

Telemedicine For the Rest Of Us

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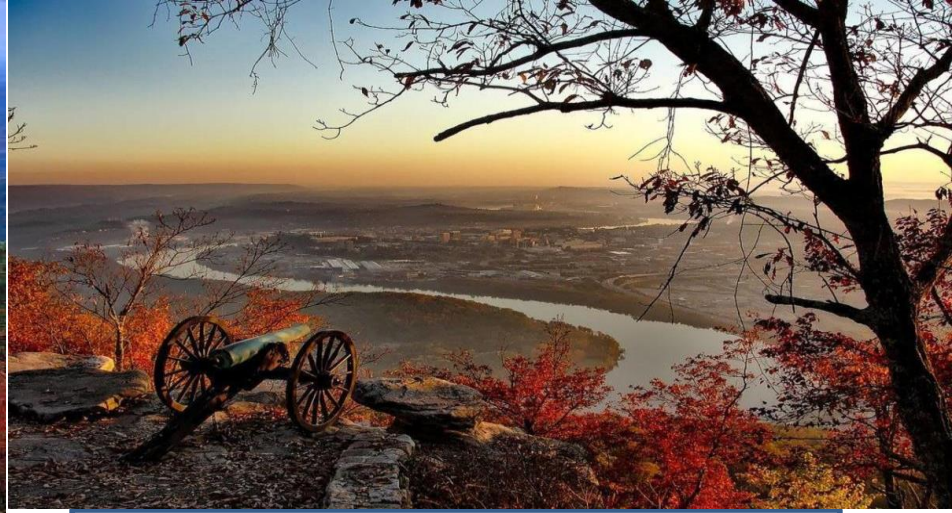
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All opinions and views expressed during this presentation are my own and may not represent the views of Erlanger Health System, the Erlanger Health System Executive Leadership Team, or the Erlanger Health System Board of Directors.





Grundy County, TN



Point Park, Lookout Mountain, TN

Why Chattanooga, Tenn., Is a Great Place to Retire

Tennessee's fourth largest city is in the midst of a massive revival.



Why Chattanooga, TN Is One of the Best Places to Live

Natural beauty, a thriving arts scene and a business climate ripe for entrepreneurship.





Obesity in Tennessee

Twenty states have obesity rates above 30 percent. Where do we stand and how much does it cost us?



Tennessee is 4th highest in nation for adult obesity

How does Tennessee's population rank?

33.7%
of adults are obese

20.5%
of teens and pre-teens are obese

How are BMI categories defined?



Underweight
less than 18.5



Healthy
18.5 to 24.9



Overweight
25 to 29.9



Obese
30 or higher

What is the price of obesity?



\$1,429

The estimated amount more per year in medical costs for an obese person

The estimated amount per year it costs to treat obesity in Tennessee:

\$2.5 billion

What are the risks for a high BMI?

(In comparison to those in the 22.5 to 24.9 BMI range)

30 to 34.9 BMI

44%

35 to 39.9 BMI

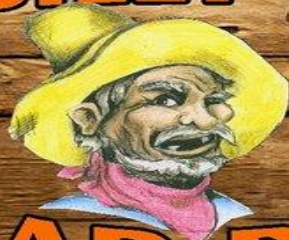
88%

40+ BMI

250%

INCREASE IN RISK OF DEATH

HILLBILLY WILLYS



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MEANWHILE, IN TENNESSEE

Tennessee Telehealth “Claim to Fame”

BCBS of TN Defrauded \$2M in \$2B Telemedicine Insurance Scheme

BCBS of Tennessee was hit with fraudulent claims of \$2 million as part of a larger telemedicine insurance scheme that filed over \$2 billion false claims to payers.



