

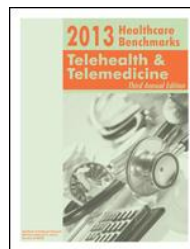
2013 Benchmarks in Telehealth and Telemedicine



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Telehealth Benchmark Data

- More than **10 million Americans** directly benefited from a **telemedicine service** during the past year, according to the American Telemedicine Association.
- The Healthcare Intelligence Network's third annual Telehealth survey gathered responses from **129 healthcare organizations** describing how they're applying telehealth, including technologies in use, health activities monitored remotely, the target populations of telehealth programs, and more.
- This presentation contains highlights from those responses.



Telehealth Benchmark Data

- **Figure 1** - Telehealth Technologies In Use
- **Figure 2** - Health Activities Monitored Remotely
- **Figure 3** - Telehealth Targeted Populations
- **Figure 4** - Funding Supporting Telehealth
- **In Respondents' Own Words:** Successful Applications of Telehealth
- **Sources**
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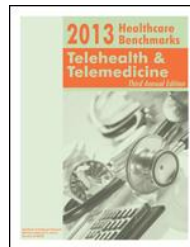
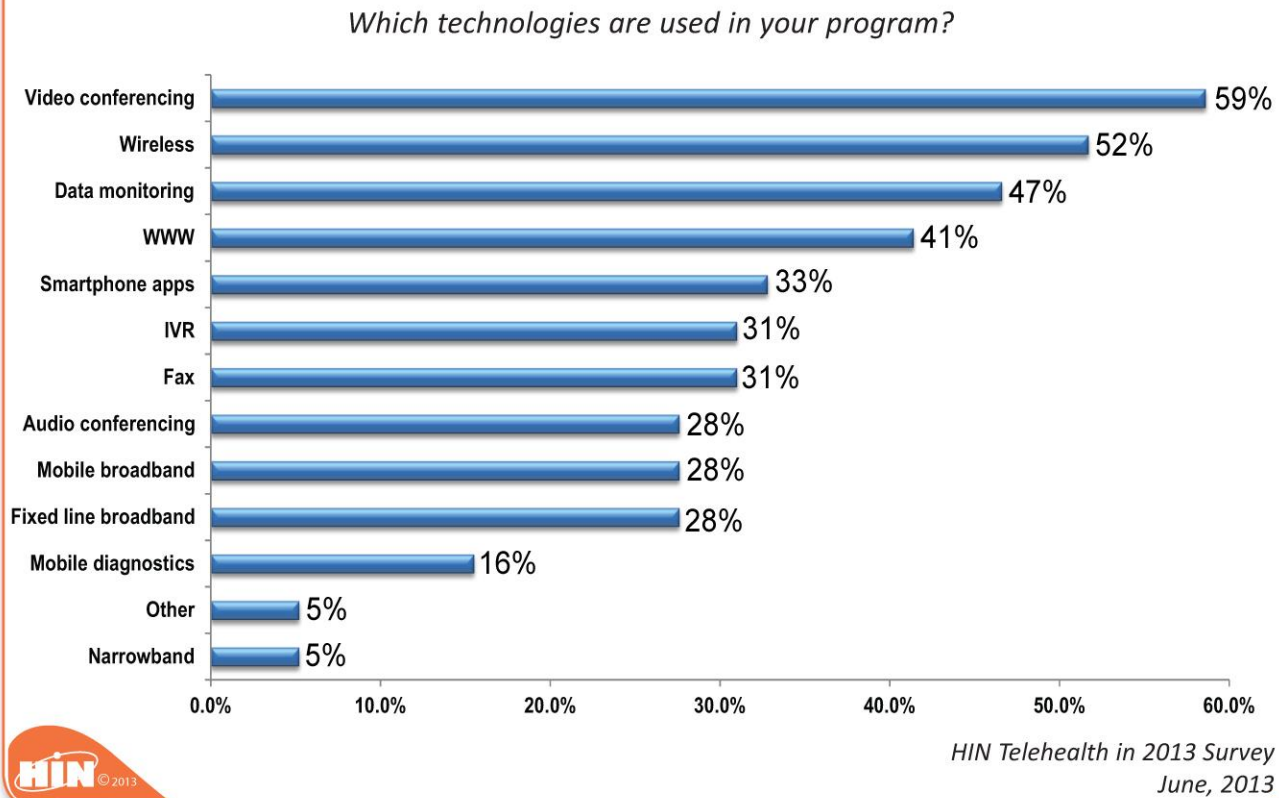


