

WEBVTT

NOTE duration:"00:42:51"

NOTE recognizability:0.934

NOTE language:en-us

NOTE Confidence: 0.919672917777778

00:00:00.000 --> 00:00:02.196 And in person care, how do we get there?

NOTE Confidence: 0.919672917777778

00:00:02.200 --> 00:00:04.108 And I'm delighted again to have

NOTE Confidence: 0.919672917777778

00:00:04.108 --> 00:00:05.600 close friend and colleague Dr.

NOTE Confidence: 0.919672917777778

00:00:05.600 --> 00:00:07.832 Bart Demarshall, who is a professor

NOTE Confidence: 0.919672917777778

00:00:07.832 --> 00:00:10.154 of neurology and medical director of

NOTE Confidence: 0.919672917777778

00:00:10.154 --> 00:00:12.458 digital Health Research and the Center

NOTE Confidence: 0.919672917777778

00:00:12.458 --> 00:00:15.213 for Digital Health at Mayo Clinic and

NOTE Confidence: 0.919672917777778

00:00:15.213 --> 00:00:18.930 known Bart forever and and you know,

NOTE Confidence: 0.919672917777778

00:00:18.930 --> 00:00:21.167 a pioneer in Telestroke and really, I,

NOTE Confidence: 0.919672917777778

00:00:21.167 --> 00:00:23.463 I believe really put Mayo on the map.

NOTE Confidence: 0.919672917777778

00:00:23.470 --> 00:00:25.829 When it comes to digital care delivery,

NOTE Confidence: 0.919672917777778

00:00:25.830 --> 00:00:28.146 so Bart, thank you for stewarding

NOTE Confidence: 0.919672917777778

00:00:28.146 --> 00:00:29.304 this final session.

NOTE Confidence: 0.919672917777778

00:00:29.310 --> 00:00:30.864 And I hand the podium to you.
NOTE Confidence: 0.94025354

00:00:32.590 --> 00:00:35.320 Thank you, Lee. It's been a tremendous
NOTE Confidence: 0.94025354

00:00:35.320 --> 00:00:39.350 day and myself and my colleague,
NOTE Confidence: 0.94025354

00:00:39.350 --> 00:00:44.750 panelists Panel #5 are excited to contribute.
NOTE Confidence: 0.92271485882353

00:00:47.110 --> 00:00:48.898 Yeah. And the formatting,
NOTE Confidence: 0.92271485882353

00:00:48.898 --> 00:00:51.580 the formatting and the closing comments
NOTE Confidence: 0.92271485882353

00:00:51.658 --> 00:00:54.066 on Panel 4 do provide an excellent.
NOTE Confidence: 0.92271485882353

00:00:54.070 --> 00:00:55.830 Segue into our topic.
NOTE Confidence: 0.92271485882353

00:00:55.830 --> 00:00:58.030 So payment and coverage parity,
NOTE Confidence: 0.92271485882353

00:00:58.030 --> 00:01:00.870 virtual care in person care,
NOTE Confidence: 0.92271485882353

00:01:00.870 --> 00:01:02.030 how do we get there?
NOTE Confidence: 0.92271485882353

00:01:02.030 --> 00:01:04.160 I'm going to make some brief
NOTE Confidence: 0.92271485882353

00:01:04.160 --> 00:01:05.424 introductory remarks regarding
NOTE Confidence: 0.92271485882353

00:01:05.424 --> 00:01:08.748 our seven panelists that join me.
NOTE Confidence: 0.92271485882353

00:01:08.750 --> 00:01:12.550 We are all employees of Mayo Clinic,
NOTE Confidence: 0.92271485882353

00:01:12.550 --> 00:01:15.000 Mayo Clinic and Mayo Clinic

NOTE Confidence: 0.92271485882353

00:01:15.000 --> 00:01:17.427 College of Medicine and Science

NOTE Confidence: 0.92271485882353

00:01:17.430 --> 00:01:19.900 and I will introduce each.

NOTE Confidence: 0.92271485882353

00:01:19.900 --> 00:01:21.340 Now and then,

NOTE Confidence: 0.92271485882353

00:01:21.340 --> 00:01:24.610 we'll invite each of them to to take

NOTE Confidence: 0.92271485882353

00:01:24.610 --> 00:01:28.578 their turn making brief presentations.

NOTE Confidence: 0.92271485882353

00:01:28.580 --> 00:01:31.898 So we'll start with Sarah Meyer.

NOTE Confidence: 0.92271485882353

00:01:31.900 --> 00:01:33.580 She is a director of Payment

NOTE Confidence: 0.92271485882353

00:01:33.580 --> 00:01:35.110 and care delivery policy and

NOTE Confidence: 0.92271485882353

00:01:35.110 --> 00:01:36.526 assistant professor of health

NOTE Confidence: 0.92271485882353

00:01:36.526 --> 00:01:38.296 services research at Mayo Clinic.

NOTE Confidence: 0.819025337142857

00:01:41.500 --> 00:01:45.378 Our next speaker is Doctor Sarv Turkonda.

NOTE Confidence: 0.819025337142857

00:01:45.380 --> 00:01:46.980 He's an associate professor

NOTE Confidence: 0.819025337142857

00:01:46.980 --> 00:01:48.180 of plastic surgery.

NOTE Confidence: 0.819025337142857

00:01:48.180 --> 00:01:50.556 A former Medical Director at the Mayo Clinic

NOTE Confidence: 0.819025337142857

00:01:50.556 --> 00:01:52.684 Center for Connect Care and importantly,

NOTE Confidence: 0.819025337142857

00:01:52.684 --> 00:01:55.980 he's the the Chair of the Board of
NOTE Confidence: 0.819025337142857

00:01:55.980 --> 00:01:58.830 Directors of the Federation of State
NOTE Confidence: 0.819025337142857

00:01:58.830 --> 00:02:01.300 Medical Boards in establishing policy.
NOTE Confidence: 0.819025337142857

00:02:01.300 --> 00:02:05.056 Our fourth speaker is Ryan Williams.
NOTE Confidence: 0.819025337142857

00:02:05.060 --> 00:02:07.616 He's a lawyer and compliance officer
NOTE Confidence: 0.819025337142857

00:02:07.616 --> 00:02:10.282 for the Center for Digital Health
NOTE Confidence: 0.819025337142857

00:02:10.282 --> 00:02:12.928 and is involved in all policies
NOTE Confidence: 0.819025337142857

00:02:12.928 --> 00:02:15.599 related to regulation compliance.
NOTE Confidence: 0.819025337142857

00:02:15.600 --> 00:02:18.500 Our entire enterprise wide digital
NOTE Confidence: 0.819025337142857

00:02:18.500 --> 00:02:21.336 practice Make a note Learn is the
NOTE Confidence: 0.819025337142857

00:02:21.336 --> 00:02:22.840 Director of Revenue Strategy,
NOTE Confidence: 0.819025337142857

00:02:22.840 --> 00:02:24.880 Innovation and Government Program Strategy
NOTE Confidence: 0.819025337142857

00:02:24.880 --> 00:02:28.720 at Mayo Clinic Center for Digital Health.
NOTE Confidence: 0.819025337142857

00:02:28.720 --> 00:02:29.712 Jordan Coffey,
NOTE Confidence: 0.819025337142857

00:02:29.712 --> 00:02:33.184 my colleague at the Center for Digital
NOTE Confidence: 0.819025337142857

00:02:33.184 --> 00:02:36.680 Health in the Research and Outcomes

NOTE Confidence: 0.819025337142857
00:02:36.680 --> 00:02:39.758 unit and our last speaker is Doctor.
NOTE Confidence: 0.819025337142857
00:02:39.760 --> 00:02:41.875 Nandita Kera is an Associate
NOTE Confidence: 0.819025337142857
00:02:41.875 --> 00:02:43.144 Professor of Medicine.
NOTE Confidence: 0.819025337142857
00:02:43.150 --> 00:02:44.910 She's a consultant in Hematology,
NOTE Confidence: 0.819025337142857
00:02:44.910 --> 00:02:48.977 oncology and the Associate Chair of Digital
NOTE Confidence: 0.819025337142857
00:02:48.977 --> 00:02:51.790 Transformation and Practice Integration.
NOTE Confidence: 0.819025337142857
00:02:51.790 --> 00:02:54.418 In the next slide here are
NOTE Confidence: 0.819025337142857
00:02:54.418 --> 00:02:56.950 objectives for the final session.
NOTE Confidence: 0.819025337142857
00:02:56.950 --> 00:02:59.575 We're going to tackle this
NOTE Confidence: 0.819025337142857
00:02:59.575 --> 00:03:01.118 topic chronologically together.
NOTE Confidence: 0.819025337142857
00:03:01.118 --> 00:03:03.558 The composition of short presentations
NOTE Confidence: 0.819025337142857
00:03:03.558 --> 00:03:06.462 in the dialogue to follow will
NOTE Confidence: 0.819025337142857
00:03:06.462 --> 00:03:08.190 address where were we,
NOTE Confidence: 0.819025337142857
00:03:08.190 --> 00:03:10.236 so reviewing the pre pandemic state
NOTE Confidence: 0.819025337142857
00:03:10.236 --> 00:03:12.280 in the public health emergency.
NOTE Confidence: 0.819025337142857

00:03:12.280 --> 00:03:15.064 On virtual care coverage and its
NOTE Confidence: 0.819025337142857

00:03:15.064 --> 00:03:19.359 influence where we now today it's it's
NOTE Confidence: 0.819025337142857

00:03:19.360 --> 00:03:22.200 excuse me a top of mind for all of us
NOTE Confidence: 0.819025337142857

00:03:22.279 --> 00:03:24.874 as we anticipate the post public health
NOTE Confidence: 0.819025337142857

00:03:24.874 --> 00:03:26.559 emergency virtual care coverage scenario.
NOTE Confidence: 0.819025337142857

00:03:26.560 --> 00:03:30.396 So we'll hear where we now anticipate
NOTE Confidence: 0.819025337142857

00:03:30.400 --> 00:03:31.648 outcomes and implications.
NOTE Confidence: 0.819025337142857

00:03:31.648 --> 00:03:35.172 Where do we want to go to pick up
NOTE Confidence: 0.819025337142857

00:03:35.172 --> 00:03:37.130 on on discussion from the earlier
NOTE Confidence: 0.819025337142857

00:03:37.130 --> 00:03:39.739 panels if we had the opportunity to
NOTE Confidence: 0.819025337142857

00:03:39.739 --> 00:03:42.277 draft an ideal payment and coverage.
NOTE Confidence: 0.819025337142857

00:03:42.280 --> 00:03:43.640 Parity plan for hybrid virtual
NOTE Confidence: 0.819025337142857

00:03:43.640 --> 00:03:45.000 care and in person care,
NOTE Confidence: 0.819025337142857

00:03:45.000 --> 00:03:46.547 what would it look like and I'll
NOTE Confidence: 0.819025337142857

00:03:46.547 --> 00:03:48.513 seek all of our panelists inputs and
NOTE Confidence: 0.819025337142857

00:03:48.513 --> 00:03:50.073 their thoughts and and ultimately

NOTE Confidence: 0.819025337142857
00:03:50.073 --> 00:03:51.239 how do we get there?
NOTE Confidence: 0.819025337142857
00:03:51.240 --> 00:03:53.832 What role is there for developing
NOTE Confidence: 0.819025337142857
00:03:53.832 --> 00:03:55.920 or solidifying an evidence base
NOTE Confidence: 0.819025337142857
00:03:55.920 --> 00:03:57.660 to convince patients,
NOTE Confidence: 0.819025337142857
00:03:57.660 --> 00:04:00.040 clinicians and payers that there
NOTE Confidence: 0.819025337142857
00:04:00.040 --> 00:04:01.960 should be payment and coverage parity.
NOTE Confidence: 0.819025337142857
00:04:01.960 --> 00:04:04.128 So those are objectives.
NOTE Confidence: 0.819025337142857
00:04:04.128 --> 00:04:07.520 I will turn the presentation over to
NOTE Confidence: 0.819025337142857
00:04:07.520 --> 00:04:10.160 my colleague Sarah Meyer to begin.
NOTE Confidence: 0.819025337142857
00:04:10.160 --> 00:04:12.728 You're going to hear from each of us
NOTE Confidence: 0.819025337142857
00:04:12.728 --> 00:04:15.150 for three to 5 minutes and there will
NOTE Confidence: 0.819025337142857
00:04:15.150 --> 00:04:17.920 be room for some dialogue at the conclusion.
NOTE Confidence: 0.819025337142857
00:04:17.920 --> 00:04:18.528 Go ahead,
NOTE Confidence: 0.819025337142857
00:04:18.528 --> 00:04:18.832 Sarah.
NOTE Confidence: 0.819025337142857
00:04:18.832 --> 00:04:19.440 Thank you.
NOTE Confidence: 0.938705282307693

00:04:20.320 --> 00:04:22.228 Great. Thank you. Thank you so
NOTE Confidence: 0.938705282307693

00:04:22.228 --> 00:04:24.378 much for setting the stage for us.
NOTE Confidence: 0.938705282307693

00:04:24.380 --> 00:04:26.180 So I am going to start out at a high
NOTE Confidence: 0.938705282307693

00:04:26.235 --> 00:04:27.845 level by giving an overview on where
NOTE Confidence: 0.938705282307693

00:04:27.845 --> 00:04:30.042 we are in terms of the public health
NOTE Confidence: 0.938705282307693

00:04:30.042 --> 00:04:32.116 emergency timeline and and what we can
NOTE Confidence: 0.938705282307693

00:04:32.116 --> 00:04:33.964 expect actually in the upcoming week
NOTE Confidence: 0.938705282307693

00:04:33.964 --> 00:04:36.180 and then moving forward from there.
NOTE Confidence: 0.938705282307693

00:04:36.180 --> 00:04:38.670 So the most immediate key decisions
NOTE Confidence: 0.938705282307693

00:04:38.670 --> 00:04:41.068 points are the the most recent
NOTE Confidence: 0.938705282307693

00:04:41.068 --> 00:04:43.890 renewal of the PHE was October 13th.
NOTE Confidence: 0.938705282307693

00:04:43.890 --> 00:04:46.162 At the end of this week we are
NOTE Confidence: 0.938705282307693

00:04:46.162 --> 00:04:48.685 going to reach the yet again the
NOTE Confidence: 0.938705282307693

00:04:48.685 --> 00:04:50.249 60 day notice deadline,
NOTE Confidence: 0.938705282307693

00:04:50.250 --> 00:04:53.729 which is really key because the Biden
NOTE Confidence: 0.938705282307693

00:04:53.729 --> 00:04:56.328 administration has really been crystal

NOTE Confidence: 0.938705282307693

00:04:56.328 --> 00:04:59.406 clear about indicating that they will

NOTE Confidence: 0.938705282307693

00:04:59.406 --> 00:05:02.541 provide notice of a 60 day wind down if.

NOTE Confidence: 0.938705282307693

00:05:02.541 --> 00:05:04.767 And when, well obviously when the

NOTE Confidence: 0.938705282307693

00:05:04.767 --> 00:05:06.960 the public health emergency ends,

NOTE Confidence: 0.938705282307693

00:05:06.960 --> 00:05:09.039 so that comes at the end of the week.

NOTE Confidence: 0.938705282307693

00:05:09.040 --> 00:05:11.672 So we are already here at Mayo Clinic

NOTE Confidence: 0.938705282307693

00:05:11.672 --> 00:05:13.983 watching and waiting to see if we're

NOTE Confidence: 0.938705282307693

00:05:13.983 --> 00:05:16.359 going to receive that 60 day notice.

NOTE Confidence: 0.938705282307693

00:05:16.360 --> 00:05:19.160 If that 60 day notice does come

NOTE Confidence: 0.938705282307693

00:05:19.160 --> 00:05:21.768 through then the PHE will end in

NOTE Confidence: 0.938705282307693

00:05:21.768 --> 00:05:24.141 early mid January and if not, if,

NOTE Confidence: 0.938705282307693

00:05:24.141 --> 00:05:26.229 if it, if it does not come through

NOTE Confidence: 0.938705282307693

00:05:26.229 --> 00:05:28.008 then the expectation is that.