Grundy County, TN

- Population: 13,000 +
- **Health Outcomes – 95th out of 95 TN Counties**
- Health Factors – 90th
- Premature Death (Death under 75) is 82% higher than TN Average
- **Preventable Hospital Stays is 75% higher than TN Average**
- **Mental Health Providers 2,690:1**
 - VBHCS Outpatient in Tracy City
- Current Medical Services
 - Grundy County Primary Care
 - Beersheba Springs Medical Clinic



Leading Causes of Death under age 75 in Grundy (GU) County

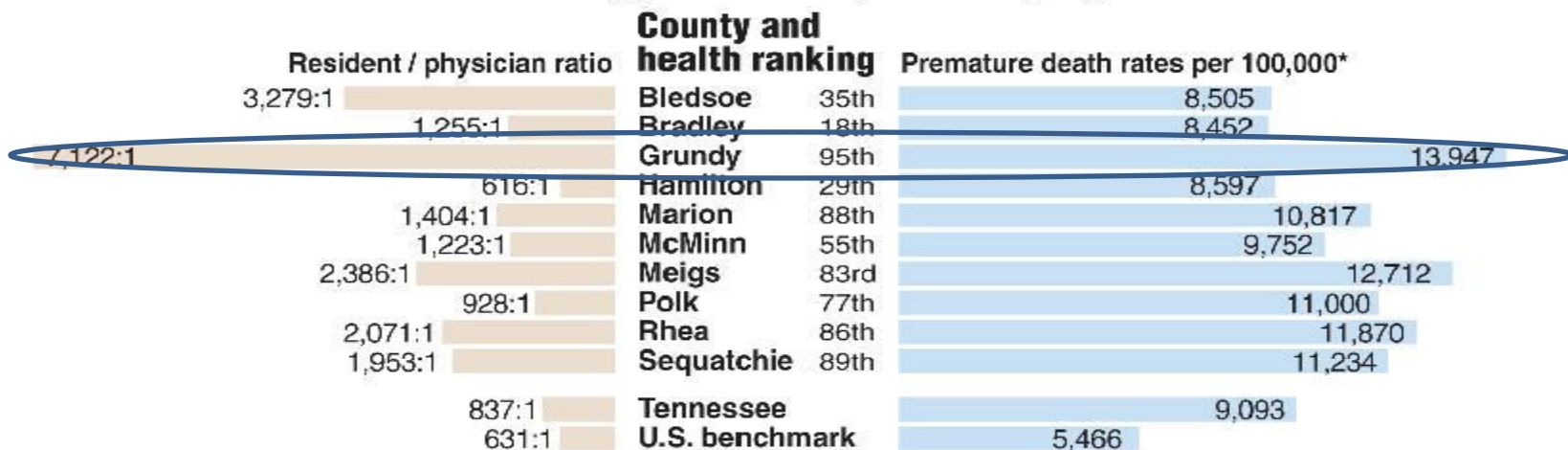
Leading Causes of Death Under Age 75	Deaths	Age-Adjusted Rate per 100,000
Malignant neoplasms	83	148.3
Diseases of heart	70	130.4
Accidents (unintentional injuries)	47	129.9
Chronic lower respiratory diseases	22	35.6
Cerebrovascular diseases	13	Unreliable

Source: [CDC WONDER](#). Premature Mortality includes all deaths among people under age 75 and the rates are age-adjusted to the US 2000 population. Since counties have different age make-ups, age-adjustment can help in comparing health measures between counties.



