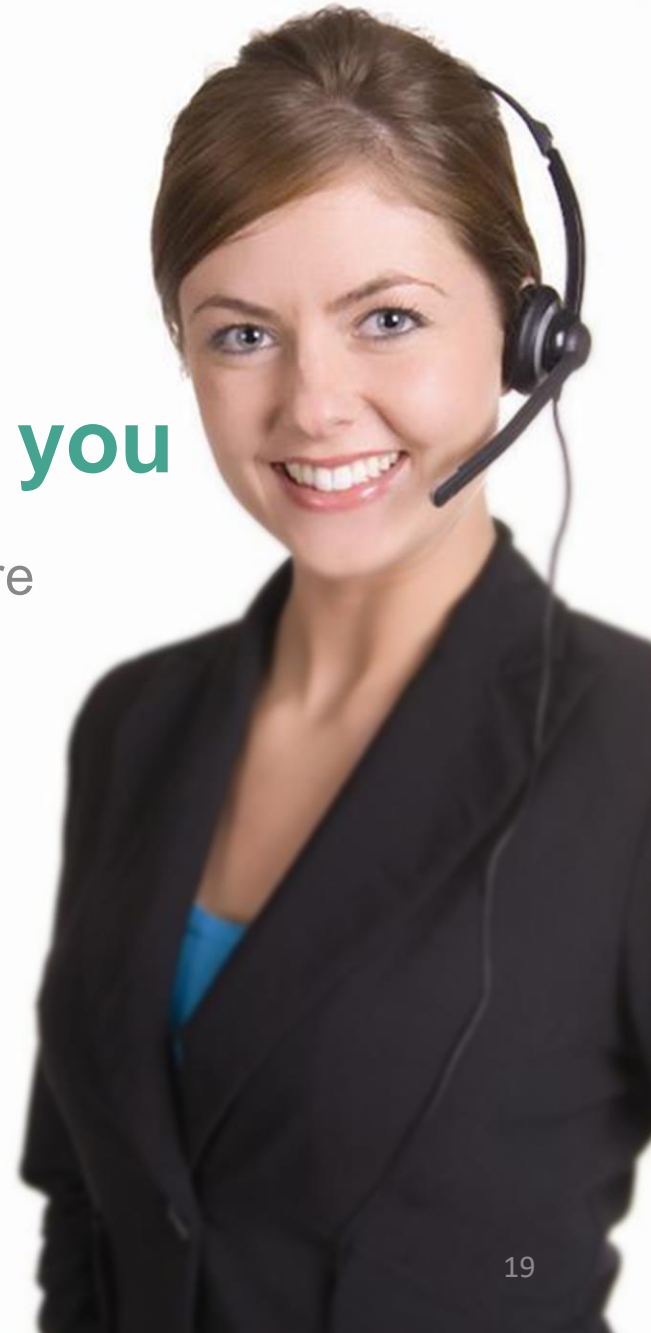
Wellness visits at the districts

Bring the wellness check to you

Mobile services provided to your location to ensure complete wellness checks to all employees.

Telemedicine allows Doctors to be present remotely to complete wellness check.

What does this mean for you?



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