NOTE Confidence: 0.938705282307693

00:05:28.010 --> 00:05:30.607 Once again moving into early mid January,

NOTE Confidence: 0.938705282307693

00:05:30.610 --> 00:05:32.290 we would see another renewal

NOTE Confidence: 0.938705282307693

00:05:32.290 --> 00:05:33.970 at a 90 day increment.
NOTE Confidence: 0.938705282307693

00:05:33.970 --> 00:05:36.370 That's the time frame that's always
NOTE Confidence: 0.938705282307693

00:05:36.370 --> 00:05:39.210 required of the public health emergency.
NOTE Confidence: 0.938705282307693

00:05:39.210 --> 00:05:39.848 From January,
NOTE Confidence: 0.938705282307693

00:05:39.848 --> 00:05:42.081 the next renewal is April and then
NOTE Confidence: 0.938705282307693

00:05:42.081 --> 00:05:44.329 from there the next renewal is July.
NOTE Confidence: 0.938705282307693

00:05:44.330 --> 00:05:47.579 This of course is really a key feature of
NOTE Confidence: 0.938705282307693

00:05:47.579 --> 00:05:49.858 everything that we're talking about today
NOTE Confidence: 0.938705282307693

00:05:49.858 --> 00:05:52.750 because so many of the flexibilities.
NOTE Confidence: 0.938705282307693

00:05:52.750 --> 00:05:54.829 In terms of who can provide telehealth,
NOTE Confidence: 0.938705282307693

00:05:54.830 --> 00:05:56.750 where telehealth can be provided
NOTE Confidence: 0.938705282307693

00:05:56.750 --> 00:05:59.032 and how it's reimbursed are are
NOTE Confidence: 0.938705282307693

00:05:59.032 --> 00:06:00.790 mapped to the PHE right now.
NOTE Confidence: 0.938705282307693

00:06:00.790 --> 00:06:02.755 A really interesting side note
NOTE Confidence: 0.938705282307693

00:06:02.755 --> 00:06:05.860 related to all of this is the CBO
NOTE Confidence: 0.938705282307693

00:06:05.860 --> 00:06:07.984 right now in terms of projecting

NOTE Confidence: 0.938705282307693
00:06:07.990 --> 00:06:10.090 legislative costs around telehealth
NOTE Confidence: 0.938705282307693
00:06:10.090 --> 00:06:12.990 and everything else right now are
NOTE Confidence: 0.938705282307693
00:06:12.990 --> 00:06:15.710 using a July 2023 termination
NOTE Confidence: 0.938705282307693
00:06:15.710 --> 00:06:18.510 date in developing projections.
NOTE Confidence: 0.938705282307693
00:06:18.510 --> 00:06:20.799 Next slide please.
NOTE Confidence: 0.938705282307693
00:06:20.800 --> 00:06:23.103 Just a quick highlight of of key
NOTE Confidence: 0.938705282307693
00:06:23.103 --> 00:06:24.090 flexibilities requiring action
NOTE Confidence: 0.938705282307693
00:06:24.152 --> 00:06:25.880 and where the action is required.
NOTE Confidence: 0.938705282307693
00:06:25.880 --> 00:06:28.436 Some issues have to be handled on the Hill.
NOTE Confidence: 0.938705282307693
00:06:28.440 --> 00:06:30.284 Geographic and originating site
NOTE Confidence: 0.938705282307693
00:06:30.284 --> 00:06:32.589 requirements and eligible provider types
NOTE Confidence: 0.938705282307693
00:06:32.589 --> 00:06:35.031 are are all items that even no matter
NOTE Confidence: 0.938705282307693
00:06:35.031 --> 00:06:37.796 how much we go to CMS and ask for a change,
NOTE Confidence: 0.938705282307693
00:06:37.800 --> 00:06:40.124 CMS can't make the change unless the
NOTE Confidence: 0.938705282307693
00:06:40.124 --> 00:06:42.330 Hill provides CMS with the capability
NOTE Confidence: 0.938705282307693

00:06:42.330 --> 00:06:44.622 and authority to make those changes.
NOTE Confidence: 0.938705282307693

00:06:44.630 --> 00:06:46.974 Other key flexibilities requiring
NOTE Confidence: 0.938705282307693

00:06:46.974 --> 00:06:49.608 regulatory action are highlighted below.
NOTE Confidence: 0.938705282307693

00:06:49.608 --> 00:06:52.038 So specifically related to reimbursement
NOTE Confidence: 0.938705282307693

00:06:52.038 --> 00:06:54.614 for services provided with audio only
NOTE Confidence: 0.938705282307693

00:06:54.614 --> 00:06:57.092 technology and the the, the rates
NOTE Confidence: 0.938705282307693

00:06:57.092 --> 00:07:00.389 in general are really linked to CMS.
NOTE Confidence: 0.938705282307693

00:07:00.390 --> 00:07:01.068 Next slide please.
NOTE Confidence: 0.946379147826087

00:07:03.570 --> 00:07:05.622 Additional key point here in terms
NOTE Confidence: 0.946379147826087

00:07:05.622 --> 00:07:07.636 of the telehealth landscape on the
NOTE Confidence: 0.946379147826087

00:07:07.636 --> 00:07:09.388 hill and really what has already
NOTE Confidence: 0.946379147826087

00:07:09.388 --> 00:07:10.810 happened over the past year,
NOTE Confidence: 0.946379147826087

00:07:10.810 --> 00:07:13.218 what has happened up until now and
NOTE Confidence: 0.946379147826087

00:07:13.218 --> 00:07:15.969 what we can expect moving forward.
NOTE Confidence: 0.946379147826087

00:07:15.970 --> 00:07:20.914 So there in 2021 there were over 65
NOTE Confidence: 0.946379147826087

00:07:20.914 --> 00:07:24.648 bills introduced related to extending

NOTE Confidence: 0.946379147826087

00:07:24.650 --> 00:07:27.794 at various increments and in various

NOTE Confidence: 0.946379147826087

00:07:27.794 --> 00:07:29.366 spaces telehealth flexibilities.

NOTE Confidence: 0.946379147826087

00:07:29.370 --> 00:07:31.410 So this has been an issue that has

NOTE Confidence: 0.946379147826087

00:07:31.410 --> 00:07:33.017 received a significant amount of

NOTE Confidence: 0.946379147826087

00:07:33.017 --> 00:07:35.439 attention on the Hill and a significant

NOTE Confidence: 0.946379147826087

00:07:35.496 --> 00:07:37.842 amount of engagement around not just

NOTE Confidence: 0.946379147826087

00:07:37.842 --> 00:07:39.744 stakeholders but but legislators in

NOTE Confidence: 0.946379147826087

00:07:39.744 --> 00:07:42.082 terms of taking up the issue and

NOTE Confidence: 0.946379147826087

00:07:42.082 --> 00:07:44.636 recognizing its significance in 2022,

NOTE Confidence: 0.946379147826087

00:07:44.636 --> 00:07:46.688 in September, by September,

NOTE Confidence: 0.946379147826087

00:07:46.690 --> 00:07:49.462 we had 45 / 45 bills introduced

NOTE Confidence: 0.946379147826087

00:07:49.462 --> 00:07:51.410 and then moving to July,

NOTE Confidence: 0.946379147826087

00:07:51.410 --> 00:07:53.846 many of us are probably aware that

NOTE Confidence: 0.946379147826087

00:07:53.850 --> 00:07:56.490 HR4040 passed the House with very,

NOTE Confidence: 0.946379147826087

00:07:56.490 --> 00:07:58.586 very extensive bipartisan support.

NOTE Confidence: 0.946379147826087

00:07:58.586 --> 00:08:01.206 This includes A2 year extension
NOTE Confidence: 0.946379147826087

00:08:01.206 --> 00:08:03.282 through the end of 2024 covers
NOTE Confidence: 0.946379147826087

00:08:03.282 --> 00:08:05.984 many of the key issues that we've
NOTE Confidence: 0.946379147826087

00:08:05.984 --> 00:08:08.068 been speaking about today.
NOTE Confidence: 0.946379147826087

00:08:08.070 --> 00:08:11.022 This was never taken up in the Senate
NOTE Confidence: 0.946379147826087

00:08:11.022 --> 00:08:13.054 largely because there was not the
NOTE Confidence: 0.946379147826087

00:08:13.054 --> 00:08:15.590 the timing and kind of the political
NOTE Confidence: 0.946379147826087

00:08:15.590 --> 00:08:18.227 moment in time to to take up the issue.
NOTE Confidence: 0.946379147826087

00:08:18.230 --> 00:08:20.708 Next slide please.
NOTE Confidence: 0.946379147826087

00:08:20.710 --> 00:08:22.614 And then of course this maps to where
NOTE Confidence: 0.946379147826087

00:08:22.614 --> 00:08:24.957 are we today on the hill which is an
NOTE Confidence: 0.946379147826087

00:08:24.957 --> 00:08:26.571 interesting day to ask that question
NOTE Confidence: 0.946379147826087

00:08:26.571 --> 00:08:28.384 and what does that mean for us
NOTE Confidence: 0.946379147826087

00:08:28.390 --> 00:08:30.910 tomorrow and then the day is moving forward.
NOTE Confidence: 0.946379147826087

00:08:30.910 --> 00:08:33.710 So today obviously is midterm Election Day.
NOTE Confidence: 0.946379147826087

00:08:33.710 --> 00:08:35.374 There's really significant potential

NOTE Confidence: 0.946379147826087
00:08:35.374 --> 00:08:37.870 for impact on on the outcome
NOTE Confidence: 0.946379147826087
00:08:37.938 --> 00:08:39.996 from today in terms of what what
NOTE Confidence: 0.946379147826087
00:08:39.996 --> 00:08:41.909 we see happen moving forward.
NOTE Confidence: 0.946379147826087
00:08:41.910 --> 00:08:44.154 So key issue with telehealth is
NOTE Confidence: 0.946379147826087
00:08:44.154 --> 00:08:47.034 there is a very significant expense
NOTE Confidence: 0.946379147826087
00:08:47.034 --> 00:08:50.279 attached to extending telehealth for.
NOTE Confidence: 0.946379147826087
00:08:50.280 --> 00:08:51.912 One year, two years,
NOTE Confidence: 0.946379147826087
00:08:51.912 --> 00:08:53.952 any any increment of time,
NOTE Confidence: 0.946379147826087
00:08:53.960 --> 00:08:56.624 the CBO really costs it as
NOTE Confidence: 0.946379147826087
00:08:56.624 --> 00:08:58.400 a significant cost impact.
NOTE Confidence: 0.946379147826087
00:08:58.400 --> 00:09:00.728 So if we see Republicans take
NOTE Confidence: 0.946379147826087
00:09:00.728 --> 00:09:03.239 the House and maybe the Senate,
NOTE Confidence: 0.946379147826087
00:09:03.240 --> 00:09:05.935 we would see from from that space
NOTE Confidence: 0.946379147826087
00:09:05.935 --> 00:09:08.191 of a really potentially significant
NOTE Confidence: 0.946379147826087
00:09:08.191 --> 00:09:12.231 push to to push anything that has a
NOTE Confidence: 0.946379147826087

00:09:12.320 --> 00:09:15.224 cost to 2023 when we actually see the
NOTE Confidence: 0.946379147826087

00:09:15.224 --> 00:09:18.119 outcome of the elections today take effect.
NOTE Confidence: 0.946379147826087

00:09:18.120 --> 00:09:20.094 The flip side is that if we
NOTE Confidence: 0.946379147826087

00:09:20.094 --> 00:09:22.034 see an end of the the PHE,
NOTE Confidence: 0.946379147826087

00:09:22.034 --> 00:09:23.952 if we receive that notice this week
NOTE Confidence: 0.946379147826087

00:09:23.952 --> 00:09:25.640 and know that these flexibilities
NOTE Confidence: 0.946379147826087

00:09:25.640 --> 00:09:27.080 are going to expire,
NOTE Confidence: 0.946379147826087

00:09:27.080 --> 00:09:28.890 There's going to be significant
NOTE Confidence: 0.946379147826087

00:09:28.890 --> 00:09:31.076 pressure across Congress to take on
NOTE Confidence: 0.946379147826087

00:09:31.076 --> 00:09:32.942 the issue in terms of identifying
NOTE Confidence: 0.946379147826087

00:09:32.942 --> 00:09:34.857 whether there will be a Hill
NOTE Confidence: 0.946379147826087

00:09:34.857 --> 00:09:36.693 solution to some type of shortterm
NOTE Confidence: 0.946379147826087

00:09:36.693 --> 00:09:37.885 extension of the flexibility,
NOTE Confidence: 0.946379147826087

00:09:37.885 --> 00:09:39.360 whether it's for a year,
NOTE Confidence: 0.946379147826087

00:09:39.360 --> 00:09:42.090 two years or or something else.
NOTE Confidence: 0.946379147826087

00:09:42.090 --> 00:09:44.064 I will also note that the other

NOTE Confidence: 0.946379147826087

00:09:44.064 --> 00:09:46.026 key priority on the on the Hill

NOTE Confidence: 0.946379147826087

00:09:46.026 --> 00:09:48.048 that that is widely known is the

NOTE Confidence: 0.946379147826087

00:09:48.048 --> 00:09:49.938 federal government is funded through

NOTE Confidence: 0.946379147826087

00:09:49.938 --> 00:09:51.872 December 16th with the continuing

NOTE Confidence: 0.946379147826087

00:09:51.872 --> 00:09:54.404 resolution at which point it expires.

NOTE Confidence: 0.946379147826087

00:09:54.410 --> 00:09:56.496 So there's going to be a significant

NOTE Confidence: 0.946379147826087

00:09:56.496 --> 00:09:58.785 need either to pass another CR or

NOTE Confidence: 0.946379147826087

00:09:58.785 --> 00:10:00.706 omnibus package and that along with

NOTE Confidence: 0.946379147826087

00:10:00.706 --> 00:10:02.590 that will come an opportunity for

NOTE Confidence: 0.946379147826087

00:10:02.659 --> 00:10:04.654 telehealth to be taken up whether it

NOTE Confidence: 0.946379147826087

00:10:04.654 --> 00:10:06.728 is or isn't obviously not something

NOTE Confidence: 0.946379147826087

00:10:06.728 --> 00:10:08.658 I can really fully forecast.

NOTE Confidence: 0.946379147826087

00:10:08.660 --> 00:10:09.506 But we do,

NOTE Confidence: 0.946379147826087

00:10:09.506 --> 00:10:11.480 we will have a large number of

NOTE Confidence: 0.9381152375

00:10:11.554 --> 00:10:13.894 other health policy initiatives in

NOTE Confidence: 0.9381152375

00:10:13.894 --> 00:10:16.756 terms of reimbursement related to the
NOTE Confidence: 0.9381152375

00:10:16.756 --> 00:10:19.470 physician fee schedule and various
NOTE Confidence: 0.9381152375

00:10:19.470 --> 00:10:22.210 other hospital extender programs
NOTE Confidence: 0.9381152375

00:10:22.210 --> 00:10:25.386 that are likely to be taken up in
NOTE Confidence: 0.9381152375

00:10:25.386 --> 00:10:27.440 during the lame duck session, so.
NOTE Confidence: 0.9381152375

00:10:27.440 --> 00:10:30.380 We will see some type of health
NOTE Confidence: 0.9381152375

00:10:30.380 --> 00:10:32.919 policy activity coming in the next
NOTE Confidence: 0.9381152375

00:10:32.919 --> 00:10:35.478 couple of months and we will all be
NOTE Confidence: 0.9381152375

00:10:35.478 --> 00:10:37.182 looking to see what the outcome of
NOTE Confidence: 0.9381152375

00:10:37.182 --> 00:10:38.736 today is and and what the outcome
NOTE Confidence: 0.9381152375

00:10:38.736 --> 00:10:40.641 of the end of this week is in terms
NOTE Confidence: 0.9381152375

00:10:40.641 --> 00:10:42.645 of the PHE to have a better line
NOTE Confidence: 0.9381152375

00:10:42.645 --> 00:10:44.727 of sight into to what's to come
NOTE Confidence: 0.9381152375

00:10:44.727 --> 00:10:46.170 in the upcoming weeks. Thank
NOTE Confidence: 0.9391354444444444

00:10:46.170 --> 00:10:48.781 you so much for the comprehensive review
NOTE Confidence: 0.9391354444444444

00:10:48.781 --> 00:10:52.128 on the on the capital, Dr. Triconda next.

NOTE Confidence: 0.938576366666667

00:10:53.130 --> 00:10:56.080 Thank you, Bart and thank you, Lee.

NOTE Confidence: 0.938576366666667

00:10:56.080 --> 00:10:57.736 You know, the subject of telehealth

NOTE Confidence: 0.938576366666667

00:10:57.736 --> 00:10:59.080 parity is obviously not new.

NOTE Confidence: 0.938576366666667

00:10:59.080 --> 00:11:00.864 And in the wake of the COVID-19

NOTE Confidence: 0.938576366666667

00:11:00.864 --> 00:11:02.720 pandemic telehealth use surge

NOTE Confidence: 0.938576366666667

00:11:02.720 --> 00:11:05.040 because of Medicare and private

NOTE Confidence: 0.938576366666667

00:11:05.106 --> 00:11:07.358 pairs easing payment restrictions,

NOTE Confidence: 0.938576366666667

00:11:07.360 --> 00:11:09.140 although currently there's bipartisan

NOTE Confidence: 0.938576366666667

00:11:09.140 --> 00:11:11.810 support from lawmakers for the continued

NOTE Confidence: 0.938576366666667

00:11:11.870 --> 00:11:13.899 use of telehealth following the pandemic,

NOTE Confidence: 0.938576366666667

00:11:13.899 --> 00:11:16.017 there's a lot of debate about

NOTE Confidence: 0.938576366666667

00:11:16.017 --> 00:11:17.718 implementation issues that still remain.