Figure 1: Telehealth Technologies in Use



- Healthcare is leaning on **videoconferencing** more than ever to **monitor discharged patients, conduct remote consultations and facilitate communication.**
- Respondents reported videoconferencing as the **number one technology** being utilized, an increase from **41% in 2010 to 59% in 2013.**

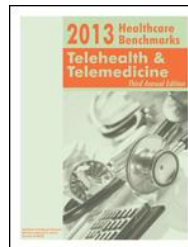
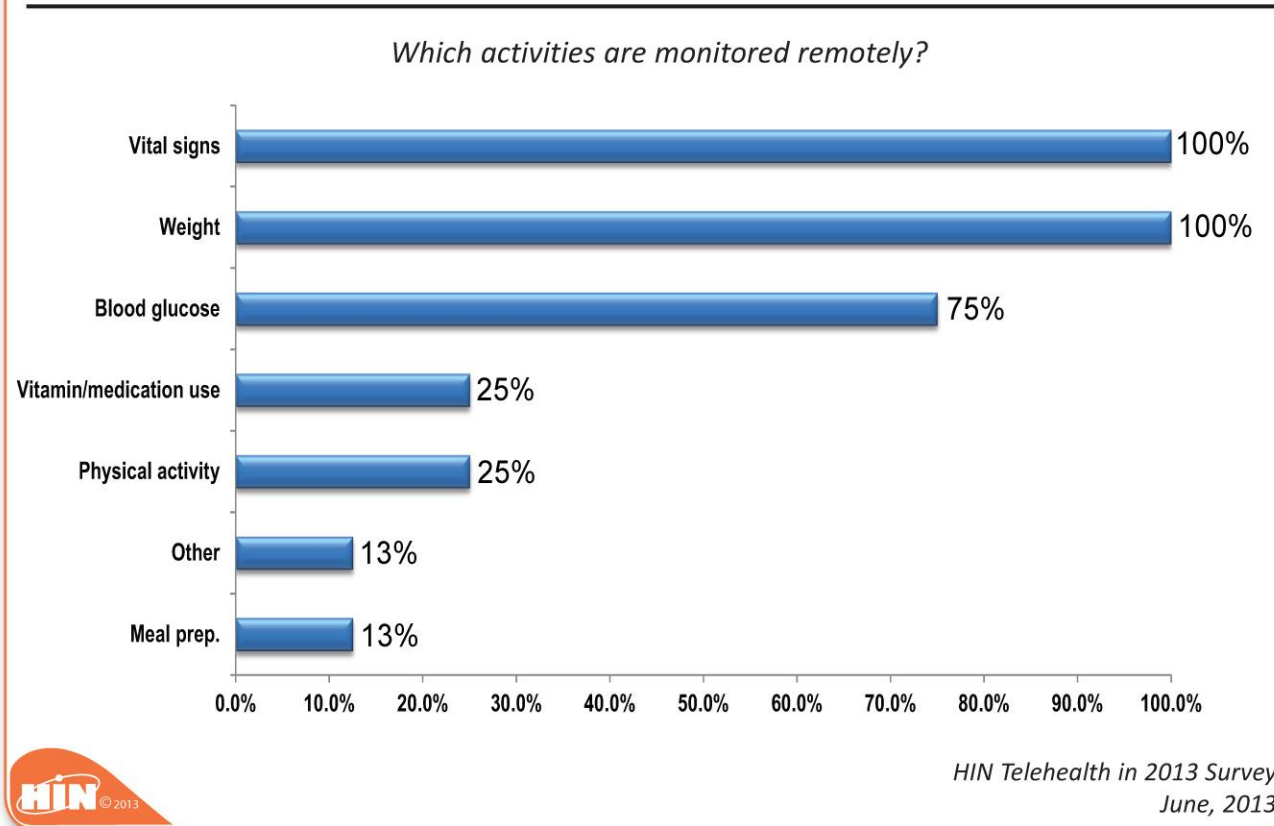


Figure 2: Health Activities Monitored Remotely



- Another **notable trend** is an **increase in health activities monitored remotely**.
- **100% of respondents** now monitor **weight and vital signs**, up from a respective 79% and 77% in 2010.