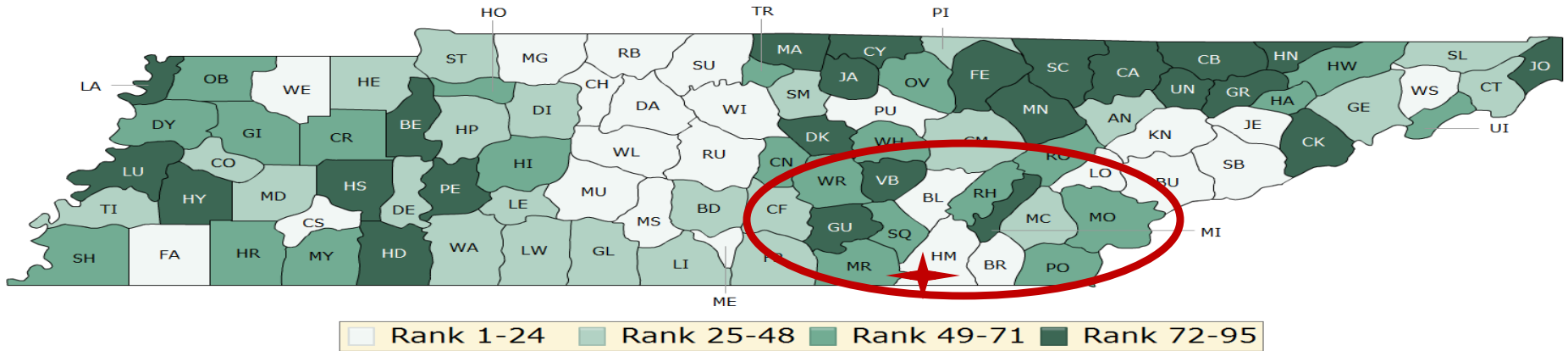
Southeast Tennessee health rankings

There are more than 7,000 people for every physician in Grundy County. That's just one of the factors that helped make Grundy dead last in a health ranking of Tennessee's 95 counties. Here's how Grundy and nine other southeast counties fared in the report along with two of the factors used to determine those rankings. For a look at all the measures used in the study, go to www.countyhealthrankings.org.



* The rate of people dying before the age of 75

2018 Tennessee Health Outcomes Map



UC DAVIS
MEDICAL CENTER

UPMC LIFE CHANGING MEDICINE

 **Ochsner**
Health System

University of Cincinnati Medical Center |  **Health**

 **New York-Presbyterian**

 **VA HEALTH CARE** Defining EXCELLENCE in the 21st Century

 **MUSC Health**
Medical University of South Carolina

 **KAISER PERMANENTE**

**ARIZONA
TELEMEDICINE
PROGRAM**



Mercy  **Virtual**

 **erlanger**

“ALL IN”