NOTE Confidence: 0.938576366666667

00:11:17.720 --> 00:11:19.932 And one of these is should telehealth

NOTE Confidence: 0.938576366666667

00:11:19.932 --> 00:11:21.881 continue to be reimbursed at the

NOTE Confidence: 0.938576366666667

00:11:21.881 --> 00:11:23.747 same rate as in person care.

NOTE Confidence: 0.938576366666667

00:11:23.750 --> 00:11:25.430 You know the issue of telehealth
NOTE Confidence: 0.938576366666667

00:11:25.430 --> 00:11:27.670 gained a lot of attention when CMS
NOTE Confidence: 0.938576366666667

00:11:27.670 --> 00:11:29.788 used its waiver authority to establish
NOTE Confidence: 0.938576366666667

00:11:29.788 --> 00:11:32.030 payment parity for in person video,
NOTE Confidence: 0.938576366666667

00:11:32.030 --> 00:11:34.646 in person video and audio only
NOTE Confidence: 0.938576366666667

00:11:34.646 --> 00:11:37.110 telehealth during the COVID-19 pandemic.
NOTE Confidence: 0.938576366666667

00:11:37.110 --> 00:11:40.390 Most commercial insurers follow suit.
NOTE Confidence: 0.938576366666667

00:11:40.390 --> 00:11:41.944 And if you look at this map,
NOTE Confidence: 0.938576366666667

00:11:41.950 --> 00:11:44.449 on your left are the states with
NOTE Confidence: 0.938576366666667

00:11:44.449 --> 00:11:46.668 payment parity laws prior to the
NOTE Confidence: 0.938576366666667

00:11:46.668 --> 00:11:48.990 pandemic States and Gray had no
NOTE Confidence: 0.938576366666667

00:11:48.990 --> 00:11:50.558 laws regarding payment parity.
NOTE Confidence: 0.938576366666667

00:11:50.560 --> 00:11:52.655 The states in purple supported
NOTE Confidence: 0.938576366666667

00:11:52.655 --> 00:11:54.331 payment parity within Medicaid
NOTE Confidence: 0.938576366666667

00:11:54.331 --> 00:11:56.558 and the states in blue or teal,
NOTE Confidence: 0.938576366666667

00:11:56.560 --> 00:11:58.672 however that looks on your screen

NOTE Confidence: 0.938576366666667
00:11:58.672 --> 00:12:00.879 had parity laws for all payers.
NOTE Confidence: 0.938576366666667
00:12:00.880 --> 00:12:02.680 On the right are the states
NOTE Confidence: 0.938576366666667
00:12:02.680 --> 00:12:03.880 with payment parity laws.
NOTE Confidence: 0.938576366666667
00:12:03.880 --> 00:12:04.588 During COVID,
NOTE Confidence: 0.938576366666667
00:12:04.588 --> 00:12:07.066 the number of states with payment parity
NOTE Confidence: 0.938576366666667
00:12:07.066 --> 00:12:09.555 for all payers increased from 9 to 21.
NOTE Confidence: 0.938576366666667
00:12:09.560 --> 00:12:12.065 During the pandemic, Medicaid payment
NOTE Confidence: 0.938576366666667
00:12:12.065 --> 00:12:15.440 parity increased from 5 to 14 states.
NOTE Confidence: 0.938576366666667
00:12:15.440 --> 00:12:18.239 Next slide please.
NOTE Confidence: 0.938576366666667
00:12:18.240 --> 00:12:21.184 This is the current map of payment parity
NOTE Confidence: 0.938576366666667
00:12:21.184 --> 00:12:24.476 of states with laws requiring insurers to
NOTE Confidence: 0.938576366666667
00:12:24.476 --> 00:12:27.493 implement payment parity as of August 2022.
NOTE Confidence: 0.938576366666667
00:12:27.493 --> 00:12:29.635 Now, this is a changing map.
NOTE Confidence: 0.938576366666667
00:12:29.635 --> 00:12:32.960 As you see, the dark blue states
NOTE Confidence: 0.938576366666667
00:12:32.960 --> 00:12:35.320 have implemented payment parity.
NOTE Confidence: 0.938576366666667

00:12:35.320 --> 00:12:37.740 The light blue states have
NOTE Confidence: 0.938576366666667

00:12:37.740 --> 00:12:39.676 caveats regarding payment parity.
NOTE Confidence: 0.938576366666667

00:12:39.680 --> 00:12:40.792 For example,
NOTE Confidence: 0.938576366666667

00:12:40.792 --> 00:12:43.016 Massachusetts restricts payment parity
NOTE Confidence: 0.938576366666667

00:12:43.016 --> 00:12:45.670 for mental health services only.
NOTE Confidence: 0.938576366666667

00:12:45.670 --> 00:12:47.378 Nebraska established payment parity
NOTE Confidence: 0.938576366666667

00:12:47.378 --> 00:12:49.940 for a certain mental health conditions
NOTE Confidence: 0.938576366666667

00:12:50.003 --> 00:12:51.908 and substance use disorders only.
NOTE Confidence: 0.938576366666667

00:12:51.910 --> 00:12:53.310 On the other hand,
NOTE Confidence: 0.938576366666667

00:12:53.310 --> 00:12:54.710 West Virginia implemented payment
NOTE Confidence: 0.938576366666667

00:12:54.710 --> 00:12:56.655 parity for established patients and
NOTE Confidence: 0.938576366666667

00:12:56.655 --> 00:12:59.025 patients in acute care facilities only.
NOTE Confidence: 0.938576366666667

00:12:59.030 --> 00:13:00.755 It's really unclear whether payment
NOTE Confidence: 0.938576366666667

00:13:00.755 --> 00:13:03.164 parity will continue and for what kinds
NOTE Confidence: 0.938576366666667

00:13:03.164 --> 00:13:05.024 of telehealth visits after the PHE.
NOTE Confidence: 0.938576366666667

00:13:05.030 --> 00:13:06.746 In fact, CMS has already indicated

NOTE Confidence: 0.938576366666667
00:13:06.746 --> 00:13:08.549 that Medicare will not cover audio,
NOTE Confidence: 0.938576366666667
00:13:08.550 --> 00:13:10.750 only telehealth for evaluation and
NOTE Confidence: 0.938576366666667
00:13:10.750 --> 00:13:13.290 management of visits after the PHE.
NOTE Confidence: 0.938576366666667
00:13:13.290 --> 00:13:15.558 And may decide to pay for tell
NOTE Confidence: 0.938576366666667
00:13:15.558 --> 00:13:17.609 of bills at a lower rate.
NOTE Confidence: 0.938576366666667
00:13:17.610 --> 00:13:20.529 Next slide, please.
NOTE Confidence: 0.938576366666667
00:13:20.530 --> 00:13:23.170 This is states with laws requiring
NOTE Confidence: 0.938576366666667
00:13:23.170 --> 00:13:25.827 coverage parity as of August 2022.
NOTE Confidence: 0.938576366666667
00:13:25.827 --> 00:13:27.849 Now coverage parity is less confusing.
NOTE Confidence: 0.938576366666667
00:13:27.850 --> 00:13:30.585 You can see by this map all but eight
NOTE Confidence: 0.938576366666667
00:13:30.585 --> 00:13:32.210 states have coverage parity laws.
NOTE Confidence: 0.938576366666667
00:13:32.210 --> 00:13:35.114 Only the ones in Gray have
NOTE Confidence: 0.938576366666667
00:13:35.114 --> 00:13:37.050 no coverage parity laws.
NOTE Confidence: 0.938576366666667
00:13:37.050 --> 00:13:37.890 We'll go to the next slide,
NOTE Confidence: 0.938576366666667
00:13:37.890 --> 00:13:40.010 please.
NOTE Confidence: 0.938576366666667

00:13:40.010 --> 00:13:42.042 So this is a map of states with
NOTE Confidence: 0.938576366666667

00:13:42.042 --> 00:13:43.490 permanent Interstate telemedicine laws.
NOTE Confidence: 0.938576366666667

00:13:43.490 --> 00:13:45.614 And I'm sorry there's a little
NOTE Confidence: 0.938576366666667

00:13:45.614 --> 00:13:47.010 bit all the color coding here,
NOTE Confidence: 0.938576366666667

00:13:47.010 --> 00:13:48.718 but I'll try to go through that
NOTE Confidence: 0.938576366666667

00:13:48.718 --> 00:13:49.450 pretty quickly here.
NOTE Confidence: 0.938576366666667

00:13:49.450 --> 00:13:51.262 Prior to the pandemic,
NOTE Confidence: 0.938576366666667

00:13:51.262 --> 00:13:53.527 telehealth use was largely limited,
NOTE Confidence: 0.938576366666667

00:13:53.530 --> 00:13:54.288 excuse me,
NOTE Confidence: 0.938576366666667

00:13:54.288 --> 00:13:56.183 and restrained by the ambiguous
NOTE Confidence: 0.938576366666667

00:13:56.183 --> 00:13:57.982 and often changing regulations
NOTE Confidence: 0.938576366666667

00:13:57.982 --> 00:14:00.370 regarding reimbursement and license,
NOTE Confidence: 0.938576366666667

00:14:00.370 --> 00:14:02.366 especially across state lines.
NOTE Confidence: 0.938576366666667

00:14:02.366 --> 00:14:04.362 State and federal legislation
NOTE Confidence: 0.938576366666667

00:14:04.362 --> 00:14:07.378 in the use of telehealth laws
NOTE Confidence: 0.938576366666667

00:14:07.378 --> 00:14:09.314 served as really Hendrason's.

NOTE Confidence: 0.951754628571429
00:14:09.320 --> 00:14:12.316 To fully realize the benefits of telehealth,
NOTE Confidence: 0.951754628571429
00:14:12.320 --> 00:14:15.098 particularly those laws that presented A
NOTE Confidence: 0.951754628571429
00:14:15.098 --> 00:14:18.430 patchwork of accepted and non eligible costs
NOTE Confidence: 0.951754628571429
00:14:18.430 --> 00:14:21.238 and services and became very complicated.
NOTE Confidence: 0.951754628571429
00:14:21.240 --> 00:14:23.384 It's really excuse me.
NOTE Confidence: 0.951754628571429
00:14:23.384 --> 00:14:26.064 Providers can deliver telehealth services
NOTE Confidence: 0.951754628571429
00:14:26.064 --> 00:14:28.992 across state lines depending on the rules
NOTE Confidence: 0.951754628571429
00:14:28.992 --> 00:14:32.200 set by the state and federal policies.
NOTE Confidence: 0.951754628571429
00:14:32.200 --> 00:14:37.335 As of September 2022 / 50% of the states had
NOTE Confidence: 0.951754628571429
00:14:37.335 --> 00:14:39.950 no permanent Interstate telemedicine laws.
NOTE Confidence: 0.951754628571429
00:14:39.950 --> 00:14:43.100 10 states. Those that are seen in
NOTE Confidence: 0.951754628571429
00:14:43.100 --> 00:14:45.026 light looks yellow on my screen but
NOTE Confidence: 0.951754628571429
00:14:45.026 --> 00:14:46.829 it was supposed to be light green.
NOTE Confidence: 0.951754628571429
00:14:46.830 --> 00:14:48.750 Have established A telemedicine
NOTE Confidence: 0.951754628571429
00:14:48.750 --> 00:14:51.150 license or a special permit.
NOTE Confidence: 0.951754628571429

00:14:51.150 --> 00:14:53.210 Seven states that are indicating
NOTE Confidence: 0.951754628571429

00:14:53.210 --> 00:14:55.470 orange here require some sort of
NOTE Confidence: 0.951754628571429

00:14:55.470 --> 00:14:58.030 registration process for telemedicine or
NOTE Confidence: 0.951754628571429

00:14:58.030 --> 00:15:00.590 implemented A waiver for telemedicine.
NOTE Confidence: 0.951754628571429

00:15:00.590 --> 00:15:02.630 My own state of Florida has
NOTE Confidence: 0.951754628571429

00:15:02.630 --> 00:15:05.108 \$150.00 registration fee.
NOTE Confidence: 0.951754628571429

00:15:05.110 --> 00:15:08.630 Three states which are in dark blue here.
NOTE Confidence: 0.951754628571429

00:15:08.630 --> 00:15:11.530 Require licensure by endorsement
NOTE Confidence: 0.951754628571429

00:15:11.530 --> 00:15:13.705 or by reciprocity.
NOTE Confidence: 0.951754628571429

00:15:13.710 --> 00:15:15.936 The light blue states have either a
NOTE Confidence: 0.951754628571429

00:15:15.936 --> 00:15:18.270 pro bono policy or other way waivers.
NOTE Confidence: 0.951754628571429

00:15:18.270 --> 00:15:21.094 2 states which are in purple which is
NOTE Confidence: 0.951754628571429

00:15:21.094 --> 00:15:23.596 Washington and Maine in this situation
NOTE Confidence: 0.951754628571429

00:15:23.596 --> 00:15:27.826 allow for only consultative services.
NOTE Confidence: 0.951754628571429

00:15:27.830 --> 00:15:31.726 Next slide and I think this is a
NOTE Confidence: 0.951754628571429

00:15:31.726 --> 00:15:33.566 very important issue as we move

NOTE Confidence: 0.951754628571429
00:15:33.566 --> 00:15:34.914 looking at advancing telehealth
NOTE Confidence: 0.951754628571429
00:15:34.914 --> 00:15:36.940 is the issue of licensure.
NOTE Confidence: 0.951754628571429
00:15:36.940 --> 00:15:39.380 You know Interstate compacts can
NOTE Confidence: 0.951754628571429
00:15:39.380 --> 00:15:41.332 simplify cross state telehealth.
NOTE Confidence: 0.951754628571429
00:15:41.340 --> 00:15:44.420 For specialists in participating states,
NOTE Confidence: 0.951754628571429
00:15:44.420 --> 00:15:46.244 The Interstate Medical Licensure
NOTE Confidence: 0.951754628571429
00:15:46.244 --> 00:15:48.524 Compact provides an expedited pathway
NOTE Confidence: 0.951754628571429
00:15:48.524 --> 00:15:50.859 to licensure and compact states.
NOTE Confidence: 0.951754628571429
00:15:50.860 --> 00:15:53.350 It preserves the state's rights to
NOTE Confidence: 0.951754628571429
00:15:53.350 --> 00:15:56.026 licensure but eases the burden of
NOTE Confidence: 0.951754628571429
00:15:56.026 --> 00:15:58.376 the licensure process for providers.
NOTE Confidence: 0.951754628571429
00:15:58.380 --> 00:15:59.616 It does have some restrictions though.
NOTE Confidence: 0.951754628571429
00:15:59.620 --> 00:16:00.820 To be eligible,
NOTE Confidence: 0.951754628571429
00:16:00.820 --> 00:16:03.651 A physician must meet 9 criteria and
NOTE Confidence: 0.951754628571429
00:16:03.651 --> 00:16:05.806 the first requirement for physicians.
NOTE Confidence: 0.951754628571429

00:16:05.810 --> 00:16:07.994 To participate in the compact is that
NOTE Confidence: 0.951754628571429

00:16:07.994 --> 00:16:10.187 they hold a full and unrestricted
NOTE Confidence: 0.951754628571429

00:16:10.187 --> 00:16:12.563 medical license in a compact state
NOTE Confidence: 0.951754628571429

00:16:12.570 --> 00:16:15.118 that can be that can be designated
NOTE Confidence: 0.951754628571429

00:16:15.118 --> 00:16:17.848 as their State of Principal license.
NOTE Confidence: 0.951754628571429

00:16:17.850 --> 00:16:20.048 The remaining 8 requirements is number one,
NOTE Confidence: 0.951754628571429

00:16:20.050 --> 00:16:21.778 They have to have graduated from
NOTE Confidence: 0.951754628571429

00:16:21.778 --> 00:16:23.690 an accredited medical school or a
NOTE Confidence: 0.951754628571429

00:16:23.690 --> 00:16:25.590 school listed in the International
NOTE Confidence: 0.951754628571429

00:16:25.590 --> 00:16:26.730 Medical Education Directory.
NOTE Confidence: 0.951754628571429

00:16:26.730 --> 00:16:28.490 They must have successfully completed
NOTE Confidence: 0.951754628571429

00:16:28.490 --> 00:16:31.808 a A/C GME or a OA accredited graduate
NOTE Confidence: 0.951754628571429

00:16:31.810 --> 00:16:32.305 education.
NOTE Confidence: 0.951754628571429

00:16:32.305 --> 00:16:35.172 Past each component of the USMLA
NOTE Confidence: 0.951754628571429

00:16:35.172 --> 00:16:38.630 or the complex exam hold a current
NOTE Confidence: 0.951754628571429

