



**“Telemedicine
is just medicine”**

**- Dr. Douglas Smith, CMO Arches Health
Plan**



**CONFEDERATED TRIBES OF THE
GOSHUTE RESERVATION**



3 Types of Telemedicine

Hub and Spoke: Facility to Facility

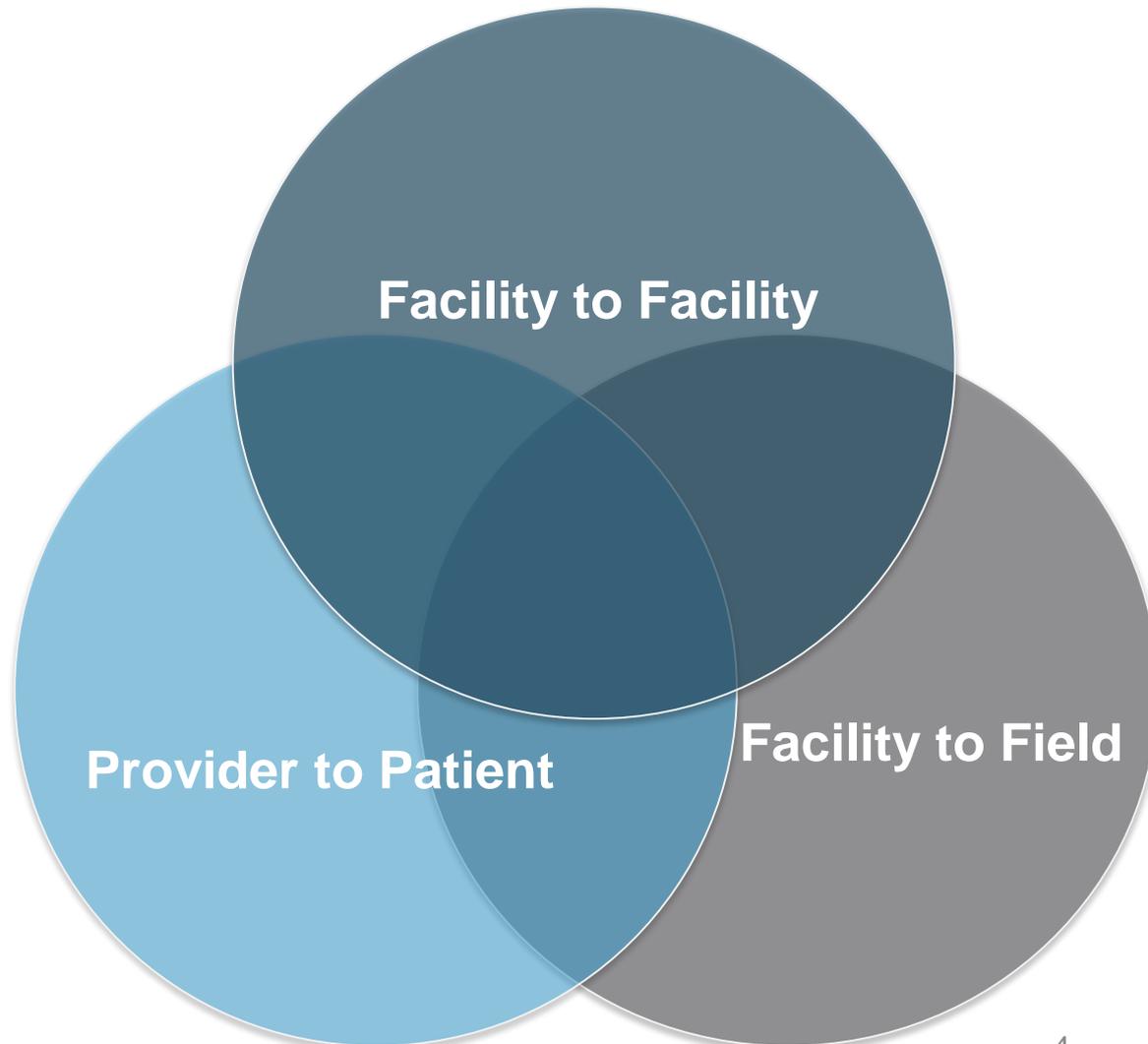
- Connect facilities
- Specialist consultations
- Employee benefit programs

Facility to Field

- Home health and hospice
- Remote patient monitoring
- Emergency medical services

