

# How Outpatient Clinics Leverage Telemedicine



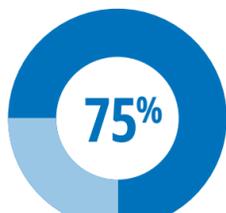
Every outpatient clinic has the same mission: provide patients with good medical care and get paid to do it. How each clinic decides to do it is up to them. One modern way successful clinics are providing convenient access to a wide range of patients is via telemedicine. Wondering how telemedicine can help your practice? Here are 3 leading reasons why clinics like yours use telemedicine:

## 1 Boost Revenue



**ROI**  
11% COST SAVINGS

Implementation of a telemedicine program generated **11%** in cost savings, leading to an estimated ROI of **\$3.30** in cost savings for every **\$1** spent



**75%** of patients are interested in doing telemedicine appointments



On average, per hospital, following the deployment of telemedicine, hospital revenue increased by nearly **\$102,000** per year, and professional billing revenue increased by more than **\$23,000** per year



Revenue for telehealth services will grow from **\$440.6 million** in 2013 to **\$4.5 billion** in 2018



An outpatient clinic could expect an average savings of **\$88** per visit using telemedicine versus the typical in-office visit



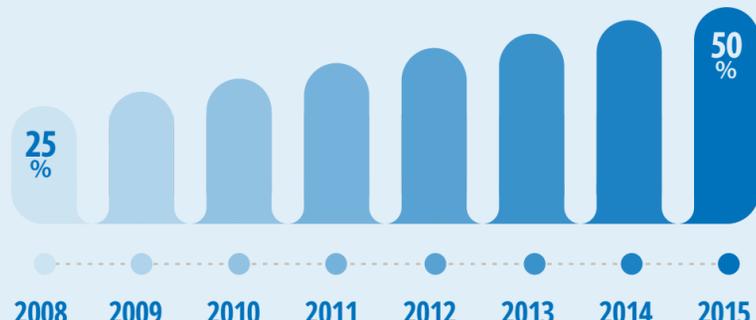
Timely transitional care via telemedicine can increase physicians' revenue up to 4%

**MISSED CO-PAYS CAN COST A PRACTICE**



2 missed co-pays per day can cost a practice nearly **\$60,000** per year, excluding administrative and payroll expenses lost scheduling and rescheduling appointments

## 2 Improve Efficiency



Phone calls to physician practices have increased between **25%** and **50%** since 2008

**RESCHEDULING COSTS PRACTICES UP TO**

**\$20 PER CALL**

Rescheduling costs practices **\$15-\$20** per patient call



Prescription renewal calls cost a practice **\$10,000** a year



**44%** of physicians believe operational efficiency and oversight are the primary benefits of offering telemedicine



Medical practices average a **5 to 7%** no-show rate

## 3 Advance Patient Outcomes

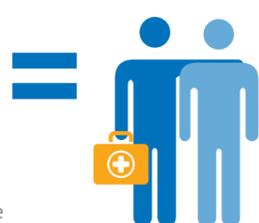
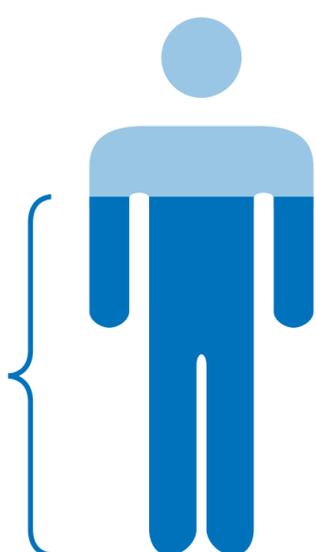
### ICU Telemedicine Programs



The overall effects of ICU telemedicine programs were associated with better survival rates for patients and reduced hospital lengths of stay

**70%**

**70%** of patients are comfortable communicating with their health care providers via text, email or video in lieu of seeing them in person



No patient outcome difference was found between telemedicine appointments and in-person office visits

*“Over a broad range of patient types, level and intensity of patient participation, provider types - telehealth increases the quality of care for patients and reduces unnecessary services, and therefore, cost.”*

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