



# The Power of Telehealth in an Ever-Changing World

**Stephen Roller, DHA, ARPN-CNP, CENP, FAANP, FACHE**  
Primary Health Solutions

**Mark Reed, LPCC-S, NCC**  
Primary Health Solutions

# PreventionFIRST!

## 2020 Coalition Academy



### Housekeeping Notes:

- Continuing education will only be awarded for those who view the live session
- You must attend the entire training to receive continuing education hours
- Post event evaluation surveys are required to receive continuing education
- For Social Work/Mental Health Counselor credits you must provide your license number in the post event evaluation survey
- For CHES credits, you must provide your CHES ID in the post event evaluation survey
- You will receive your certificate for continuing education by email within **30 days** of this training.

# The Power of Telehealth in an Ever-Changing World.





# Overview

This presentation will focus on the multiple benefits associated with telehealth technology.

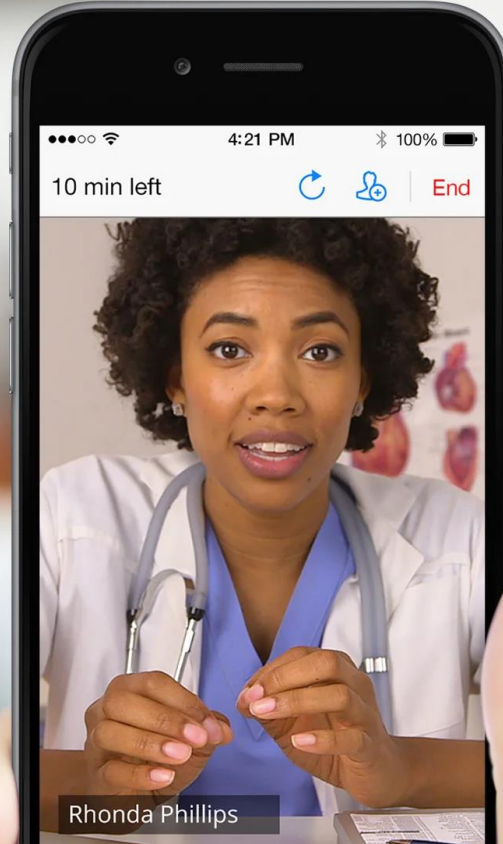
Presented by Stephen J. Roller, DHA, FNP-C, FAANP  
& Mark A. Reed, DBH, LPCC-S, NCC



# What Is Telehealth

- Telehealth offers healthcare using digital devices such as computers and smartphones. In most cases, telemedicine uses video conferencing. However, some providers choose to offer care via email or phone messaging.





Telehealth offers a range of benefits for both patients and providers

# Access To Care

# Benefits To Patients

**Lower Costs:** Blasco et al., (2012) suggests that people who use telemedicine-

- Spend less time in the hospital, providing cost savings
- Less commuting time & may mean fewer secondary expenses, such as childcare and gas

**Improved Access to Care:**

- Patients with disabilities
- Older adults
- Patients who are geographically isolated
- Those who are incarcerated

# Benefits To Patients

- **Preventative Care:**

Telemedicine may make it easier for people to access preventive care that improves their long-term health. This is especially true for people with financial or geographic barriers to quality care.

- **Example:** A 2012 study of people with coronary artery disease found that preventive telemedicine improved health outcomes (Blanco et al., 2012).

- Web-based telemonitoring system, connecting patients provided with self-measurement devices and care managers via mobile phone text messages, as a tool for Secondary Prevention (SP).





# Benefits To Patients

## **Convenience:**

- Access to care in the comfort and privacy of their own home
- Less time off work
- Less need for childcare

## **Reduced Risks:**

- Underlying conditions or weak immune systems

# Benefits for Providers

- **Reduced overhead expenses:**  
Providers who offer telemedicine services may incur fewer overhead costs. For example, they may pay less for front desk support or be able to invest in an office space with fewer exam rooms.
- **Additional revenue stream:**  
Clinicians may find that telemedicine supplements their income because it allows them to provide care to more patients.

Shifting Revenue  
Streams & Marketing  
Strategy in Healthcare  
During a Pandemic



# Benefits for Providers

- **Less exposure to illness and infections:** When providers see patients remotely, they do not have to worry about exposure to any pathogens the patient may carry.
- **Patient satisfaction:** When a patient does not have to travel to the office or wait for care, they may be happier with their provider



# Benefits to Providers



- **Peer to Peer Consultation:**



# OTTO

- <https://www.youtube.com/watch?v=Tfocq14tuMY>



OTTO



Yale



**crocs**  
COME AS YOU ARE™



ATLASSIAN



Salvatore Ferragamo

Tens of thousands of organizations around the world trust Lifesize

# Lifesize



<https://vimeo.com/255665308>

Lifesize

# Questions and Discussion





# References

- Blasco, A. PhD, Carmona, M. M.D, Fernández-Lozano, I. PhD, Salvador, C. H. PhD, Pascual, M. PhD, Sagredo, P. G. MD; Somolinos, R., Muñoz, A. PhD, García-López, F. PhD, Escudier, J. M. MD, Mingo, S. PhD, Toquero, J. PhD, Moñivas, V. MD; González, M. A., Fragua, J. A., López-Rodríguez, Fernando B. S., Monteagudo, J. L. PhD, & Alonso-Pulpón, L. PhD. (2012). Evaluation of a telemedicine service for the secondary prevention of coronary artery disease, *Journal of Cardiopulmonary Rehabilitation and Prevention*: 32(1), 25-31 doi: 10.1097/HCR.0b013e3182343aa7

# References

- Goldzweig, C.L., Towfigh, A., Maglione, M., Shekelle, P.G.: Costs and benefits of health information technology: new trends from the literature. *Health Aff. (Millwood)* 28, w282–w293 (2009)
- Kvedar, J., Coye, M.J., Everett, W. (2014). Connected health: a review of technologies and strategies to improve patient care with telemedicine and telehealth. *Health Aff. (Millwood)* 33, 194–199.
- Martinez, K. M.D., Villines, Z. (2020). Telemedicine benefits: For patients and professionals. *Medical News Today*.



Questions?

# PreventionFIRST!

## 2020 Coalition Academy



### Post Training Info:

- Please complete the evaluation survey in the post event email.
- The recording and supplemental materials will be available on the PreventionFIRST! website under **TrainingHUB**.

- **STAY CONNECTED**



[@PreventionFIRST](https://www.facebook.com/PreventionFIRST)



[@PrevFIRST](https://twitter.com/PrevFIRST)

[prevention-first.org](https://prevention-first.org)