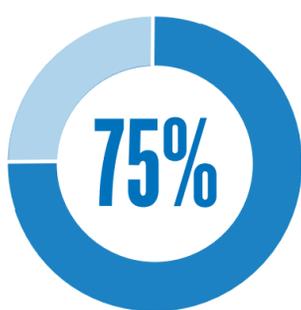# See More Patients with Telemedicine

Chalk it up to more demand and less supply, the affordable care act or insurance reimbursements, the truth is, today's doctors are under increasing pressure to see more patients in order to make ends meet. Telemedicine is altering the playing field for doctors and patients alike, enabling more doctor-to-patient face time from the convenience of home or office. Here are the answers to the most common questions when it comes to increasing patient base using telemedicine.
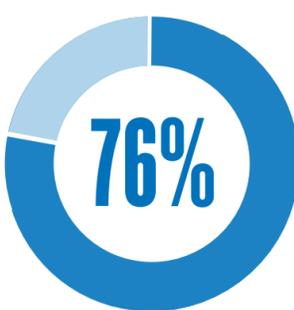
1 Why?

Due to the payment model, the only way, under insurance, for a PCP to increase their earnings is to run through more appointments in a day.
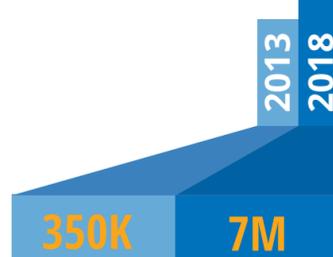
75%

Patients are interested

75% of patients are interested in doing telemedicine appointments

76%

Want better access to care

76% of patients prioritize access to care over the need for in-person interactions with healthcare providers

2013 | 2018
350K | 7M

The number of telemedicine patients will increase from 350,000 in 2013 to 7 million in 2018

25 VISITS A DAY

Primary care physicians say they could provide the best care to patients by seeing 1,000 - 1,500 patients but must see closer to **2,500 patients and about 25 visits per day to cover overhead and maintain an income of about $175,000.**

2 How?

Chiron helps you increase productivity

Market telemedicine as a **convenience to patients**

Require video visits when prescribing for **extra level of communication**

Convert in-office triage requests and phone calls to **video visits**

Recommend video visits for **follow-up treatment and consultations**

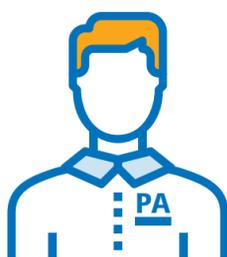Offer video visits for **second opinions**

Automatically schedule video visits to **discuss labs and imaging results**

Discuss benefits of telemedicine with each patient

3 When?

Schedule video visits during:

MD → PA

✔ Off-peak hours
✔ After hours
✔ Weekends
✔ With RNs, PAs and NPs when doctors are not available

4 What?

Choose telemedicine software that:

✔ Is HIPAA-compliant
✔ Integrates with existing applications, such as EHR and practice management software
✔ Offers automated appointment email reminders
✔ Mimics the in-office experience
✔ Automatically verifies insurance eligibility
✔ Guarantees reimbursements

SOURCES:
http://www.aha.org/research/reports/tw/15jan-tw-telehealth.pdf
http://www.towerswatson.com/en-US/Insights/IC-Types/Survey-Research-Results/2014/09/2014-health-care-changes-ahead-survey-report
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