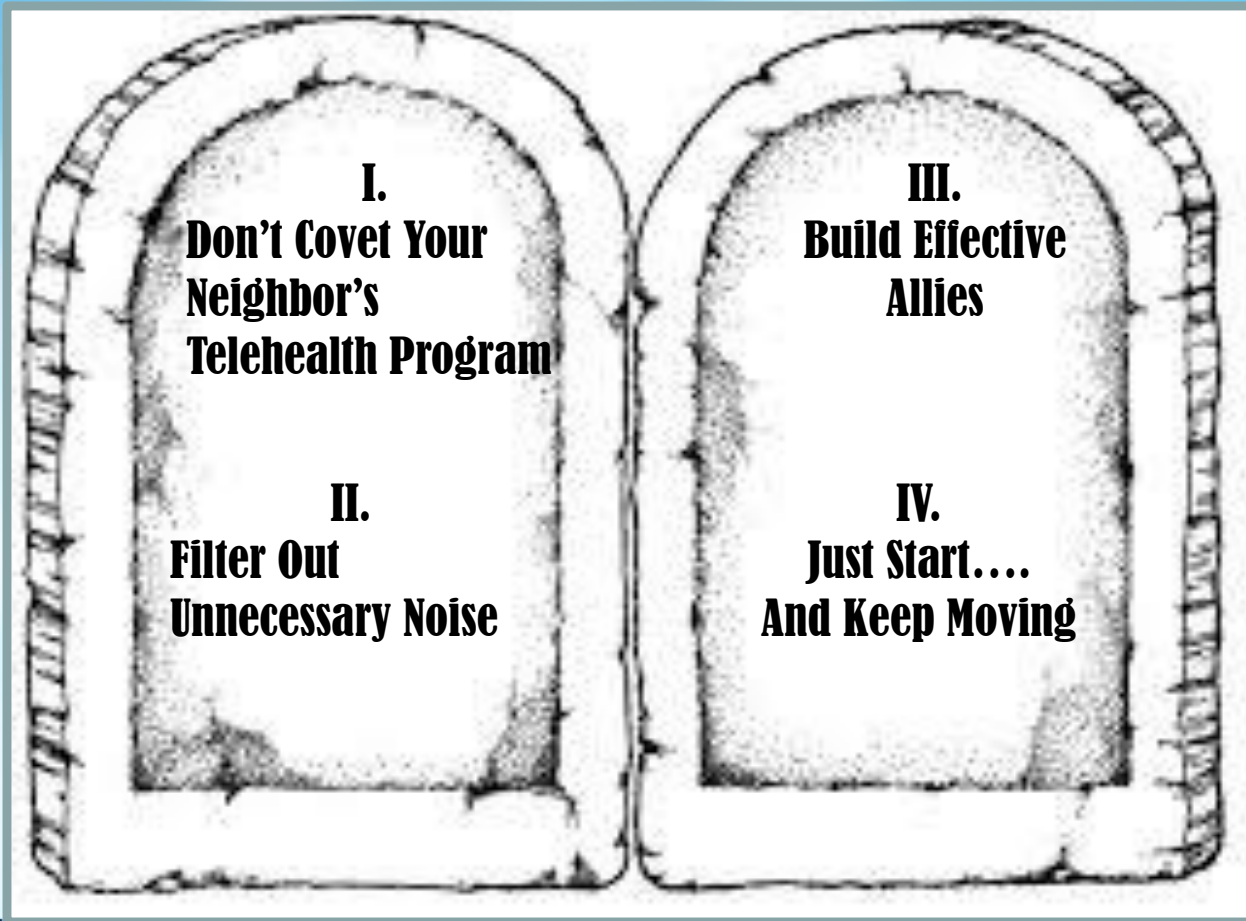


“The Rest of Us”

- Administrative Support
- Limited Budget
- Shared Resources



“DIPPIN’ YOUR TOE IN”