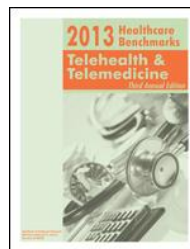
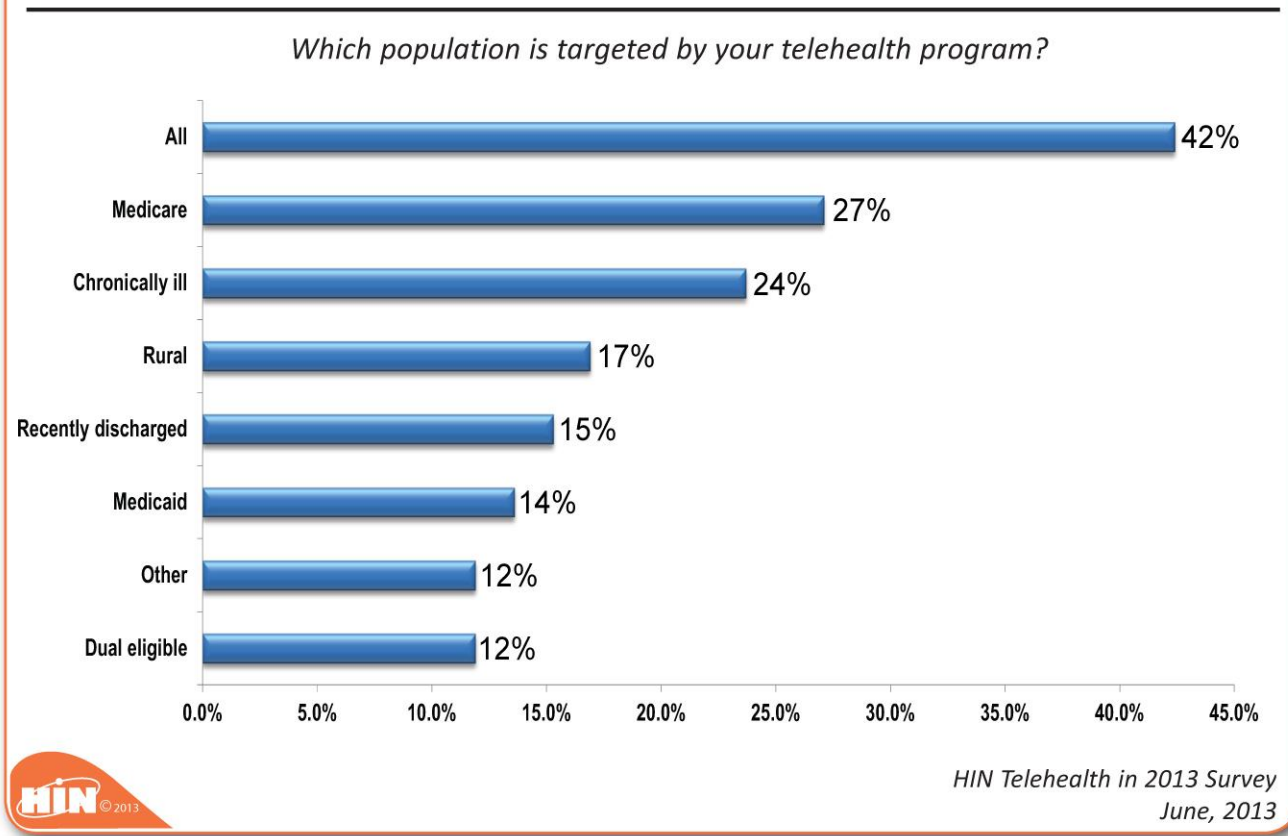


Figure 3: Telehealth Targeted Populations



- Telehealth programs target **all (42%)**, **elderly or Medicare (27%)** and **chronically ill populations (24%)**.