00:16:38.630 --> 00:16:41.150 specialty certification or time

NOTE Confidence: 0.951754628571429
00:16:41.150 --> 00:16:43.040 unlimited certification recognized
NOTE Confidence: 0.951754628571429
00:16:43.127 --> 00:16:45.980 by a BMS or a OABOS board.
NOTE Confidence: 0.951754628571429
00:16:45.980 --> 00:16:46.606 In addition,
NOTE Confidence: 0.951754628571429
00:16:46.606 --> 00:16:48.171 those physicians should not have
NOTE Confidence: 0.951754628571429
00:16:48.171 --> 00:16:50.008 a history of disciplinary action
NOTE Confidence: 0.951754628571429
00:16:50.008 --> 00:16:51.696 toward the medical license,
NOTE Confidence: 0.951754628571429
00:16:51.700 --> 00:16:53.020 not have any criminal history,
NOTE Confidence: 0.951754628571429
00:16:53.020 --> 00:16:53.836 criminal history,
NOTE Confidence: 0.951754628571429
00:16:53.836 --> 00:16:56.692 not have a history of controlled substance,
NOTE Confidence: 0.951754628571429
00:16:56.700 --> 00:16:59.140 actions toward the medical license,
NOTE Confidence: 0.951754628571429
00:16:59.140 --> 00:17:02.960 not currently be under investigation.
NOTE Confidence: 0.951754628571429
00:17:02.960 --> 00:17:03.397 Fortunately,
NOTE Confidence: 0.951754628571429
00:17:03.397 --> 00:17:06.019 80% of US physicians will meet
NOTE Confidence: 0.951754628571429
00:17:06.019 --> 00:17:08.948 all of these nine criteria for
NOTE Confidence: 0.951754628571429
00:17:08.948 --> 00:17:11.000 license through the compact.
NOTE Confidence: 0.951754628571429

00:17:11.000 --> 00:17:13.205 If you look at the map on
NOTE Confidence: 0.951754628571429

00:17:13.205 --> 00:17:15.160 your left which is the 2015,
NOTE Confidence: 0.951754628571429

00:17:15.160 --> 00:17:17.132 the Interstate Medical license
NOTE Confidence: 0.951754628571429

00:17:17.132 --> 00:17:19.597 compact had 15 participating states.
NOTE Confidence: 0.951754628571429

00:17:19.600 --> 00:17:22.760 Fast forward to August 2022 of this year,
NOTE Confidence: 0.951754628571429

00:17:22.760 --> 00:17:25.476 we have 37 states plus the District
NOTE Confidence: 0.951754628571429

00:17:25.476 --> 00:17:28.540 of Columbia and the territory of Guam
NOTE Confidence: 0.951754628571429

00:17:28.540 --> 00:17:31.276 that are participating in the compact.
NOTE Confidence: 0.951754628571429

00:17:31.280 --> 00:17:32.504 This really.
NOTE Confidence: 0.951754628571429

00:17:32.504 --> 00:17:34.952 Expedites the care across
NOTE Confidence: 0.951754628571429

00:17:34.952 --> 00:17:36.176 Interstate practice.
NOTE Confidence: 0.951754628571429

00:17:36.180 --> 00:17:36.802 And again,
NOTE Confidence: 0.951754628571429

00:17:36.802 --> 00:17:38.979 I I want to emphasize it does
NOTE Confidence: 0.951754628571429

00:17:38.979 --> 00:17:41.139 preserve the state's rights licensure
NOTE Confidence: 0.951754628571429

00:17:41.140 --> 00:17:43.222 and that's always been the hard
NOTE Confidence: 0.951754628571429

00:17:43.222 --> 00:17:44.610 part of a national

NOTE Confidence: 0.948944718181818
00:17:44.682 --> 00:17:46.318 licensure when the states
NOTE Confidence: 0.948944718181818
00:17:46.318 --> 00:17:47.954 want to preserve their
NOTE Confidence: 0.948944718181818
00:17:47.954 --> 00:17:50.100 ability to control licensing.
NOTE Confidence: 0.948944718181818
00:17:50.100 --> 00:17:51.740 Bart, I, that's my presentation.
NOTE Confidence: 0.948944718181818
00:17:51.740 --> 00:17:52.484 Thank you so much.
NOTE Confidence: 0.948944718181818
00:17:52.484 --> 00:17:53.414 I hope that was helpful.
NOTE Confidence: 0.93824092
00:17:54.460 --> 00:17:55.940 Thank you so much. Let's
NOTE Confidence: 0.93824092
00:17:55.940 --> 00:17:57.500 transition to Ryan Williams.
NOTE Confidence: 0.941371755555556
00:17:59.220 --> 00:18:00.440 Things far, I'll make my
NOTE Confidence: 0.941371755555556
00:18:00.440 --> 00:18:01.416 comments a little bit
NOTE Confidence: 0.941128678260869
00:18:03.740 --> 00:18:05.364 contained because I want to make sure
NOTE Confidence: 0.941128678260869
00:18:05.364 --> 00:18:07.503 that we have enough time to get to the
NOTE Confidence: 0.941128678260869
00:18:07.503 --> 00:18:09.179 landscape beyond and not just the recap,
NOTE Confidence: 0.941128678260869
00:18:09.180 --> 00:18:11.630 but just kind of put a glass on both what
NOTE Confidence: 0.941128678260869
00:18:11.690 --> 00:18:14.018 Sarve and Sarah have previously shared.
NOTE Confidence: 0.941128678260869

00:18:14.020 --> 00:18:16.177 While we still have the the PHE
NOTE Confidence: 0.941128678260869

00:18:16.177 --> 00:18:18.319 order still active or PHE declaration
NOTE Confidence: 0.941128678260869

00:18:18.319 --> 00:18:20.578 still active at the federal level,
NOTE Confidence: 0.941128678260869

00:18:20.580 --> 00:18:22.568 We know that it has been a
NOTE Confidence: 0.941128678260869

00:18:22.568 --> 00:18:23.420 really mixed picture,
NOTE Confidence: 0.941128678260869

00:18:23.420 --> 00:18:25.110 really dynamic picture continues to
NOTE Confidence: 0.941128678260869

00:18:25.110 --> 00:18:27.454 be a dynamic picture of the states
NOTE Confidence: 0.941128678260869

00:18:27.454 --> 00:18:29.218 many state level PHE did some.
NOTE Confidence: 0.941128678260869

00:18:29.220 --> 00:18:31.188 Operations have subsided interestingly,
NOTE Confidence: 0.941128678260869

00:18:31.188 --> 00:18:34.614 but it's kind of dovetailed with a
NOTE Confidence: 0.941128678260869

00:18:34.614 --> 00:18:36.510 bolstered impetus for commercial
NOTE Confidence: 0.941128678260869

00:18:36.510 --> 00:18:38.880 coverage for virtual care services
NOTE Confidence: 0.941128678260869

00:18:38.955 --> 00:18:40.506 and really a really awesome
NOTE Confidence: 0.941128678260869

00:18:40.506 --> 00:18:42.684 recognition of the value of virtual
NOTE Confidence: 0.941128678260869

00:18:42.684 --> 00:18:44.659 care services by commercial payers.
NOTE Confidence: 0.941128678260869

00:18:44.660 --> 00:18:46.620 And as we've talked a lot about today,

NOTE Confidence: 0.941128678260869
00:18:46.620 --> 00:18:48.916 you have to untangle a bit the
NOTE Confidence: 0.941128678260869
00:18:48.916 --> 00:18:50.979 different concepts of coverage parity,
NOTE Confidence: 0.941128678260869
00:18:50.980 --> 00:18:54.891 what services are covered within a
NOTE Confidence: 0.941128678260869
00:18:54.891 --> 00:18:57.477 particular plan and what mandates are.
NOTE Confidence: 0.941128678260869
00:18:57.480 --> 00:18:59.656 The focus of the laws around them and
NOTE Confidence: 0.941128678260869
00:18:59.656 --> 00:19:01.639 then distinct from reimbursement parity,
NOTE Confidence: 0.941128678260869
00:19:01.640 --> 00:19:03.680 what actually is paid for the
NOTE Confidence: 0.941128678260869
00:19:03.680 --> 00:19:04.880 services delivered.
NOTE Confidence: 0.941128678260869
00:19:04.880 --> 00:19:06.640 And as you can imagine,
NOTE Confidence: 0.941128678260869
00:19:06.640 --> 00:19:09.080 with all the maps that were previously shared
NOTE Confidence: 0.941128678260869
00:19:09.080 --> 00:19:11.360 just a moment ago with 50 different states,
NOTE Confidence: 0.941128678260869
00:19:11.360 --> 00:19:12.260 two different concepts,
NOTE Confidence: 0.941128678260869
00:19:12.260 --> 00:19:14.760 you're going to end up with a really
NOTE Confidence: 0.941128678260869
00:19:14.760 --> 00:19:17.528 colorful web of definitions that
NOTE Confidence: 0.941128678260869
00:19:17.528 --> 00:19:19.529 all need to be read in context of
NOTE Confidence: 0.941128678260869

00:19:19.529 --> 00:19:21.074 both the billing requirements and
NOTE Confidence: 0.941128678260869

00:19:21.074 --> 00:19:22.680 the state licensure requirements.
NOTE Confidence: 0.941128678260869

00:19:22.680 --> 00:19:23.840 If we can move to the next slide,
NOTE Confidence: 0.941128678260869

00:19:23.840 --> 00:19:25.870 I'll just make a couple more comments.
NOTE Confidence: 0.941128678260869

00:19:25.870 --> 00:19:28.866 I'm talking in the slide largely about
NOTE Confidence: 0.950317

00:19:30.990 --> 00:19:32.176 legal requirements surrounding
NOTE Confidence: 0.950317

00:19:32.176 --> 00:19:33.988 commercial plans, commercial coverage,
NOTE Confidence: 0.950317

00:19:33.990 --> 00:19:36.265 although as I've mentioned a moment ago,
NOTE Confidence: 0.950317

00:19:36.270 --> 00:19:38.825 many states might put additional
NOTE Confidence: 0.950317

00:19:38.825 --> 00:19:41.263 coverage around this for state
NOTE Confidence: 0.950317

00:19:41.263 --> 00:19:43.228 medical assistance plans as well.
NOTE Confidence: 0.950317

00:19:43.230 --> 00:19:45.939 Most states do have a some statute
NOTE Confidence: 0.950317

00:19:45.939 --> 00:19:49.044 on the books that governs defines
NOTE Confidence: 0.950317

00:19:49.044 --> 00:19:52.134 telehealth for a reimbursement context.
NOTE Confidence: 0.950317

00:19:52.140 --> 00:19:54.618 You will look at it positively
NOTE Confidence: 0.950317

00:19:54.620 --> 00:19:57.266 that of those 44 with a statute

NOTE Confidence: 0.950317

00:19:57.266 --> 00:19:59.496 that bothered to define telehealth,

NOTE Confidence: 0.950317

00:19:59.500 --> 00:20:02.242 43 of those states will have

NOTE Confidence: 0.950317

00:20:02.242 --> 00:20:04.740 some level of coverage parity

NOTE Confidence: 0.950317

00:20:04.740 --> 00:20:06.780 included within that definition.

NOTE Confidence: 0.950317

00:20:06.780 --> 00:20:09.060 That's definitely a positive thing,

NOTE Confidence: 0.950317

00:20:09.060 --> 00:20:10.308 but some of them are going

NOTE Confidence: 0.950317

00:20:10.308 --> 00:20:11.140 to define it differently.

NOTE Confidence: 0.950317

00:20:11.140 --> 00:20:12.136 So you need to be cautious.

NOTE Confidence: 0.950317

00:20:12.140 --> 00:20:14.080 Your mileage is going to

NOTE Confidence: 0.950317

00:20:14.080 --> 00:20:16.020 vary that some of those.

NOTE Confidence: 0.950317

00:20:16.020 --> 00:20:18.080 Coverage mandates will come with

NOTE Confidence: 0.950317

00:20:18.080 --> 00:20:20.140 requirements surrounding the type of

NOTE Confidence: 0.950317

00:20:20.203 --> 00:20:23.060 provider or the degree of which that

NOTE Confidence: 0.950317

00:20:23.060 --> 00:20:27.070 cover the the type that yeah the type

NOTE Confidence: 0.950317

00:20:27.070 --> 00:20:29.802 of provider or that kind of duration

NOTE Confidence: 0.950317

00:20:29.802 --> 00:20:32.420 of that care about half of these states.
NOTE Confidence: 0.950317

00:20:32.420 --> 00:20:34.360 So a significant reduction or
NOTE Confidence: 0.950317

00:20:34.360 --> 00:20:36.300 significantly fewer of them will
NOTE Confidence: 0.950317

00:20:36.363 --> 00:20:38.963 get to the degree or to the measure
NOTE Confidence: 0.950317

00:20:38.963 --> 00:20:40.493 of reimbursement priority and
NOTE Confidence: 0.950317

00:20:40.493 --> 00:20:42.371 some of them will include medical
NOTE Confidence: 0.950317

00:20:42.371 --> 00:20:43.844 assistance or Medicaid plans and
NOTE Confidence: 0.950317

00:20:43.844 --> 00:20:45.510 that and some of them will not.
NOTE Confidence: 0.950317

00:20:45.510 --> 00:20:48.886 If you look at it as a modality RPMA,
NOTE Confidence: 0.950317

00:20:48.886 --> 00:20:50.870 relative, relatively newer concept,
NOTE Confidence: 0.950317

00:20:50.870 --> 00:20:54.790 although certainly with its own kind of
NOTE Confidence: 0.950317

00:20:54.790 --> 00:20:58.390 ubiquitousness out of the COVID-19 pandemic,
NOTE Confidence: 0.950317

00:20:58.390 --> 00:21:00.616 many states are beginning to fold
NOTE Confidence: 0.950317

00:21:00.616 --> 00:21:02.950 RPM formally into those definitions,
NOTE Confidence: 0.950317

00:21:02.950 --> 00:21:04.994 which guarantees some sort of coverage or
NOTE Confidence: 0.950317

00:21:04.994 --> 00:21:07.308 some level of coverage for that service,

NOTE Confidence: 0.950317
00:21:07.310 --> 00:21:08.562 usually within the medical
NOTE Confidence: 0.950317
00:21:08.562 --> 00:21:09.188 assistance context.
NOTE Confidence: 0.950317
00:21:09.190 --> 00:21:10.730 And I do see.
NOTE Confidence: 0.950317
00:21:10.730 --> 00:21:13.612 Impetus for that growing as as state
NOTE Confidence: 0.950317
00:21:13.612 --> 00:21:15.516 legislature legislative sessions have
NOTE Confidence: 0.950317
00:21:15.516 --> 00:21:17.420 continued throughout the pandemic.
NOTE Confidence: 0.950317
00:21:17.420 --> 00:21:19.440 Many more include some degree
NOTE Confidence: 0.950317
00:21:19.440 --> 00:21:21.460 of store and forward care,
NOTE Confidence: 0.950317
00:21:21.460 --> 00:21:23.005 although again reimbursement
NOTE Confidence: 0.950317
00:21:23.005 --> 00:21:25.580 rates might vary around exactly
NOTE Confidence: 0.950317
00:21:25.580 --> 00:21:26.820 what is required in there.
NOTE Confidence: 0.950317
00:21:26.820 --> 00:21:28.620 If we can go to the next slide there,
NOTE Confidence: 0.950317
00:21:28.620 --> 00:21:30.260 I'll just wrap up here.
NOTE Confidence: 0.950317
00:21:30.260 --> 00:21:32.668 You haven't pulled out a couple of
NOTE Confidence: 0.950317
00:21:32.668 --> 00:21:34.813 again stage setting things for where
NOTE Confidence: 0.950317

00:21:34.813 --> 00:21:36.895 we are in the current landscape.

NOTE Confidence: 0.950317

00:21:36.900 --> 00:21:38.360 Different statutes are more

NOTE Confidence: 0.950317

00:21:38.360 --> 00:21:39.455 helpful than others.

NOTE Confidence: 0.950317

00:21:39.460 --> 00:21:42.386 Just pulling out a couple of Miami

NOTE Confidence: 0.950317

00:21:42.386 --> 00:21:44.998 state of Minnesota here gets pretty

NOTE Confidence: 0.950317

00:21:44.998 --> 00:21:47.554 explicit in making sure that there

NOTE Confidence: 0.950317

00:21:47.554 --> 00:21:49.450 is reimbursement at the same rate

NOTE Confidence: 0.950317

00:21:49.450 --> 00:21:51.380 as the equivalent in person service.

NOTE Confidence: 0.950317

00:21:51.380 --> 00:21:53.340 And again as I think as the

NOTE Confidence: 0.956067514285714

00:21:55.460 --> 00:21:57.188 prior panel highlighted well,

NOTE Confidence: 0.956067514285714

00:21:57.188 --> 00:21:58.484 there's still some.

NOTE Confidence: 0.956067514285714

00:21:58.490 --> 00:21:59.453 Room to negotiate.

NOTE Confidence: 0.956067514285714

00:21:59.453 --> 00:22:01.058 Exactly how do you measure

NOTE Confidence: 0.956067514285714

00:22:01.058 --> 00:22:03.110 quality at that point of that?