Provider to Patient

- In-Home consultations
- Follow up visits
- Prescription refills



University of Utah



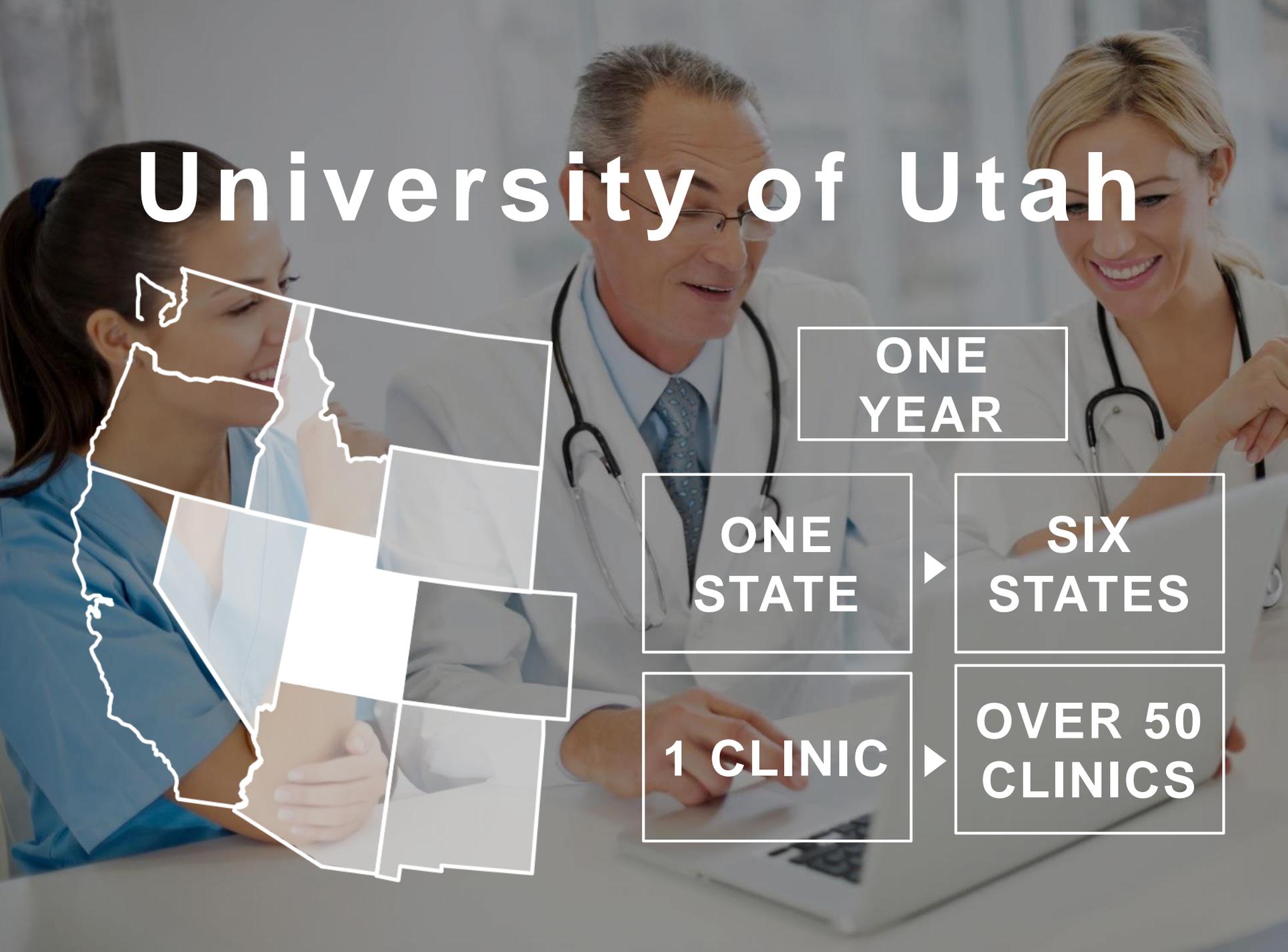
**ONE
YEAR**

**ONE
STATE**

**SIX
STATES**

1 CLINIC

**OVER 50
CLINICS**



2014: Over 1,700 Telemedicine Sessions

Hub and Spoke:

**University of Utah
Neuropsychiatric
Institute**

**Inmate Evaluations in
the Prison System**

Facility to Field:

**EMTs Prevent Frequent
Visits to ER**

**Home Health and
Hospice Care**

In-Home Consultations

**Primary & Specialist
Care**

**Pre and Post
Procedure Consults**

Providers find innovative ways to use telemedicine

Increased Access to Remote Patients



Ventilator – Life Flight

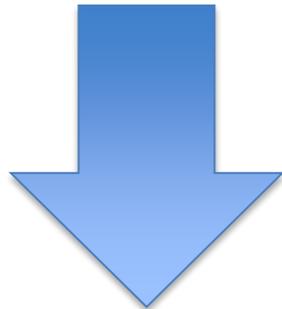


Telemedicine improves:

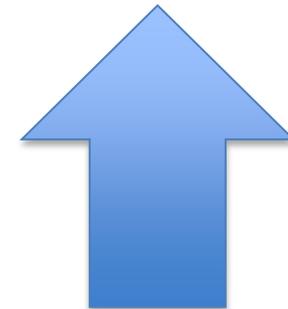
- Access
- Quality of Care
- Time Management
- Patient Satisfaction

Cuts Costs and Generates Revenue

Costs:



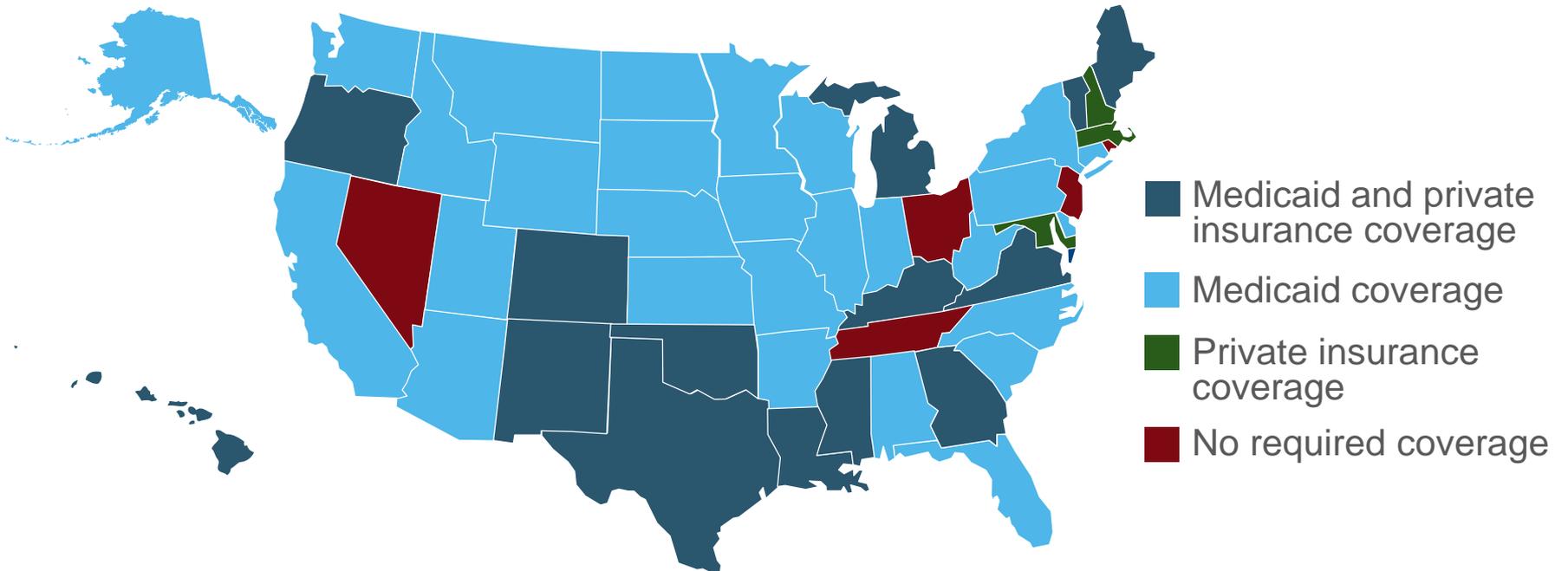
Revenue:



Top 3 Hurdles for the Legislature:

- Reimbursement
- Cross-State Licensure
- Convenience vs. Standard of Care

Reimbursement



Now Showing: Your Physician

Enable Provider-Patient Relationships through On-Demand Consults

Arches Partners with TruClinic to Expand Provider Access



Benefits of Portal

- Provides real-time access to physicians
- Expands access for geographically remote members
- Creates convenience for members
- Reimburses physician for time