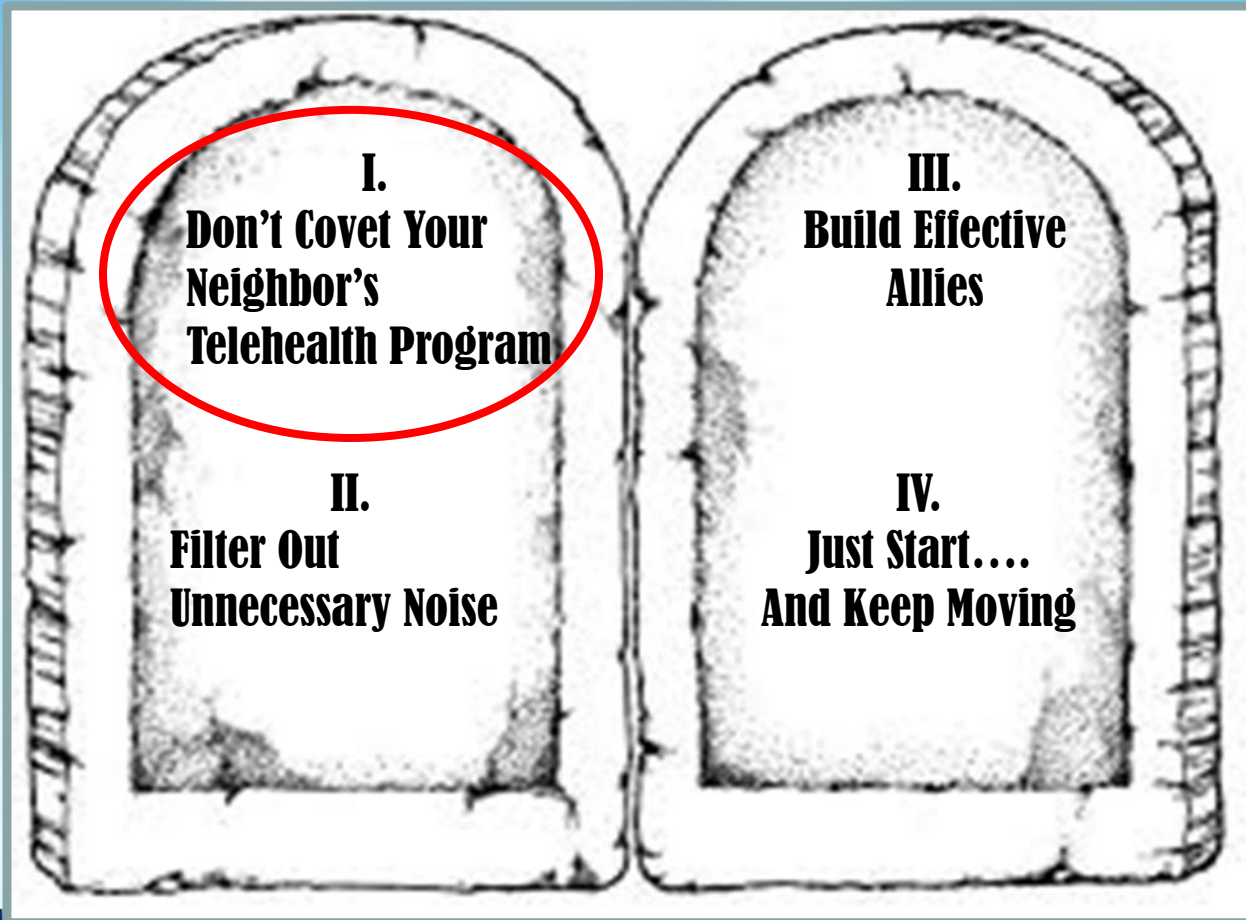


**I.
Don't Covet Your
Neighbor's
Telehealth Program**

**II.
Filter Out
Unnecessary Noise**

**III.
Build Effective
Allies**

**IV.
Just Start....
And Keep Moving**