NOTE Confidence: 0.956067514285714

00:22:03.110 --> 00:22:05.450 It's one thing to guarantee payment,

NOTE Confidence: 0.956067514285714

00:22:05.450 --> 00:22:07.886 but it's not getting to everything.

NOTE Confidence: 0.956067514285714
00:22:07.890 --> 00:22:11.370 And then just to get to my last five here,
NOTE Confidence: 0.956067514285714
00:22:11.370 --> 00:22:14.130 we'll move forward for the Florida example.
NOTE Confidence: 0.956067514285714
00:22:14.130 --> 00:22:16.740 Other states are certainly less verbose
NOTE Confidence: 0.956067514285714
00:22:16.740 --> 00:22:19.090 or less are much more open language,
NOTE Confidence: 0.956067514285714
00:22:19.090 --> 00:22:21.630 don't get quite to the
NOTE Confidence: 0.956067514285714
00:22:21.630 --> 00:22:23.904 level of parity of language.
NOTE Confidence: 0.956067514285714
00:22:23.904 --> 00:22:27.370 This is not necessarily to say that there.
NOTE Confidence: 0.956067514285714
00:22:27.370 --> 00:22:30.750 Isn't that that there's a comment
NOTE Confidence: 0.956067514285714
00:22:30.750 --> 00:22:32.905 on the level of virtual care
NOTE Confidence: 0.956067514285714
00:22:32.905 --> 00:22:34.134 reimbursement happening in Florida.
NOTE Confidence: 0.956067514285714
00:22:34.134 --> 00:22:35.730 It's just leaving it open to the
NOTE Confidence: 0.956067514285714
00:22:35.776 --> 00:22:36.908 parties to handle contractually
NOTE Confidence: 0.956067514285714
00:22:36.908 --> 00:22:38.606 between the pair and the performer,
NOTE Confidence: 0.956067514285714
00:22:38.610 --> 00:22:41.562 but there just isn't a mandate tied to it.
NOTE Confidence: 0.956067514285714
00:22:41.570 --> 00:22:43.178 Certainly 2 contracting parties
NOTE Confidence: 0.956067514285714

00:22:43.178 --> 00:22:45.188 could have their own reimbursement
NOTE Confidence: 0.956067514285714

00:22:45.188 --> 00:22:46.890 methodology or quality measurement
NOTE Confidence: 0.956067514285714

00:22:46.890 --> 00:22:48.129 methodology within there,
NOTE Confidence: 0.956067514285714

00:22:48.130 --> 00:22:50.155 but it just is loose, looser.
NOTE Confidence: 0.956067514285714

00:22:50.155 --> 00:22:52.010 So there's no kind of state level
NOTE Confidence: 0.956067514285714

00:22:52.010 --> 00:22:54.116 mandate or oversight that goes with that.
NOTE Confidence: 0.956067514285714

00:22:54.120 --> 00:22:54.700 So again,
NOTE Confidence: 0.956067514285714

00:22:54.700 --> 00:22:56.888 your violence just kind of varies depending
NOTE Confidence: 0.956067514285714

00:22:56.888 --> 00:23:00.472 on the kind of construct of the statute.
NOTE Confidence: 0.956067514285714

00:23:00.480 --> 00:23:02.235 And I'll hand it over to my next speaker.
NOTE Confidence: 0.914285416666667

00:23:02.480 --> 00:23:04.400 So thank you, Ryan. Go ahead, Megan.
NOTE Confidence: 0.93894053

00:23:05.040 --> 00:23:06.804 Sure. So we've heard from my colleagues
NOTE Confidence: 0.93894053

00:23:06.804 --> 00:23:08.868 a lot about the specifics and details
NOTE Confidence: 0.93894053

00:23:08.868 --> 00:23:10.433 of payment and coverage parity.
NOTE Confidence: 0.93894053

00:23:10.440 --> 00:23:11.280 For the next few minutes,
NOTE Confidence: 0.93894053

00:23:11.280 --> 00:23:13.431 I'd like to think about this in the context

NOTE Confidence: 0.93894053

00:23:13.431 --> 00:23:15.399 of the larger healthcare landscape.

NOTE Confidence: 0.93894053

00:23:15.400 --> 00:23:16.584 The current healthcare system

NOTE Confidence: 0.93894053

00:23:16.584 --> 00:23:18.360 is not set up to support,

NOTE Confidence: 0.93894053

00:23:18.360 --> 00:23:19.764 compensate or incentivize

NOTE Confidence: 0.93894053

00:23:19.764 --> 00:23:23.040 digital care in all of its forms.

NOTE Confidence: 0.93894053

00:23:23.040 --> 00:23:25.208 Is our goal to replicate a system as

NOTE Confidence: 0.93894053

00:23:25.208 --> 00:23:27.853 complex as this and one that already lacks

NOTE Confidence: 0.93894053

00:23:27.853 --> 00:23:29.800 payment parity for existing services?

NOTE Confidence: 0.93894053

00:23:29.800 --> 00:23:31.875 Do we want true payment

NOTE Confidence: 0.93894053

00:23:31.875 --> 00:23:33.120 parity across specialties?

NOTE Confidence: 0.93894053

00:23:33.120 --> 00:23:35.610 Is virtual care less resource intensive

NOTE Confidence: 0.93894053

00:23:35.610 --> 00:23:38.478 or less expensive than in person visits?

NOTE Confidence: 0.93894053

00:23:38.480 --> 00:23:40.184 But then we reason that rational

NOTE Confidence: 0.93894053

00:23:40.184 --> 00:23:41.900 pricing is something that would help

NOTE Confidence: 0.93894053

00:23:41.900 --> 00:23:43.484 us to provide a payment consistent

NOTE Confidence: 0.93894053

00:23:43.484 --> 00:23:44.999 with the resources required,
NOTE Confidence: 0.93894053

00:23:45.000 --> 00:23:46.926 but rational pricing is something that
NOTE Confidence: 0.93894053

00:23:46.926 --> 00:23:48.970 our healthcare system has always lacked.
NOTE Confidence: 0.93894053

00:23:48.970 --> 00:23:50.198 With seemingly little insight
NOTE Confidence: 0.93894053

00:23:50.198 --> 00:23:52.446 into what the true cost to provide
NOTE Confidence: 0.93894053

00:23:52.446 --> 00:23:53.850 the service actually is,
NOTE Confidence: 0.93894053

00:23:53.850 --> 00:23:55.684 are we setting ourselves up to go
NOTE Confidence: 0.93894053

00:23:55.684 --> 00:23:57.706 down the same rabbit hole of additive
NOTE Confidence: 0.93894053

00:23:57.706 --> 00:23:59.888 costs to a broken system that does
NOTE Confidence: 0.93894053

00:23:59.888 --> 00:24:01.643 not support rational pricing and
NOTE Confidence: 0.93894053

00:24:01.643 --> 00:24:03.730 perpetuates this level of complexity?
NOTE Confidence: 0.943010806666667

00:24:05.890 --> 00:24:08.194 Consider when we add in the
NOTE Confidence: 0.943010806666667

00:24:08.194 --> 00:24:09.346 interwoven intricacies between
NOTE Confidence: 0.943010806666667

00:24:09.346 --> 00:24:10.810 licensing and credentialing,
NOTE Confidence: 0.943010806666667

00:24:10.810 --> 00:24:12.850 federal, state and local regulations,
NOTE Confidence: 0.943010806666667

00:24:12.850 --> 00:24:14.514 payment and coverage parity,

NOTE Confidence: 0.943010806666667
00:24:14.514 --> 00:24:17.010 the sheer list of service modalities.
NOTE Confidence: 0.943010806666667
00:24:17.010 --> 00:24:18.606 The vast number of waivers and pH.
NOTE Confidence: 0.943010806666667
00:24:18.610 --> 00:24:20.154 D exemptions and layer
NOTE Confidence: 0.943010806666667
00:24:20.154 --> 00:24:22.084 those onto this flow chart.
NOTE Confidence: 0.943010806666667
00:24:22.090 --> 00:24:23.011 This is unsustainable.
NOTE Confidence: 0.943010806666667
00:24:23.011 --> 00:24:25.930 There has to be some level of coalescence.
NOTE Confidence: 0.943010806666667
00:24:25.930 --> 00:24:27.406 So how do we get there?
NOTE Confidence: 0.943010806666667
00:24:27.410 --> 00:24:30.248 Next slide please.
NOTE Confidence: 0.943010806666667
00:24:30.250 --> 00:24:31.944 We have to think about this in
NOTE Confidence: 0.943010806666667
00:24:31.944 --> 00:24:33.570 ways that we haven't before.
NOTE Confidence: 0.943010806666667
00:24:33.570 --> 00:24:35.904 The current fee for service system
NOTE Confidence: 0.943010806666667
00:24:35.904 --> 00:24:37.460 and the underlying infrastructure
NOTE Confidence: 0.943010806666667
00:24:37.517 --> 00:24:39.687 and regulations are vastly limiting
NOTE Confidence: 0.943010806666667
00:24:39.687 --> 00:24:41.423 the enormity of transformation
NOTE Confidence: 0.943010806666667
00:24:41.423 --> 00:24:43.179 potential of digital healthcare.
NOTE Confidence: 0.943010806666667

00:24:43.180 --> 00:24:45.740 We know that costs are soaring beyond payer,
NOTE Confidence: 0.943010806666667

00:24:45.740 --> 00:24:47.416 employer and patient affordability.
NOTE Confidence: 0.943010806666667

00:24:47.416 --> 00:24:49.511 Providers are looking to bill
NOTE Confidence: 0.943010806666667

00:24:49.511 --> 00:24:51.586 for additional services that add
NOTE Confidence: 0.943010806666667

00:24:51.586 --> 00:24:53.576 revenue to pad their finances.
NOTE Confidence: 0.943010806666667

00:24:53.580 --> 00:24:55.155 From the ever increase in
NOTE Confidence: 0.943010806666667

00:24:55.155 --> 00:24:56.100 government payer mix,
NOTE Confidence: 0.943010806666667

00:24:56.100 --> 00:24:58.776 soaring labor market and material costs,
NOTE Confidence: 0.943010806666667

00:24:58.780 --> 00:25:00.424 and declining profit margins.
NOTE Confidence: 0.943010806666667

00:25:00.424 --> 00:25:02.890 Payers are looking to decrease their
NOTE Confidence: 0.943010806666667

00:25:02.955 --> 00:25:05.259 costs by improving the care provided.
NOTE Confidence: 0.943010806666667

00:25:05.260 --> 00:25:07.535 Patients are looking for increased
NOTE Confidence: 0.943010806666667

00:25:07.535 --> 00:25:08.900 access and affordability.
NOTE Confidence: 0.943010806666667

00:25:08.900 --> 00:25:10.540 How do we all win?
NOTE Confidence: 0.943010806666667

00:25:10.540 --> 00:25:12.920 Is payment parity the answer?
NOTE Confidence: 0.943010806666667

00:25:12.920 --> 00:25:14.840 Or could we challenge ourselves

NOTE Confidence: 0.943010806666667
00:25:14.840 --> 00:25:16.760 to consider a different approach?
NOTE Confidence: 0.943010806666667
00:25:16.760 --> 00:25:18.678 If the real issue is the current
NOTE Confidence: 0.943010806666667
00:25:18.678 --> 00:25:20.720 infrastructure of the fee for service system?
NOTE Confidence: 0.943010806666667
00:25:20.720 --> 00:25:23.066 Are we thinking too narrowly and
NOTE Confidence: 0.943010806666667
00:25:23.066 --> 00:25:24.630 missing the actual opportunity
NOTE Confidence: 0.943010806666667
00:25:24.693 --> 00:25:26.773 to leverage the advancement of
NOTE Confidence: 0.943010806666667
00:25:26.773 --> 00:25:28.437 technology and digital healthcare
NOTE Confidence: 0.943010806666667
00:25:28.437 --> 00:25:30.567 by keeping ourselves tethered to
NOTE Confidence: 0.943010806666667
00:25:30.567 --> 00:25:32.632 an outdated and broken system?
NOTE Confidence: 0.943010806666667
00:25:32.640 --> 00:25:34.698 Is this the final tipping point that
NOTE Confidence: 0.943010806666667
00:25:34.698 --> 00:25:37.225 could make a push for an entirely
NOTE Confidence: 0.943010806666667
00:25:37.225 --> 00:25:39.195 different payment and delivery system?
NOTE Confidence: 0.943010806666667
00:25:39.200 --> 00:25:40.817 Think about the ways in which we
NOTE Confidence: 0.943010806666667
00:25:40.817 --> 00:25:42.024 could connect, innovate care.
NOTE Confidence: 0.943010806666667
00:25:42.024 --> 00:25:44.628 All more seamlessly if we didn't have
NOTE Confidence: 0.943010806666667

00:25:44.628 --> 00:25:47.239 to bill for each and every service,
NOTE Confidence: 0.943010806666667

00:25:47.240 --> 00:25:48.476 if we found a different way,
NOTE Confidence: 0.943010806666667

00:25:48.480 --> 00:25:50.352 it could allow our healthcare system
NOTE Confidence: 0.943010806666667

00:25:50.352 --> 00:25:52.442 to catch up with the technological
NOTE Confidence: 0.943010806666667

00:25:52.442 --> 00:25:54.387 advances that modern medicine and
NOTE Confidence: 0.943010806666667

00:25:54.387 --> 00:25:56.532 our society at large have been
NOTE Confidence: 0.943010806666667

00:25:56.532 --> 00:25:58.674 enjoying for over the past 50 years.
NOTE Confidence: 0.943010806666667

00:25:58.680 --> 00:25:59.700 At a minimum,
NOTE Confidence: 0.943010806666667

00:25:59.700 --> 00:26:01.400 should payment parity be our
NOTE Confidence: 0.943010806666667

00:26:01.400 --> 00:26:02.435 intermediary step? Yes.
NOTE Confidence: 0.943010806666667

00:26:02.435 --> 00:26:04.920 But should it be our end goal?
NOTE Confidence: 0.943010806666667

00:26:04.920 --> 00:26:05.320 No.
NOTE Confidence: 0.946962646666667

00:26:09.310 --> 00:26:11.428 Megan, thank you for the presentation.
NOTE Confidence: 0.946962646666667

00:26:11.430 --> 00:26:13.950 I'm going to coming back to to many of
NOTE Confidence: 0.946962646666667

00:26:13.950 --> 00:26:17.042 you at the dialogue to seek your inputs.
NOTE Confidence: 0.946962646666667

00:26:17.042 --> 00:26:18.726 That's fantastic. Jordan Coffey,

NOTE Confidence: 0.946962646666667

00:26:18.726 --> 00:26:21.510 tell us about how research plays a role.

NOTE Confidence: 0.946291754

00:26:22.110 --> 00:26:23.270 Absolutely. Thank you so much,

NOTE Confidence: 0.946291754

00:26:23.270 --> 00:26:23.938 Doctor Demarshall.

NOTE Confidence: 0.946291754

00:26:23.938 --> 00:26:25.942 And as we consider everything that

NOTE Confidence: 0.946291754

00:26:25.942 --> 00:26:28.178 we've heard today regarding the state

NOTE Confidence: 0.946291754

00:26:28.178 --> 00:26:30.063 of telehealth and telemedicine services,

NOTE Confidence: 0.946291754

00:26:30.070 --> 00:26:31.792 you know I want to turn our

NOTE Confidence: 0.946291754

00:26:31.792 --> 00:26:32.800 attention a little bit.

NOTE Confidence: 0.946291754

00:26:32.800 --> 00:26:35.712 To how we might more proactively inform

NOTE Confidence: 0.946291754

00:26:35.712 --> 00:26:37.920 future conversations with policy makers,

NOTE Confidence: 0.946291754

00:26:37.920 --> 00:26:40.278 payers and it is a groups.

NOTE Confidence: 0.946291754

00:26:40.280 --> 00:26:41.995 Ultimately we know that objective

NOTE Confidence: 0.946291754

00:26:41.995 --> 00:26:44.223 evidence is key to informing these

NOTE Confidence: 0.946291754

00:26:44.223 --> 00:26:46.039 conversations with decision makers.

