Vascular Telecare Can Expand Your Reach and Effectiveness

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What is vascular telehealth?

The delivery of vascular care using electronic methods of communications to connect patients and providers at geographically separate locations

Are patients really interested in telehealth?
What is the potential for telehealth vascular care?

- Suitable for 50-70% of initial and established patient visits
- Ideal for early post-procedure checks
- Critical in “hardwiring” best peri-procedural care for assurance of recovery plan and recognition of complications
- Critical for reminding patients of established visits and registry follow-up

Focus of this presentation

The Vascular Telehealth Clinic

Don’t worry: not that complicated!!

Getting started in telehealth
What is “medically necessary” for successful telecare?

- Practice site (office, home, or other care facility)
- Secure lines of communication
- Appropriate tele-equipment
- Credentialing and Training the Providers
- Coding, billing and collecting

Your Office

- Camera
- Jabber software
- Two screens
- Headset and microphone

Practice Site

Lots of Reliable Equipment

Secure lines of communication

The Technology is HERE!!!
“House Calls” Returning Soon

Training and credentialing providers

Coding, billing, and collecting

Navigating Private Payers

Billing Trends
- CPT codes must be updated for Medicare
- Currently, you must use the appropriate CPT code for each problem.
- Not all patients require the remote care specific code driven
- G34 codes are often called Wound Care or Vascular Access

Reimbursement is HERE!!!

Most insurers pay for remote evaluation and management with a GT CODE

Examples of Current Vascular Telehealth

TIAs and Stroke

Critical Limb Ischemia

Remote Wound Care
Be a Telecare Champion!!

- Only 5% of vascular providers using any form of telehealth
- 90% say that they are interested
- 70-80% of patients want it ASAP

In Conclusion

- Telehealth fits vascular care
- The technologies are HERE!
- The reimbursement is HERE!
- Patients are ready!!!
- ARE YOU WILLING TO JOIN THEM?

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