Telemedicine Task Force

Finance and Business Model Advisory Group

April 29, 2014

The **MARYLAND**
HEALTH CARE COMMISSION

Agenda

- **Introductions**

- **Telemedicine Task Force Charge**

- **Discussion**

  - **Telehealth Definition**

  - **Innovative Telehealth Use Cases**

- **Closing**

Telemedicine Task Force

Clinical Advisory Group	Technology Solutions and Standards Advisory Group	Finance and Business Model Advisory Group
Recommendations for Innovative Telehealth Use Cases	*Recommendations for Telehealth Provider Directory*	*Recommendations for Innovative Telehealth Payment Models*

Discussion - Telehealth Definition

Evolution of the Telehealth Definition

- MHCC staff took the feedback from the March 7th Telemedicine Task Force meeting and revised the definition of telehealth

- The Telemedicine Task Force Technology Solutions and Standards Advisory Group met on March 14th and further refined the definition

- MHCC Commissioners added additional feedback

- The Telemedicine Task Force Clinical Advisory Group approved the definition on April 7th

Current Draft Telehealth Definition

Telehealth is the delivery of health education and services and using telecommunications and related technologies in coordination with a health care professionals

Discussion - Innovative Telehealth Use Cases

Introduction

- **The Clinical Advisory Group expects to make recommendations regarding a set of use cases for inclusion in new models of care delivery, supported by existing technology facilitated by a provider directory**

- **The innovative telehealth use cases will...**

  - **Have the greatest impact upon populations in need or at risk, high volume disease states, and/or preventive care**

  - **Be consistent with health care reform, enhance population health management, and reduce hospitalizations**

  - **Be implementable, testable, and cost effective**

Innovative Telehealth Use Case Goals

- **Broad-based to elicit broad-based impact**

- **Evolve through the learning and demonstration phases**

- **Parallel existing, well-established telehealth programs**

- **Align public health goals**

Innovative Telehealth Use Cases - #1

Improve transitions of care between acute and post acute settings through telehealth

- **Movement from long-term care to acute care settings**

- **Clinical services could vary and include psychiatric services**

- **Develop long-term care shared savings programs with hospitals**

Discussion – Use Case #1

Financial Challenges

- **Technology investment**

- **Challenges associated with scheduling a health care provider to be available at the hospital for consultations**

- **Other?**

Potential Solutions

- **Long-term care facilities join at-risk financial payment models**

- **Develop long-term care shared savings programs with hospitals**

- **Other?**

Innovative Telehealth Use Cases - #2

The use of telehealth to manage hospital Prevention Quality Indicators

- **Diabetes management and screening potential such as retinopathy, podiatry, etc.**

- **Hypertension**

- **Congestive heart failure**

- **Chronic obstructive pulmonary disease and asthma**

- **Other**

Discussion – Use Case #2

Financial Challenges

- **Technology investment**

- **Human resource (staffing, training, etc)**

- **Funding health care providers to be available at the hospital for consultations**

- **Other?**

Potential Solutions

- **Hospitals incentivize health care providers for select availability timeframes to support remote monitoring post-discharge as needed**

- **Other?**

Innovative Telehealth Use Cases - #3

Incorporate telehealth in hospital innovative payment and service delivery models through ambulatory practice shared savings programs

- **Primary Care Nucleus**

- **Specialists**

- **Hospital Emergency Departments**

Discussion – Use Case #3

Financial Challenges

- Available hospital funds to establish a program that includes performance goals and quality metrics sizable enough to be of interest to ambulatory practices

- Other?

Potential Solutions

- Hospitals and ambulatory physicians establish goals pertaining to select services that if achieved, could reduce hospital readmissions

- A phased strategy that will engage specialists and EDs

- Other?

Innovative Telehealth Use Cases - #4

Require payor-based medical home programs to factor in reimbursement for telehealth by primary care providers and specialists

Discussion – Use Case #4

Financial Challenges

- **Technology investment**

- **Practice transformation and redesign**

- **Other?**

Potential Solutions

- **Centers of Excellence – tiered networks**

- **Telehealth payments based on select quality measure performance, etc.**

- **Other?**

Next Steps

- Continue to identify financial model challenges and recommended solutions to the innovative telehealth use cases

- Work virtually to draft and finalize recommendations

Thank You!