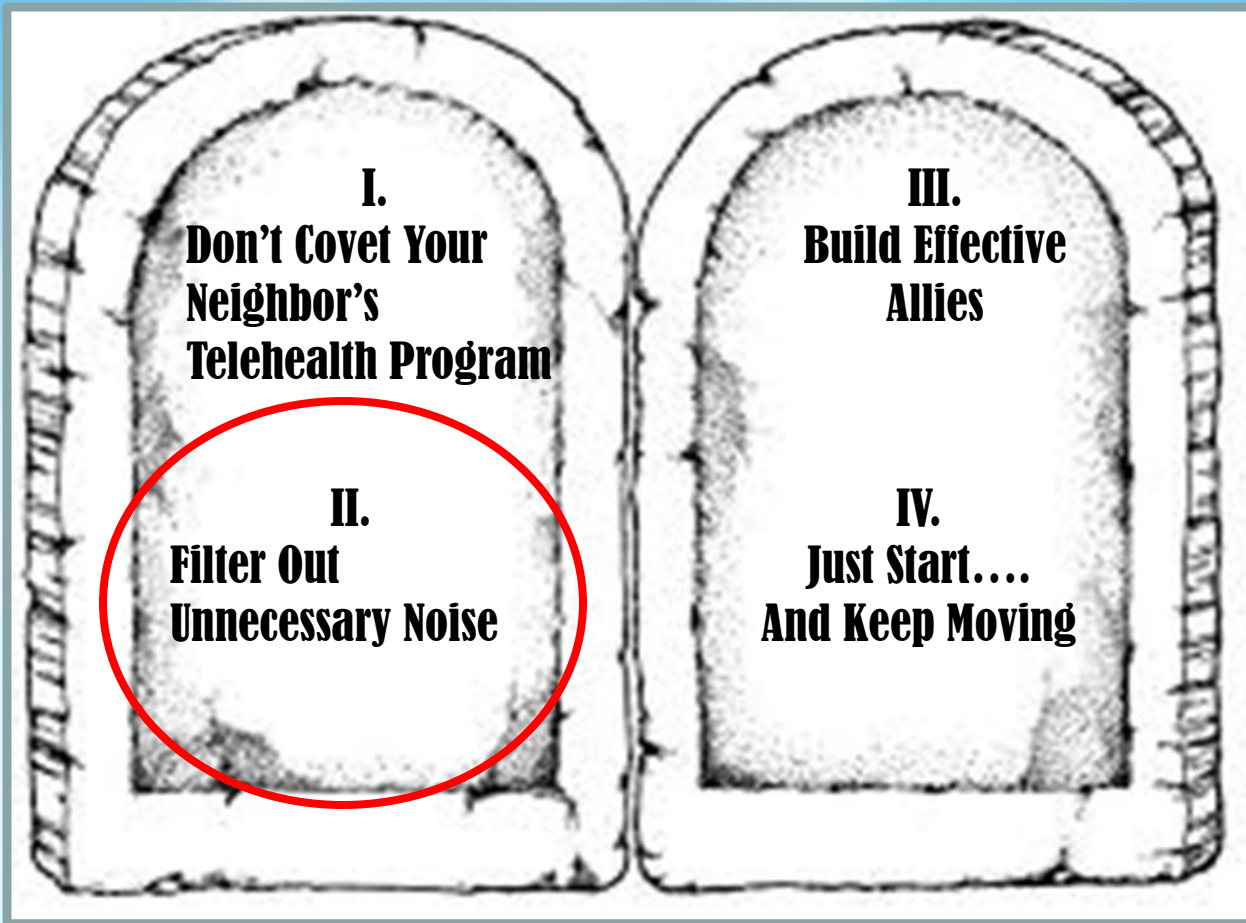
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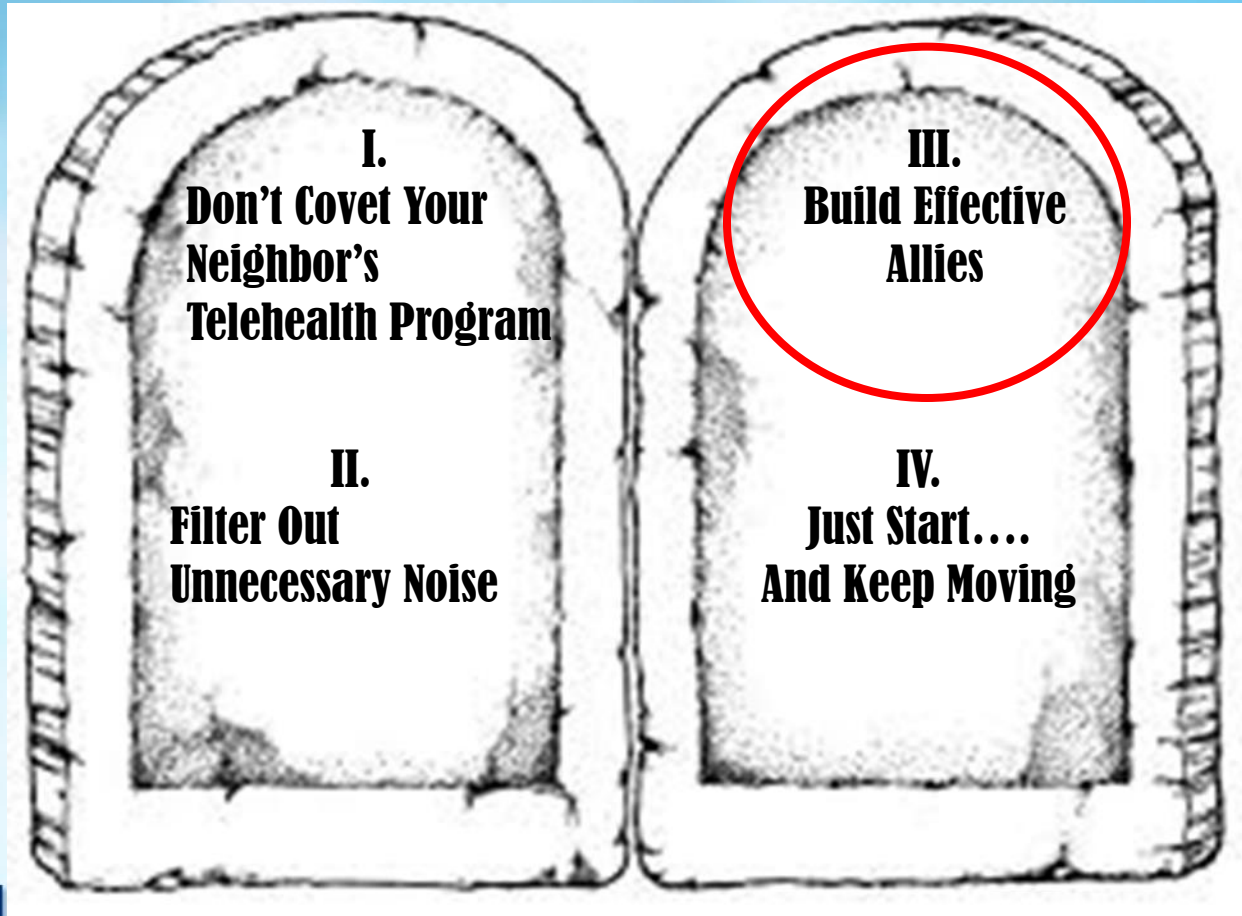
I just got back from a conference and saw an incredible presentation.
I want that here!