NOTE Confidence: 0.946291754

00:26:46.040 --> 00:26:48.240 However, we also recognize that

NOTE Confidence: 0.946291754

00:26:48.240 --> 00:26:50.362 conducting this type of work that
NOTE Confidence: 0.946291754

00:26:50.362 --> 00:26:52.294 leads to this type of rigorous
NOTE Confidence: 0.946291754

00:26:52.294 --> 00:26:54.000 high quality data takes time.
NOTE Confidence: 0.946291754

00:26:54.000 --> 00:26:55.638 So what do we do about that?
NOTE Confidence: 0.946291754

00:26:55.640 --> 00:26:57.360 So one of the things that one of
NOTE Confidence: 0.946291754

00:26:57.360 --> 00:26:58.744 the ways we're approaching that
NOTE Confidence: 0.946291754

00:26:58.744 --> 00:27:00.837 at Mayo Clinic is really trying to
NOTE Confidence: 0.946291754

00:27:00.894 --> 00:27:02.679 establish A5 year research agenda.
NOTE Confidence: 0.946291754

00:27:02.680 --> 00:27:04.794 And really the goal behind this is,
NOTE Confidence: 0.946291754

00:27:04.800 --> 00:27:06.480 is to ensure that we have a strong
NOTE Confidence: 0.946291754

00:27:06.480 --> 00:27:07.687 understanding of what are the
NOTE Confidence: 0.946291754

00:27:07.687 --> 00:27:08.675 challenges that we're facing,
NOTE Confidence: 0.946291754

00:27:08.680 --> 00:27:11.228 what are the headwinds that we're facing
NOTE Confidence: 0.946291754

00:27:11.228 --> 00:27:13.164 in industry and leaning into that.
NOTE Confidence: 0.946291754

00:27:13.164 --> 00:27:16.079 It's in order to focus our research efforts,
NOTE Confidence: 0.946291754

00:27:16.080 --> 00:27:17.520 efforts and our insights.

NOTE Confidence: 0.946291754

00:27:17.520 --> 00:27:19.320 In order to guide this,

NOTE Confidence: 0.946291754

00:27:19.320 --> 00:27:21.528 we've we've taken a modified Delphi

NOTE Confidence: 0.946291754

00:27:21.528 --> 00:27:23.335 approach to really understand what

NOTE Confidence: 0.946291754

00:27:23.335 --> 00:27:25.511 are the top themes that we could and

NOTE Confidence: 0.946291754

00:27:25.511 --> 00:27:27.707 should be focusing on and and my

NOTE Confidence: 0.946291754

00:27:27.707 --> 00:27:29.680 apologies to Doctor Hollander at Panel 4,

NOTE Confidence: 0.946291754

00:27:29.680 --> 00:27:32.398 but this is going to be a lot focused on.

NOTE Confidence: 0.946291754

00:27:32.400 --> 00:27:33.908 Really comparison and contrasting

NOTE Confidence: 0.946291754

00:27:33.908 --> 00:27:35.793 against the current state because

NOTE Confidence: 0.946291754

00:27:35.793 --> 00:27:38.194 we know that drives a lot of the

NOTE Confidence: 0.946291754

00:27:38.194 --> 00:27:38.756 the conversation.

NOTE Confidence: 0.946291754

00:27:38.760 --> 00:27:41.176 So we can go to the next slide

NOTE Confidence: 0.946291754

00:27:41.176 --> 00:27:42.659 here with that in mind.

NOTE Confidence: 0.946291754

00:27:42.659 --> 00:27:44.719 We we engaged over 40 digital

NOTE Confidence: 0.946291754

00:27:44.720 --> 00:27:47.024 health leaders across industries,

NOTE Confidence: 0.946291754

00:27:47.024 --> 00:27:47.600 payers,
NOTE Confidence: 0.946291754
00:27:47.600 --> 00:27:49.316 provide organization solution
NOTE Confidence: 0.946291754
00:27:49.316 --> 00:27:52.176 providers to identify you know
NOTE Confidence: 0.946291754
00:27:52.176 --> 00:27:55.280 really top concepts and themes which
NOTE Confidence: 0.946291754
00:27:55.280 --> 00:27:58.680 we might lead into based on those
NOTE Confidence: 0.946291754
00:27:58.680 --> 00:28:00.576 we affinitized and thematically
NOTE Confidence: 0.946291754
00:28:00.576 --> 00:28:02.400 coded and then reached.
NOTE Confidence: 0.946291754
00:28:02.400 --> 00:28:04.940 To an additional 120 individuals
NOTE Confidence: 0.946291754
00:28:04.940 --> 00:28:07.480 across the industry and ultimately
NOTE Confidence: 0.946291754
00:28:07.562 --> 00:28:09.836 this has helped us to identify
NOTE Confidence: 0.946291754
00:28:09.840 --> 00:28:11.472 really a prioritized understanding
NOTE Confidence: 0.946291754
00:28:11.472 --> 00:28:13.512 of of where we might,
NOTE Confidence: 0.946291754
00:28:13.520 --> 00:28:16.320 could and should focus some of our efforts.
NOTE Confidence: 0.946291754
00:28:16.320 --> 00:28:18.360 So within this identified primary themes
NOTE Confidence: 0.946291754
00:28:18.360 --> 00:28:21.199 with an emphasis on clinical appropriateness,
NOTE Confidence: 0.946291754
00:28:21.200 --> 00:28:21.627 parity,

NOTE Confidence: 0.946291754
00:28:21.627 --> 00:28:23.762 equity and access and economics
NOTE Confidence: 0.946291754
00:28:23.762 --> 00:28:26.396 with a moderate emphasis on themes
NOTE Confidence: 0.946291754
00:28:26.396 --> 00:28:27.677 relating to licensing,
NOTE Confidence: 0.946291754
00:28:27.680 --> 00:28:30.440 legal and compliance and patient engagement.
NOTE Confidence: 0.946291754
00:28:30.440 --> 00:28:33.105 And lesser emphasis on topics
NOTE Confidence: 0.946291754
00:28:33.105 --> 00:28:35.237 such as digital scalability,
NOTE Confidence: 0.946291754
00:28:35.240 --> 00:28:37.000 the potential for fragmentation
NOTE Confidence: 0.946291754
00:28:37.000 --> 00:28:38.760 in the healthcare system,
NOTE Confidence: 0.946291754
00:28:38.760 --> 00:28:40.460 team dynamics and and potential
NOTE Confidence: 0.946291754
00:28:40.460 --> 00:28:43.004 issues of waste, fraud and abuse.
NOTE Confidence: 0.946291754
00:28:43.004 --> 00:28:44.528 Next slide please.
NOTE Confidence: 0.946291754
00:28:44.530 --> 00:28:45.979 So where do we go from here
NOTE Confidence: 0.946291754
00:28:45.979 --> 00:28:47.450 based on on these findings?
NOTE Confidence: 0.946291754
00:28:47.450 --> 00:28:48.795 We're appalling teams of experts
NOTE Confidence: 0.946291754
00:28:48.795 --> 00:28:50.669 that are really help to define you
NOTE Confidence: 0.946291754

00:28:50.669 --> 00:28:52.321 know what are the key concepts and
NOTE Confidence: 0.946291754

00:28:52.321 --> 00:28:54.311 and key issues that we should start
NOTE Confidence: 0.946291754

00:28:54.311 --> 00:28:55.778 investigating down near and far
NOTE Confidence: 0.946291754

00:28:55.778 --> 00:28:57.746 and really using that to provide
NOTE Confidence: 0.946291754

00:28:57.746 --> 00:28:59.515 direction for studies that we're
NOTE Confidence: 0.946291754

00:28:59.515 --> 00:29:01.687 going to initiate proactively to help
NOTE Confidence: 0.946291754

00:29:01.687 --> 00:29:03.827 generating some of those insights and
NOTE Confidence: 0.946291754

00:29:03.827 --> 00:29:06.402 evidence to inform the conversation.
NOTE Confidence: 0.946291754

00:29:06.402 --> 00:29:06.960 However,
NOTE Confidence: 0.946291754

00:29:06.960 --> 00:29:08.196 before we embark on that journey,
NOTE Confidence: 0.946291754

00:29:08.200 --> 00:29:09.844 I really think it's critical we
NOTE Confidence: 0.946291754

00:29:09.844 --> 00:29:11.320 look at the current state.
NOTE Confidence: 0.946291754

00:29:11.320 --> 00:29:12.584 And so with that,
NOTE Confidence: 0.946291754

00:29:12.584 --> 00:29:14.480 I'll hand it over to Doctor
NOTE Confidence: 0.946291754

00:29:14.556 --> 00:29:16.256 Nandita Kera to help us reflect
NOTE Confidence: 0.946291754

00:29:16.256 --> 00:29:17.326 back on what we're seeing

NOTE Confidence: 0.946291754

00:29:17.326 --> 00:29:18.560 within the current literature.

NOTE Confidence: 0.946291562

00:29:19.880 --> 00:29:21.802 Thank you, Jordan. Next slide, please.

NOTE Confidence: 0.946291562

00:29:21.802 --> 00:29:24.214 So over the next couple minutes,

NOTE Confidence: 0.946291562

00:29:24.220 --> 00:29:26.875 I would like to share some data that is

NOTE Confidence: 0.946291562

00:29:26.875 --> 00:29:29.055 already out there to suggest that the

NOTE Confidence: 0.946291562

00:29:29.060 --> 00:29:31.220 telemedicine outcomes are quite comparable

NOTE Confidence: 0.946291562

00:29:31.220 --> 00:29:34.960 to in person care and I think that will

NOTE Confidence: 0.946291562

00:29:34.960 --> 00:29:37.228 help set the foundation for comparable

NOTE Confidence: 0.946291562

00:29:37.295 --> 00:29:39.860 reimbursements for this care modality.

NOTE Confidence: 0.946291562

00:29:39.860 --> 00:29:42.441 So this is a report from ARC from 2/20/19

NOTE Confidence: 0.946291562

00:29:42.441 --> 00:29:45.809 where they looked at 200 some studies from.

NOTE Confidence: 0.946291562

00:29:45.810 --> 00:29:49.650 1996 to 2018 and basically they showed that

NOTE Confidence: 0.946291562

00:29:49.650 --> 00:29:51.476 telehealth consultations produced comparable

NOTE Confidence: 0.946291562

00:29:51.476 --> 00:29:54.074 outcomes or no difference from comparators

NOTE Confidence: 0.946291562

00:29:54.074 --> 00:29:56.369 whether it was in the ICU setting,

NOTE Confidence: 0.946291562

00:29:56.370 --> 00:29:58.810 Ed setting or outpatient care.
NOTE Confidence: 0.946291562

00:29:58.810 --> 00:30:01.020 Next please.
NOTE Confidence: 0.946291562

00:30:01.020 --> 00:30:02.880 More recently, with the pandemic
NOTE Confidence: 0.946291562

00:30:02.880 --> 00:30:04.740 expanding the use of telehealth,
NOTE Confidence: 0.946291562

00:30:04.740 --> 00:30:06.738 there have been some recent analysis,
NOTE Confidence: 0.946291562

00:30:06.740 --> 00:30:09.230 systematic reviews of literature also
NOTE Confidence: 0.946291562

00:30:09.230 --> 00:30:11.720 showing similar outcomes when telemedicine
NOTE Confidence: 0.946291562

00:30:11.784 --> 00:30:13.870 was used to replace or augment usual
NOTE Confidence: 0.946291562

00:30:13.870 --> 00:30:16.603 care and no differences in harm between
NOTE Confidence: 0.946291562

00:30:16.603 --> 00:30:18.813 the intervention and control groups.
NOTE Confidence: 0.946291562

00:30:18.820 --> 00:30:20.356 There was another review looking at
NOTE Confidence: 0.946291562

00:30:20.356 --> 00:30:22.262 more the primary care setting with some
NOTE Confidence: 0.946291562

00:30:22.262 --> 00:30:23.936 of the chronic diseases like diabetes,
NOTE Confidence: 0.946291562

00:30:23.940 --> 00:30:25.548 hypertension, hyperlipidemia.
NOTE Confidence: 0.946291562

00:30:25.548 --> 00:30:29.492 For studies from 2000 to 2018 and
NOTE Confidence: 0.946291562

00:30:29.492 --> 00:30:31.407 basically showed when looking at

NOTE Confidence: 0.946291562

00:30:31.407 --> 00:30:33.495 clinical outcomes for these patients

NOTE Confidence: 0.946291562

00:30:33.495 --> 00:30:35.540 that they were quite comparable

NOTE Confidence: 0.946291562

00:30:35.540 --> 00:30:37.739 or no significant differences to

NOTE Confidence: 0.946291562

00:30:37.739 --> 00:30:41.639 in person visits next please.

NOTE Confidence: 0.946291562

00:30:41.640 --> 00:30:44.680 So as we've heard the telemedicine

NOTE Confidence: 0.946291562

00:30:44.680 --> 00:30:46.600 is not just outpatient care,

NOTE Confidence: 0.946291562

00:30:46.600 --> 00:30:48.882 but it could also range from remote

NOTE Confidence: 0.946291562

00:30:48.882 --> 00:30:50.522 patient monitoring to hospital at

NOTE Confidence: 0.946291562

00:30:50.522 --> 00:30:52.608 home and so there have been these

NOTE Confidence: 0.946291562

00:30:52.608 --> 00:30:54.570 recent studies that have looked at.

NOTE Confidence: 0.946291562

00:30:54.570 --> 00:30:57.402 Various models of hospital at home

NOTE Confidence: 0.946291562

00:30:57.402 --> 00:30:59.647 care and basically showed comparable

NOTE Confidence: 0.946291562

00:30:59.647 --> 00:31:01.075 healthcare utilization in terms

NOTE Confidence: 0.946291562

00:31:01.075 --> 00:31:03.291 of length of stay or hospital

NOTE Confidence: 0.946291562

00:31:03.291 --> 00:31:05.161 readmission rates and overall better

NOTE Confidence: 0.946291562

00:31:05.161 --> 00:31:07.449 ratings of care from the patients,
NOTE Confidence: 0.946291562

00:31:07.450 --> 00:31:09.031 better patient satisfaction.
NOTE Confidence: 0.946291562

00:31:09.031 --> 00:31:12.720 There was a two site clinical trial
NOTE Confidence: 0.946291562

00:31:12.805 --> 00:31:14.914 of 172 patients comparing remote
NOTE Confidence: 0.946291562

00:31:14.914 --> 00:31:16.858 physician visits to inpatient.
NOTE Confidence: 0.946291562

00:31:16.860 --> 00:31:19.098 And again showed patient experience was
NOTE Confidence: 0.946291562

00:31:19.098 --> 00:31:21.448 quite similar and the overall adverse
NOTE Confidence: 0.946291562

00:31:21.448 --> 00:31:23.433 events and readmission rates were
NOTE Confidence: 0.946291562

00:31:23.433 --> 00:31:26.100 better with the remote physician visit.
NOTE Confidence: 0.946291562

00:31:26.100 --> 00:31:27.042 Next please.
NOTE Confidence: 0.946291562

00:31:27.042 --> 00:31:30.339 And finally when we talk about the.
NOTE Confidence: 0.946291562

00:31:30.340 --> 00:31:30.624 Outcomes,
NOTE Confidence: 0.946291562

00:31:30.624 --> 00:31:32.328 we are not looking just at
NOTE Confidence: 0.946291562

00:31:32.328 --> 00:31:33.180 heart clinical outcomes,
NOTE Confidence: 0.946291562

00:31:33.180 --> 00:31:35.276 we are also looking at some of the
NOTE Confidence: 0.946291562

00:31:35.276 --> 00:31:37.120 perceptions of the physicians and providers

NOTE Confidence: 0.946291562

00:31:37.120 --> 00:31:39.348 who are engaged in using telemedicine.

NOTE Confidence: 0.946291562

00:31:39.348 --> 00:31:41.768 And so this cross-sectional survey

NOTE Confidence: 0.946291562

00:31:41.768 --> 00:31:44.708 study reported on the data for that

NOTE Confidence: 0.946291562

00:31:44.708 --> 00:31:46.940 and basically what the the study

NOTE Confidence: 0.946291562

00:31:47.020 --> 00:31:49.384 showed was virtual visit was either

NOTE Confidence: 0.946291562

00:31:49.384 --> 00:31:52.204 better or was not very different from

NOTE Confidence: 0.946291562

00:31:52.204 --> 00:31:54.900 the in in person visits both from

NOTE Confidence: 0.946291562

00:31:54.900 --> 00:31:56.820 a patient and provider perspective.

NOTE Confidence: 0.946291562

00:31:56.820 --> 00:31:57.675 So I think.

NOTE Confidence: 0.946291562

00:31:57.675 --> 00:32:00.139 This is data that has set the stage

NOTE Confidence: 0.946291562

00:32:00.139 --> 00:32:02.515 and hopefully will continue to evolve

NOTE Confidence: 0.946291562

00:32:02.515 --> 00:32:04.781 and show that telemedicine can

NOTE Confidence: 0.946291562

00:32:04.781 --> 00:32:07.286 provide equal or sometimes superior

NOTE Confidence: 0.946291562

00:32:07.286 --> 00:32:10.692 outcomes and should be considered for

NOTE Confidence: 0.946291562

00:32:10.692 --> 00:32:13.228 that when considering reimbursement.