Case in Brief: Arches Health Plan

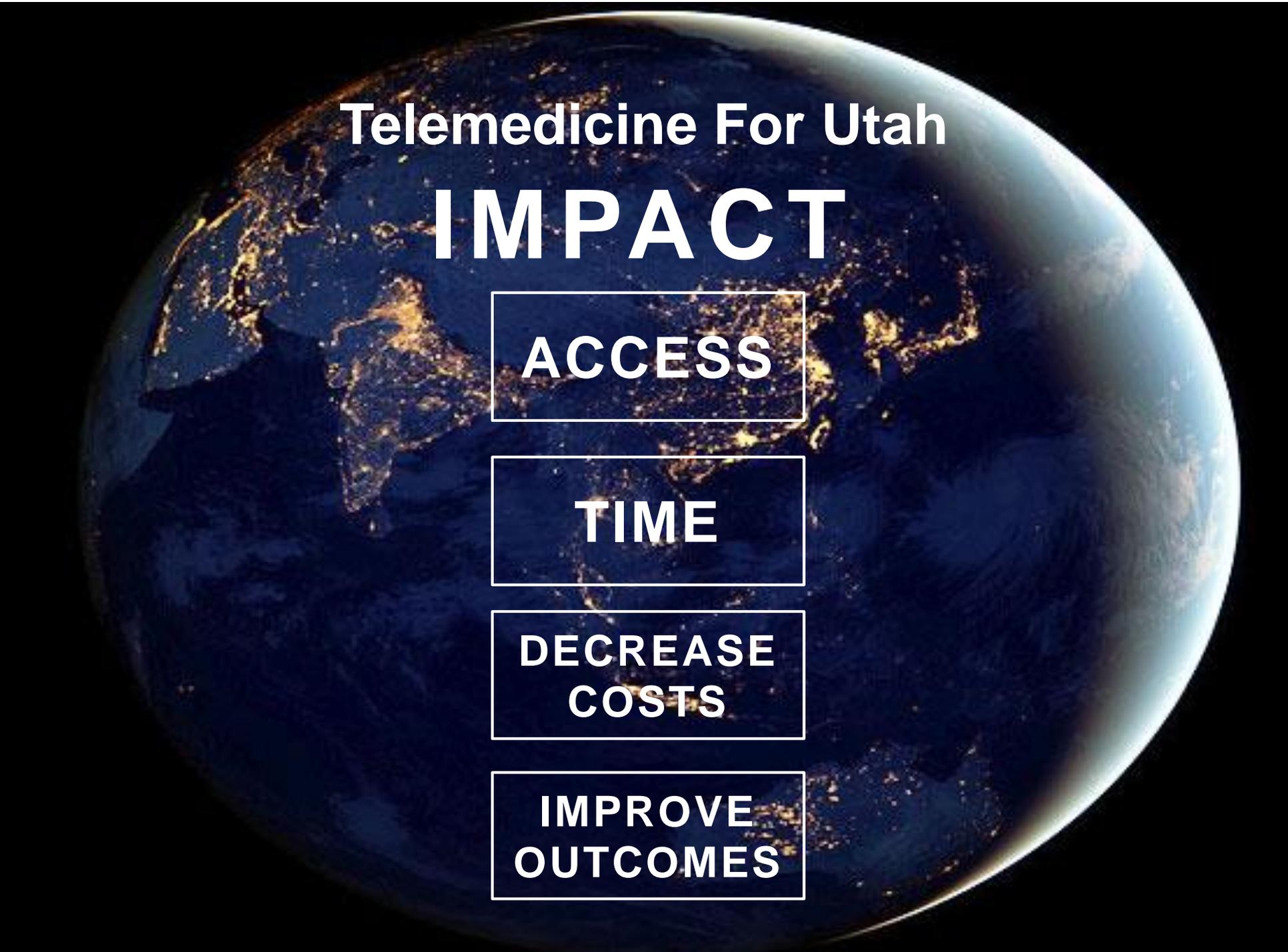
- 22K member co-op plan in Utah partners with telemedicine company TruClinic to create platform for communication between providers and members
- Over 1,000 providers eligible for telemedicine platform
- 30 newly activated CPT reimbursement codes for providers

Cross-State Licensure



Convenience vs. Standards of Care





Telemedicine For Utah

IMPACT

ACCESS

TIME

**DECREASE
COSTS**

**IMPROVE
OUTCOMES**

Allocate financial resources towards telemedicine expansion



Bring all of the industry stakeholders together





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