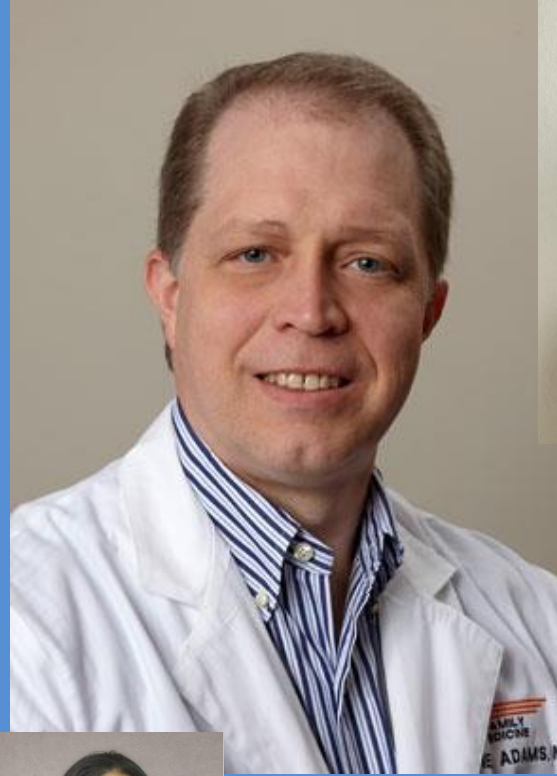
Have you seen all the telehealth stuff ***“THEY”*** are doing?