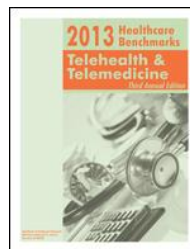
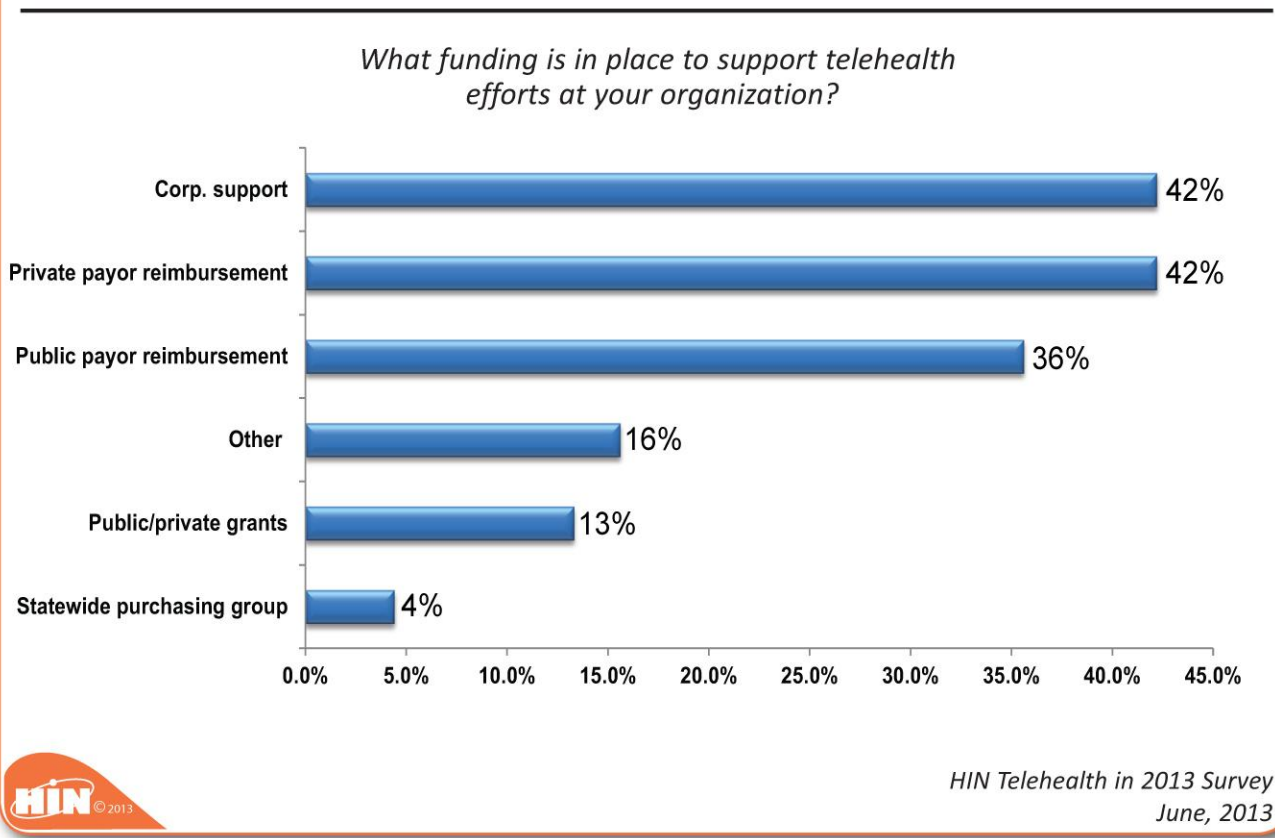
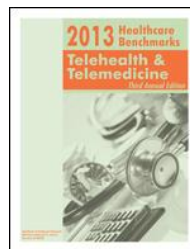


Figure 4: Funding Supporting Telehealth



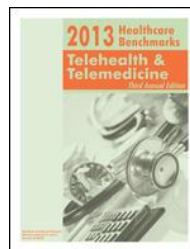
- The **top sources of funding** in place to support telehealth efforts are **reimbursement from private payors**, **corporate support** and **reimbursement from public payors**.



In Respondents' Own Words

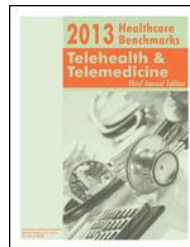
Successful Applications of Telehealth:

- “Our telehealth program has resulted in a decrease in unnecessary medical visits and an increase in successful self-care.”
- “Telehealth programs have been applied to monitoring and early intervention for heart failure patients.”
- “Using telepathology has improved patient health and many providers are referring patients to us in rural areas.”
- “It has been used with software that creates a complete comprehensive medical history for every patient.”



Sources

- See ***2013 Healthcare Benchmarks: Telehealth and Telemedicine***, available at store.hin.com
- Responses and data were derived from HIN's third annual industry survey on telehealth conducted in July 2013.



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