NOTE Confidence: 0.946291562

00:32:13.230 --> 00:32:14.950 That move to next.
NOTE Confidence: 0.903326728571429

00:32:15.230 --> 00:32:16.438 Thank you Doctor Kara.
NOTE Confidence: 0.903326728571429

00:32:16.438 --> 00:32:17.344 Doctor Chris Whitish,
NOTE Confidence: 0.903326728571429

00:32:17.350 --> 00:32:19.590 I fail to introduce you at the beginning.
NOTE Confidence: 0.903326728571429

00:32:19.590 --> 00:32:21.402 My apologies. Chris Whitish
NOTE Confidence: 0.903326728571429

00:32:21.402 --> 00:32:23.667 is a professor of medicine,
NOTE Confidence: 0.903326728571429

00:32:23.670 --> 00:32:25.735 he's an internist and he's a medical
NOTE Confidence: 0.903326728571429

00:32:25.735 --> 00:32:28.158 director at the Center for Digital Health.
NOTE Confidence: 0.903326728571429

00:32:28.160 --> 00:32:30.720 Leading all practice enablement, Chris,
NOTE Confidence: 0.936060408333333

00:32:31.880 --> 00:32:32.930 thanks, Mark. I take no offense
NOTE Confidence: 0.936060408333333

00:32:32.930 --> 00:32:33.960 and I'm happy to be here.
NOTE Confidence: 0.936060408333333

00:32:33.960 --> 00:32:37.618 So I just wanted to tell a bit about a
NOTE Confidence: 0.936060408333333

00:32:37.618 --> 00:32:39.907 couple projects we've been doing at Mayo
NOTE Confidence: 0.936060408333333

00:32:39.907 --> 00:32:41.795 within within digital health and these
NOTE Confidence: 0.936060408333333

00:32:41.795 --> 00:32:44.240 are very much kind of an operations.
NOTE Confidence: 0.936060408333333

00:32:44.240 --> 00:32:45.885 These are, I think I really should

NOTE Confidence: 0.936060408333333

00:32:45.885 --> 00:32:47.812 have titled my section kind of the

NOTE Confidence: 0.936060408333333

00:32:47.812 --> 00:32:49.277 hidden benefits of of telemedicine.

NOTE Confidence: 0.936060408333333

00:32:49.280 --> 00:32:51.008 So first of all, you know Mayo is really

NOTE Confidence: 0.936060408333333

00:32:51.008 --> 00:32:52.440 very much a destination practice.

NOTE Confidence: 0.936060408333333

00:32:52.440 --> 00:32:54.600 Patients are coming from far away.

NOTE Confidence: 0.936060408333333

00:32:54.600 --> 00:32:56.274 And many times are are planning

NOTE Confidence: 0.936060408333333

00:32:56.274 --> 00:32:58.160 their visit with us months ahead.

NOTE Confidence: 0.936060408333333

00:32:58.160 --> 00:32:59.238 So go ahead to the next slide.

NOTE Confidence: 0.93439203923077

00:33:02.720 --> 00:33:04.288 One of the things we've been doing

NOTE Confidence: 0.93439203923077

00:33:04.288 --> 00:33:06.087 is we've been doing video pre visits

NOTE Confidence: 0.93439203923077

00:33:06.087 --> 00:33:07.707 to do patient planning for patients

NOTE Confidence: 0.93439203923077

00:33:07.760 --> 00:33:09.440 that are coming several weeks ahead.

NOTE Confidence: 0.93439203923077

00:33:09.440 --> 00:33:11.448 The goal of this is to gather information

NOTE Confidence: 0.93439203923077

00:33:11.448 --> 00:33:13.477 about the patient's goals for the visit,

NOTE Confidence: 0.93439203923077

00:33:13.480 --> 00:33:14.815 potentially what they've had done

NOTE Confidence: 0.93439203923077

00:33:14.815 --> 00:33:16.512 previously and also to set some
NOTE Confidence: 0.93439203923077

00:33:16.512 --> 00:33:17.760 expectations with the patient.
NOTE Confidence: 0.93439203923077

00:33:17.760 --> 00:33:19.560 Go ahead to the next slide.
NOTE Confidence: 0.951435047777778

00:33:22.110 --> 00:33:24.065 In doing this, there were
NOTE Confidence: 0.951435047777778

00:33:24.065 --> 00:33:25.629 several really great outcomes.
NOTE Confidence: 0.951435047777778

00:33:25.630 --> 00:33:27.374 First of all, we had we're able to
NOTE Confidence: 0.951435047777778

00:33:27.374 --> 00:33:28.939 demonstrate that many of these patients
NOTE Confidence: 0.951435047777778

00:33:28.939 --> 00:33:30.559 have shorter itineraries because we were
NOTE Confidence: 0.951435047777778

00:33:30.601 --> 00:33:32.225 able to organize things ahead of time.
NOTE Confidence: 0.951435047777778

00:33:32.230 --> 00:33:33.434 Many times patients especially
NOTE Confidence: 0.951435047777778

00:33:33.434 --> 00:33:35.240 within the surgical practices to do
NOTE Confidence: 0.951435047777778

00:33:35.285 --> 00:33:36.789 the patient education beforehand.
NOTE Confidence: 0.951435047777778

00:33:36.790 --> 00:33:38.428 So when the patient got here,
NOTE Confidence: 0.951435047777778

00:33:38.430 --> 00:33:40.248 they immediately would have the surgery
NOTE Confidence: 0.951435047777778

00:33:40.248 --> 00:33:42.589 which would as many times have taken
NOTE Confidence: 0.951435047777778

00:33:42.589 --> 00:33:44.316 several visits previously the same

NOTE Confidence: 0.951435047777778
00:33:44.316 --> 00:33:46.254 time and travel for the patients
NOTE Confidence: 0.951435047777778
00:33:46.254 --> 00:33:48.723 they've many times had to take off work
NOTE Confidence: 0.951435047777778
00:33:48.723 --> 00:33:50.679 and and have expensive hotel stays.
NOTE Confidence: 0.951435047777778
00:33:50.680 --> 00:33:52.035 Our pediatric neurologists were thrilled
NOTE Confidence: 0.951435047777778
00:33:52.035 --> 00:33:53.900 because they had many of the materials
NOTE Confidence: 0.951435047777778
00:33:53.900 --> 00:33:55.531 they needed to adequately take care of
NOTE Confidence: 0.951435047777778
00:33:55.531 --> 00:33:57.437 the patient at the time of the first visit.
NOTE Confidence: 0.951435047777778
00:33:57.440 --> 00:33:59.510 Previously they were trying to piece
NOTE Confidence: 0.951435047777778
00:33:59.510 --> 00:34:02.240 that together and it was really kind
NOTE Confidence: 0.951435047777778
00:34:02.240 --> 00:34:04.760 of a fragmented visit procedure.
NOTE Confidence: 0.951435047777778
00:34:04.760 --> 00:34:07.000 Education could be done ahead of time.
NOTE Confidence: 0.951435047777778
00:34:07.000 --> 00:34:08.806 We also had a shorter time to
NOTE Confidence: 0.951435047777778
00:34:08.806 --> 00:34:10.279 first contact with the patient.
NOTE Confidence: 0.951435047777778
00:34:10.280 --> 00:34:11.455 You know the the especially
NOTE Confidence: 0.951435047777778
00:34:11.455 --> 00:34:12.160 in surgical practices,
NOTE Confidence: 0.951435047777778

00:34:12.160 --> 00:34:13.336 it's competitive out there.
NOTE Confidence: 0.951435047777778

00:34:13.336 --> 00:34:15.440 So getting a patient that we could
NOTE Confidence: 0.951435047777778

00:34:15.440 --> 00:34:17.168 benefit from and they could benefit
NOTE Confidence: 0.951435047777778

00:34:17.168 --> 00:34:18.622 from our care was important.
NOTE Confidence: 0.951435047777778

00:34:18.622 --> 00:34:20.368 And when we asked patients whether
NOTE Confidence: 0.951435047777778

00:34:20.368 --> 00:34:21.938 they liked you know meeting with
NOTE Confidence: 0.951435047777778

00:34:21.938 --> 00:34:23.680 us on video prior to their visit,
NOTE Confidence: 0.951435047777778

00:34:23.680 --> 00:34:24.855 they said they couldn't imagine
NOTE Confidence: 0.951435047777778

00:34:24.855 --> 00:34:25.795 it being done differently.
NOTE Confidence: 0.951435047777778

00:34:25.800 --> 00:34:28.480 They just sort of expected now next slide,
NOTE Confidence: 0.950317

00:34:30.880 --> 00:34:33.370 the second project was on a
NOTE Confidence: 0.950317

00:34:33.370 --> 00:34:34.587 physician flexibility project.
NOTE Confidence: 0.950317

00:34:34.587 --> 00:34:36.909 As you as you know physician
NOTE Confidence: 0.950317

00:34:36.909 --> 00:34:39.857 wellbeing is a is very much a concern.
NOTE Confidence: 0.950317

00:34:39.860 --> 00:34:41.732 Currently, we do most of our video work
NOTE Confidence: 0.950317

00:34:41.732 --> 00:34:43.380 is scattered out through the schedule.

NOTE Confidence: 0.950317

00:34:43.380 --> 00:34:45.748 So you might see a couple in patients

NOTE Confidence: 0.950317

00:34:45.748 --> 00:34:47.879 in person do some video work and

NOTE Confidence: 0.950317

00:34:47.879 --> 00:34:50.167 then back and forth had the pandemic

NOTE Confidence: 0.950317

00:34:50.167 --> 00:34:51.643 really demonstrated that people

NOTE Confidence: 0.950317

00:34:51.643 --> 00:34:53.820 valued being able to work from home.

NOTE Confidence: 0.950317

00:34:53.820 --> 00:34:56.410 So we did a pilot where we would do block

NOTE Confidence: 0.950317

00:34:56.480 --> 00:34:58.760 scheduling of video work like within

NOTE Confidence: 0.950317

00:34:58.760 --> 00:35:01.420 1/2 day allowing people to work remotely.

NOTE Confidence: 0.950317

00:35:01.420 --> 00:35:04.955 Next slide, this is ongoing,

NOTE Confidence: 0.950317

00:35:04.955 --> 00:35:06.780 but we're majoring physician satisfaction,

NOTE Confidence: 0.950317

00:35:06.780 --> 00:35:08.328 team satisfaction fill rates.

NOTE Confidence: 0.950317

00:35:08.328 --> 00:35:10.650 And we're also learning about how

NOTE Confidence: 0.950317

00:35:10.716 --> 00:35:13.296 we can adequately provide support to

NOTE Confidence: 0.950317

00:35:13.296 --> 00:35:15.408 physicians remotely much like they have

NOTE Confidence: 0.950317

00:35:15.408 --> 00:35:17.280 currently with their in person desks.

NOTE Confidence: 0.950317

00:35:17.280 --> 00:35:18.400 So I'll turn it back over to Bart.
NOTE Confidence: 0.950317

00:35:18.400 --> 00:35:18.720 Thank you.
NOTE Confidence: 0.94931066

00:35:19.560 --> 00:35:21.000 Fantastic. Chris. Thank you.
NOTE Confidence: 0.94931066

00:35:21.000 --> 00:35:23.160 So in the remaining 5 minutes,
NOTE Confidence: 0.94931066

00:35:23.160 --> 00:35:26.720 let me ask my colleague, panelists
NOTE Confidence: 0.923481043

00:35:29.840 --> 00:35:32.668 in in, in a world of options
NOTE Confidence: 0.923481043

00:35:32.668 --> 00:35:34.355 fee for service coverage.
NOTE Confidence: 0.923481043

00:35:34.355 --> 00:35:37.205 Payment, parity value based care payment,
NOTE Confidence: 0.923481043

00:35:37.210 --> 00:35:39.490 population based payment,
NOTE Confidence: 0.923481043

00:35:39.490 --> 00:35:41.010 capitated payment.
NOTE Confidence: 0.923481043

00:35:41.010 --> 00:35:42.978 If you were to, if you were to
NOTE Confidence: 0.923481043

00:35:42.978 --> 00:35:45.133 make a selection and or prediction
NOTE Confidence: 0.923481043

00:35:45.133 --> 00:35:47.803 for the future what what's what's
NOTE Confidence: 0.923481043

00:35:47.803 --> 00:35:50.050 best and and why making,
NOTE Confidence: 0.923481043

00:35:50.050 --> 00:35:51.450 can we start with you
NOTE Confidence: 0.94665752

00:35:53.250 --> 00:35:56.178 sure. So you know I think from the

NOTE Confidence: 0.94665752

00:35:56.178 --> 00:35:57.990 alternative payment perspective I

NOTE Confidence: 0.94665752

00:35:57.990 --> 00:35:59.872 think a lot of the CMMI programs

NOTE Confidence: 0.94665752

00:35:59.872 --> 00:36:01.618 that we're seeing are really still

NOTE Confidence: 0.94665752

00:36:01.618 --> 00:36:03.687 built on the fee for service chassis.

NOTE Confidence: 0.94665752

00:36:03.690 --> 00:36:05.890 So you know, if I had my way,

NOTE Confidence: 0.94665752

00:36:05.890 --> 00:36:07.787 it would certainly be more of a

NOTE Confidence: 0.94665752

00:36:07.787 --> 00:36:09.248 population health based payment or

NOTE Confidence: 0.94665752

00:36:09.248 --> 00:36:10.728 some sort of capitated payment.

NOTE Confidence: 0.94665752

00:36:10.730 --> 00:36:12.058 And I think it would allow us to

NOTE Confidence: 0.94665752

00:36:12.058 --> 00:36:13.268 have more of a prospective payment

NOTE Confidence: 0.94665752

00:36:13.268 --> 00:36:14.522 that we could then you know,

NOTE Confidence: 0.94665752

00:36:14.530 --> 00:36:16.465 budget and resource and align

NOTE Confidence: 0.94665752

00:36:16.465 --> 00:36:18.400 those resources and align those

NOTE Confidence: 0.94665752

00:36:18.469 --> 00:36:19.929 incentives accordingly.

NOTE Confidence: 0.94665752

00:36:19.930 --> 00:36:21.100 I'll stop and let my other

NOTE Confidence: 0.94665752

00:36:21.100 --> 00:36:21.685 colleagues speak too.
NOTE Confidence: 0.92671988

00:36:21.810 --> 00:36:24.810 Thanks, Megan. Chris, your thoughts?
NOTE Confidence: 0.94276945

00:36:27.050 --> 00:36:31.070 Oh goodness. You know, you know, I think.
NOTE Confidence: 0.94276945

00:36:31.070 --> 00:36:32.645 You know the deficiencies of
NOTE Confidence: 0.94276945

00:36:32.645 --> 00:36:34.848 this creates are so valuable
NOTE Confidence: 0.94276945

00:36:34.848 --> 00:36:36.668 especially for destination patients.
NOTE Confidence: 0.94276945

00:36:36.670 --> 00:36:39.126 You know, I think one of the huge
NOTE Confidence: 0.94276945

00:36:39.126 --> 00:36:40.988 benefits that we've seen is that
NOTE Confidence: 0.94276945

00:36:40.990 --> 00:36:42.106 you know patients come to us,
NOTE Confidence: 0.94276945

00:36:42.110 --> 00:36:45.256 we do a very complex workups,
NOTE Confidence: 0.94276945

00:36:45.256 --> 00:36:46.838 decision making and many times we need
NOTE Confidence: 0.94276945

00:36:46.838 --> 00:36:48.746 to be able to wrap up with the patient,
NOTE Confidence: 0.94276945

00:36:48.750 --> 00:36:49.922 but schedules don't align.
NOTE Confidence: 0.94276945

00:36:49.922 --> 00:36:51.994 So we could do that remotely down
NOTE Confidence: 0.94276945

00:36:51.994 --> 00:36:53.751 the road and even follow up on
NOTE Confidence: 0.94276945

00:36:53.751 --> 00:36:55.270 for several months afterwards.

NOTE Confidence: 0.94276945

00:36:55.270 --> 00:36:56.523 So I think that that's I think

NOTE Confidence: 0.94276945

00:36:56.523 --> 00:36:57.933 that's all part of a bundle that

NOTE Confidence: 0.94276945

00:36:57.933 --> 00:36:58.968 would provide benefit to the

NOTE Confidence: 0.94276945

00:36:58.968 --> 00:37:00.190 patient and have better outcomes.

NOTE Confidence: 0.84764175

00:37:01.180 --> 00:37:02.431 Thanks, Chris. Ryan,

NOTE Confidence: 0.84764175

00:37:02.431 --> 00:37:04.260 any any additional ideas? Sorry

NOTE Confidence: 0.9469625333333333

00:37:08.140 --> 00:37:10.618 about that. I'm going to basically

NOTE Confidence: 0.9469625333333333

00:37:10.620 --> 00:37:12.180 agree pretty readily with Megan.

NOTE Confidence: 0.9469625333333333

00:37:12.180 --> 00:37:15.417 I think I favor some sort of alternative

NOTE Confidence: 0.9469625333333333

00:37:15.417 --> 00:37:17.916 peanut model that is taking it further

NOTE Confidence: 0.9469625333333333

00:37:17.916 --> 00:37:20.298 afield from the fee for service chassis.

NOTE Confidence: 0.9469625333333333

00:37:20.300 --> 00:37:22.380 That was an elegant way to put it.