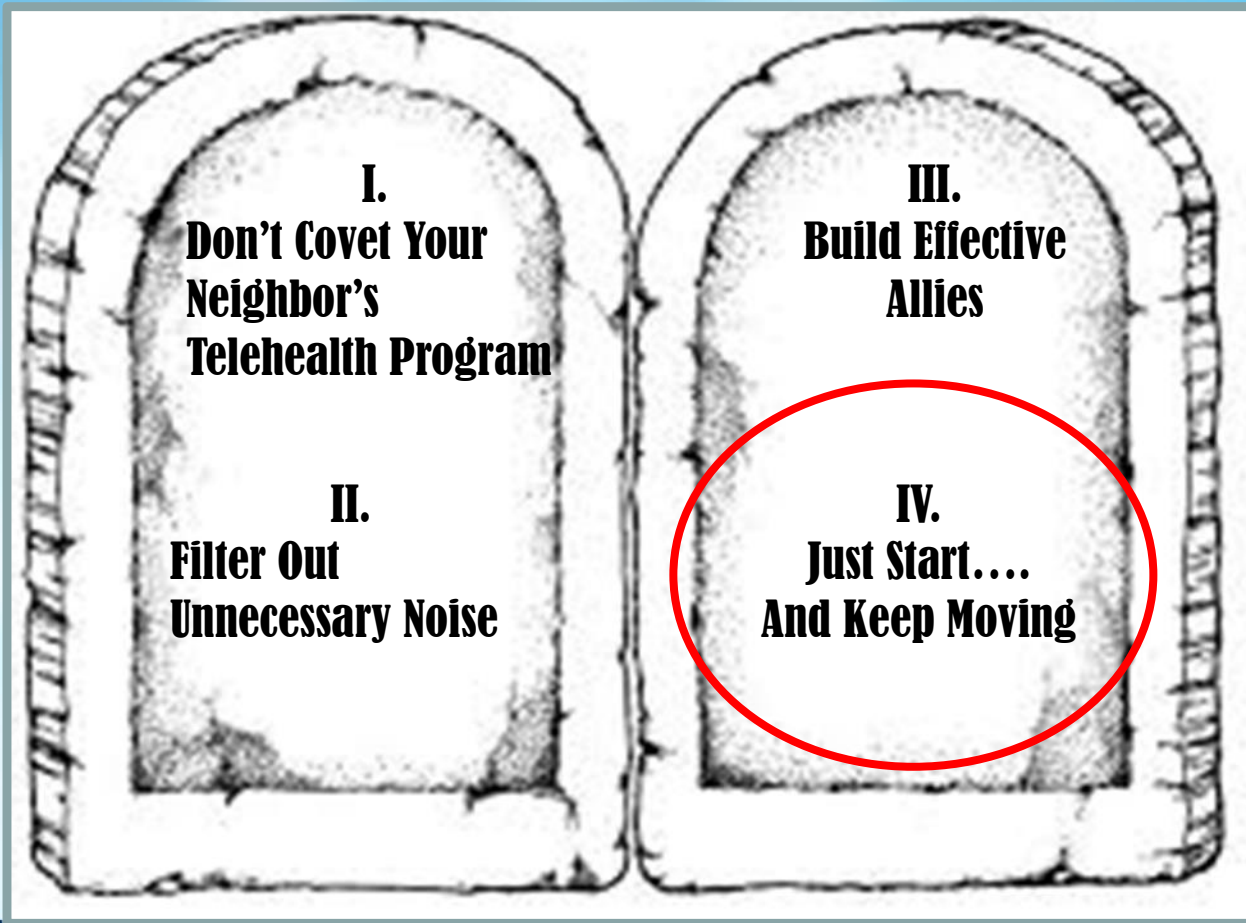
Everybody does telehealth except for us.

Why is it taking us so long to get telehealth going?

Telehealth? We have ***no idea*** what we're doing!








February 2017

- No Budget
- No Technology
- No Guidance
- No Physician Champions
- No Telehealth On Campus



Erlanger Virtual Care

Virtual Care Initiative	Service Lines
Direct-to-Consumer  The logo for Erlanger OnDemand features the word "erlanger" in a smaller, orange, sans-serif font above the word "nDEMAND" in a larger, bold, blue, sans-serif font. To the left of "nDEMAND" is a stylized orange flower icon with eight petals.	Family Medicine, Internal Medicine, Pediatrics
Direct-to-Patient	Physical Therapy
School-Based Telemedicine	Pediatrics, Family Practice
Multi-Specialty Outpatient Virtual Care Clinics (Internal and External)	Pediatric Sub-specialties, Radiation Oncology
Acute Care Telemedicine (Internal)	Wound Care, Acute Neurology, Behavioral Health, Respiratory Care, NICU
Acute Care Telemedicine (external)	Acute Neurology, General Neurology
Video Conferencing	Interpreter, Grand Rounds, Clinical Education