NOTE Confidence: 0.9469625333333333

00:37:22.380 --> 00:37:24.480 I think as we look at one of the main

NOTE Confidence: 0.9469625333333333

00:37:24.542 --> 00:37:26.418 barriers to expanding telehealth,

NOTE Confidence: 0.9469625333333333

00:37:26.420 --> 00:37:28.895 there is a significant concern

NOTE Confidence: 0.9469625333333333

00:37:28.895 --> 00:37:30.875 about the incremental cost.
NOTE Confidence: 0.9469625333333333

00:37:30.880 --> 00:37:33.304 Which is a continual barrier for
NOTE Confidence: 0.9469625333333333

00:37:33.304 --> 00:37:35.799 why this has been a difficult ball
NOTE Confidence: 0.9469625333333333

00:37:35.799 --> 00:37:37.557 to carry forward across the line.
NOTE Confidence: 0.9469625333333333

00:37:37.560 --> 00:37:41.920 So I think that would both respond to
NOTE Confidence: 0.9469625333333333

00:37:41.920 --> 00:37:45.165 the both regulators concerns about the
NOTE Confidence: 0.9469625333333333

00:37:45.165 --> 00:37:46.600 amount of money going into the system,
NOTE Confidence: 0.9469625333333333

00:37:46.600 --> 00:37:48.982 but also meet patients better where
NOTE Confidence: 0.9469625333333333

00:37:48.982 --> 00:37:52.042 they are and able to deliver their care
NOTE Confidence: 0.9469625333333333

00:37:52.042 --> 00:37:54.112 conveniently while still making sure
NOTE Confidence: 0.9469625333333333

00:37:54.112 --> 00:37:57.200 that they are there is some kind of
NOTE Confidence: 0.9469625333333333

00:37:57.200 --> 00:37:59.159 global oversight of their care plan.
NOTE Confidence: 0.938995675

00:38:00.350 --> 00:38:02.597 Thanks, Ryan. Sorry, we've we've seen it
NOTE Confidence: 0.938995675

00:38:02.597 --> 00:38:05.550 all in in the past seven or eight years.
NOTE Confidence: 0.938995675

00:38:05.550 --> 00:38:08.466 But if you were to look ahead and plan
NOTE Confidence: 0.938995675

00:38:08.466 --> 00:38:10.030 ahead and in the leadership positions,

NOTE Confidence: 0.938995675

00:38:10.030 --> 00:38:12.940 you hold any additional insight or

NOTE Confidence: 0.938995675

00:38:12.940 --> 00:38:16.190 thoughts about the path forward. So

NOTE Confidence: 0.947266839583333

00:38:16.190 --> 00:38:18.614 Bart, I'm going to talk from a personal

NOTE Confidence: 0.947266839583333

00:38:18.614 --> 00:38:20.450 perspective because the Federation of State

NOTE Confidence: 0.947266839583333

00:38:20.450 --> 00:38:22.674 Medical Boards would not have any comment

NOTE Confidence: 0.947266839583333

00:38:22.674 --> 00:38:24.682 regarding payment models surrounding this.

NOTE Confidence: 0.947266839583333

00:38:24.682 --> 00:38:26.226 We're really about the

NOTE Confidence: 0.947266839583333

00:38:26.226 --> 00:38:27.384 regulation around telehealth,

NOTE Confidence: 0.947266839583333

00:38:27.390 --> 00:38:29.567 but from a personal perspective you know.

NOTE Confidence: 0.947266839583333

00:38:29.570 --> 00:38:32.227 What I don't want to see is the any

NOTE Confidence: 0.947266839583333

00:38:32.227 --> 00:38:36.409 stagnation around the growth of telehealth.

NOTE Confidence: 0.947266839583333

00:38:36.410 --> 00:38:37.100 And unfortunately we're

NOTE Confidence: 0.947266839583333

00:38:37.100 --> 00:38:38.250 trying to fight two things,

NOTE Confidence: 0.947266839583333

00:38:38.250 --> 00:38:40.763 right We we're trying to contain costs

NOTE Confidence: 0.947266839583333

00:38:40.763 --> 00:38:43.948 but also make sure that the providers that

NOTE Confidence: 0.947266839583333

00:38:43.948 --> 00:38:46.889 are engaged in telehealth want to be there.
NOTE Confidence: 0.947266839583333

00:38:46.890 --> 00:38:50.930 And and part of that is about payment.
NOTE Confidence: 0.947266839583333

00:38:50.930 --> 00:38:53.370 And yes, we we all believe that an
NOTE Confidence: 0.947266839583333

00:38:53.370 --> 00:38:55.288 alternative payment model would be better,
NOTE Confidence: 0.947266839583333

00:38:55.290 --> 00:38:58.055 but if you can't engage the providers.
NOTE Confidence: 0.947266839583333

00:38:58.060 --> 00:39:01.116 You know to engage in telehealth because of
NOTE Confidence: 0.947266839583333

00:39:01.116 --> 00:39:03.259 lower reimbursements telehealth won't grow.
NOTE Confidence: 0.947266839583333

00:39:03.260 --> 00:39:06.240 So it may require us and it may require us
NOTE Confidence: 0.947266839583333

00:39:06.319 --> 00:39:09.506 to go to a fee for service for a period of
NOTE Confidence: 0.947266839583333

00:39:09.506 --> 00:39:12.575 time and then cut back on the models payment.
NOTE Confidence: 0.947266839583333

00:39:12.580 --> 00:39:15.580 But what my what my fear is that when you
NOTE Confidence: 0.947266839583333

00:39:15.656 --> 00:39:18.610 start cutting back on payment models at
NOTE Confidence: 0.947266839583333

00:39:18.610 --> 00:39:21.930 this point telehealth is not going to grow.
NOTE Confidence: 0.947266839583333

00:39:21.930 --> 00:39:23.610 And that's what my fear is in the,
NOTE Confidence: 0.947266839583333

00:39:23.610 --> 00:39:24.770 in, in the future here.
NOTE Confidence: 0.93622824

00:39:25.570 --> 00:39:27.010 Hey, Bart, it's, it's Lee.

NOTE Confidence: 0.93622824

00:39:27.010 --> 00:39:29.002 I just want to interject one

NOTE Confidence: 0.93622824

00:39:29.002 --> 00:39:30.330 comment stimulated by these,

NOTE Confidence: 0.93622824

00:39:30.330 --> 00:39:33.885 these last few speakers and one of them is

NOTE Confidence: 0.93622824

00:39:33.890 --> 00:39:35.924 we've seen this in our equity work as well.

NOTE Confidence: 0.93622824

00:39:35.930 --> 00:39:38.378 When you bake differential payment into

NOTE Confidence: 0.93622824

00:39:38.378 --> 00:39:40.474 the payment system, you bake inequity

NOTE Confidence: 0.93622824

00:39:40.474 --> 00:39:42.202 into the into the healthcare system.

NOTE Confidence: 0.93622824

00:39:42.210 --> 00:39:44.086 So if you decide that you're not

NOTE Confidence: 0.93622824

00:39:44.086 --> 00:39:46.412 going to pay for audio only and we

NOTE Confidence: 0.93622824

00:39:46.412 --> 00:39:48.410 saw in previous session how reliant.

NOTE Confidence: 0.93622824

00:39:48.410 --> 00:39:49.808 The huge section of the population,

NOTE Confidence: 0.93622824

00:39:49.810 --> 00:39:51.070 particularly the Medicaid

NOTE Confidence: 0.93622824

00:39:51.070 --> 00:39:53.170 population is on audio only.

NOTE Confidence: 0.93622824

00:39:53.170 --> 00:39:56.210 You've now basically discouraged providers

NOTE Confidence: 0.93622824

00:39:56.210 --> 00:39:59.210 from offering that service and therefore

NOTE Confidence: 0.93622824

00:39:59.210 --> 00:40:00.610 those patients simply go without.
NOTE Confidence: 0.93622824

00:40:00.610 --> 00:40:01.843 As we know,
NOTE Confidence: 0.93622824

00:40:01.843 --> 00:40:03.740 there's there's unabsorbable need, right.
NOTE Confidence: 0.93622824

00:40:03.740 --> 00:40:05.490 So you can just fill your clinic
NOTE Confidence: 0.93622824

00:40:05.490 --> 00:40:06.845 right back up with people who
NOTE Confidence: 0.93622824

00:40:06.845 --> 00:40:08.450 can pay or pay out of pocket.
NOTE Confidence: 0.93622824

00:40:08.450 --> 00:40:11.090 And I think the 2nd observation
NOTE Confidence: 0.93622824

00:40:11.090 --> 00:40:14.010 is that as long as we're living
NOTE Confidence: 0.93622824

00:40:14.010 --> 00:40:16.116 three months to three months to
NOTE Confidence: 0.93622824

00:40:16.116 --> 00:40:18.100 three months with these waivers.
NOTE Confidence: 0.93622824

00:40:18.100 --> 00:40:19.740 We can't disinvest from our
NOTE Confidence: 0.93622824

00:40:19.740 --> 00:40:21.711 brick and mortar because we have
NOTE Confidence: 0.93622824

00:40:21.711 --> 00:40:23.295 to fire it right up again,
NOTE Confidence: 0.93622824

00:40:23.300 --> 00:40:25.420 you know like a burner.
NOTE Confidence: 0.93622824

00:40:25.420 --> 00:40:27.500 Once we know we have a permanent path,
NOTE Confidence: 0.93622824

00:40:27.500 --> 00:40:28.856 even if it's a lower rate,

NOTE Confidence: 0.93622824

00:40:28.860 --> 00:40:31.282 then we can start extracting value out

NOTE Confidence: 0.93622824

00:40:31.282 --> 00:40:33.378 of the lower cost of of providing tells.

NOTE Confidence: 0.93622824

00:40:33.380 --> 00:40:36.000 Right now we're providing both and it's

NOTE Confidence: 0.93622824

00:40:36.000 --> 00:40:37.500 really actually at an increased cost.

NOTE Confidence: 0.93622824

00:40:37.500 --> 00:40:39.846 I think the health systems it's a

NOTE Confidence: 0.93622824

00:40:39.846 --> 00:40:41.870 it's a revenue source for the for the

NOTE Confidence: 0.93622824

00:40:41.933 --> 00:40:44.210 zooms and the you know EH R's and the

NOTE Confidence: 0.93622824

00:40:44.210 --> 00:40:46.367 others of the world who are helping to.

NOTE Confidence: 0.93622824

00:40:46.370 --> 00:40:48.477 To to outfit this revolution but but

NOTE Confidence: 0.93622824

00:40:48.477 --> 00:40:51.078 I think we're really we don't have a

NOTE Confidence: 0.93622824

00:40:51.078 --> 00:40:53.130 framework yet to really extract value.

NOTE Confidence: 0.93622824

00:40:53.130 --> 00:40:55.433 So I agree some kind of payment

NOTE Confidence: 0.93622824

00:40:55.433 --> 00:40:58.172 ramp is needed and even if it's fee

NOTE Confidence: 0.93622824

00:40:58.172 --> 00:41:00.254 for ServiceNow with a five year

NOTE Confidence: 0.93622824

00:41:00.254 --> 00:41:02.650 ramp to value only at least it's

NOTE Confidence: 0.93622824

00:41:02.650 --> 00:41:04.522 a ramp and then you know that that
NOTE Confidence: 0.93622824

00:41:04.522 --> 00:41:05.809 you'll be able to provide it.
NOTE Confidence: 0.93622824

00:41:05.810 --> 00:41:07.970 So Bart let me turn it back to you.
NOTE Confidence: 0.93622824

00:41:07.970 --> 00:41:09.248 I didn't mean to interject there,
NOTE Confidence: 0.93622824

00:41:09.250 --> 00:41:10.738 but I just was so stimulated
NOTE Confidence: 0.93622824

00:41:10.738 --> 00:41:11.482 by these comments.
NOTE Confidence: 0.81923876

00:41:11.980 --> 00:41:12.724 You know, thank you.
NOTE Confidence: 0.81923876

00:41:12.724 --> 00:41:13.836 So thank you so much, Lee.
NOTE Confidence: 0.81923876

00:41:13.836 --> 00:41:14.540 I mean, as you,
NOTE Confidence: 0.81923876

00:41:14.540 --> 00:41:18.060 as you described that it reminded me of,
NOTE Confidence: 0.81923876

00:41:18.060 --> 00:41:20.525 it reminded me of standing
NOTE Confidence: 0.81923876

00:41:20.525 --> 00:41:23.146 in a jungle gym holding,
NOTE Confidence: 0.81923876

00:41:23.146 --> 00:41:26.835 holding an entire array of of
NOTE Confidence: 0.81923876

00:41:26.835 --> 00:41:29.110 thick ropes hanging from the
NOTE Confidence: 0.81923876

00:41:29.110 --> 00:41:31.248 ceiling and and and not being
NOTE Confidence: 0.81923876

00:41:31.248 --> 00:41:33.090 able actually to swing forward and

NOTE Confidence: 0.81923876

00:41:33.150 --> 00:41:34.977 grab a single rope ahead of us,

NOTE Confidence: 0.81923876

00:41:34.980 --> 00:41:35.988 still trying to,

NOTE Confidence: 0.81923876

00:41:35.988 --> 00:41:37.668 still trying to collect all

NOTE Confidence: 0.81923876

00:41:37.668 --> 00:41:39.899 that we have without advancing.

NOTE Confidence: 0.81923876

00:41:39.900 --> 00:41:41.997 It was a good, it was a good analogy.

NOTE Confidence: 0.81923876

00:41:42.000 --> 00:41:44.000 Our our panel has concluded.

NOTE Confidence: 0.81923876

00:41:44.000 --> 00:41:46.170 I want to thank all the panelists

NOTE Confidence: 0.81923876

00:41:46.170 --> 00:41:49.680 for for their input achieving our

NOTE Confidence: 0.81923876

00:41:49.680 --> 00:41:52.104 objectives maintaining the time and

NOTE Confidence: 0.81923876

00:41:52.104 --> 00:41:55.600 we'll turn it over to to you Lee.

NOTE Confidence: 0.81923876

00:41:55.600 --> 00:41:56.640 Thank you.

NOTE Confidence: 0.81923876

00:41:56.640 --> 00:41:57.160 Well,

NOTE Confidence: 0.938995675

00:41:57.200 --> 00:41:59.306 I, I, I you know once again every year

NOTE Confidence: 0.938995675

00:41:59.306 --> 00:42:01.644 I say I can't imagine the symposium

NOTE Confidence: 0.938995675

00:42:01.644 --> 00:42:03.856 getting better next year but it always

NOTE Confidence: 0.938995675

00:42:03.856 --> 00:42:05.476 does and so this was no exception.
NOTE Confidence: 0.938995675

00:42:05.480 --> 00:42:07.718 This was just really a fantastic
NOTE Confidence: 0.938995675

00:42:07.720 --> 00:42:10.936 and incredibly broad arena that we.
NOTE Confidence: 0.938995675

00:42:10.940 --> 00:42:12.740 That we that we covered today.
NOTE Confidence: 0.938995675

00:42:12.740 --> 00:42:16.020 And I want to just remind folks virtual
NOTE Confidence: 0.938995675

00:42:16.020 --> 00:42:19.365 care consensus.com is where you can
NOTE Confidence: 0.938995675

00:42:19.365 --> 00:42:22.100 find recordings of all the talks.
NOTE Confidence: 0.938995675

00:42:22.100 --> 00:42:24.068 We'll collect up any questions that
NOTE Confidence: 0.938995675

00:42:24.068 --> 00:42:25.958 came through the Q&A channel and
NOTE Confidence: 0.938995675

00:42:25.958 --> 00:42:27.981 post answers there as well if we
NOTE Confidence: 0.938995675

00:42:27.981 --> 00:42:29.977 didn't get to answer them this time.
NOTE Confidence: 0.938995675

00:42:29.980 --> 00:42:31.660 And I want to thank all the panelists,
NOTE Confidence: 0.938995675

00:42:31.660 --> 00:42:34.084 thank all the participants who who
NOTE Confidence: 0.938995675

00:42:34.084 --> 00:42:36.585 stayed with us during the session
NOTE Confidence: 0.938995675

00:42:36.585 --> 00:42:38.595 and really look forward to.
NOTE Confidence: 0.938995675

00:42:38.600 --> 00:42:40.308 All of the great solutions that these

NOTE Confidence: 0.938995675

00:42:40.308 --> 00:42:42.158 panelists are going to implement in the year,

NOTE Confidence: 0.938995675

00:42:42.160 --> 00:42:43.328 in the year ahead.

NOTE Confidence: 0.938995675

00:42:43.328 --> 00:42:45.520 And in the immortal words of Bart's

NOTE Confidence: 0.938995675

00:42:45.520 --> 00:42:47.438 white board there, have a great day.

NOTE Confidence: 0.9018576

00:42:49.720 --> 00:42:51.000 Thanks everybody. Bye, bye.