

SUMMARY

Valis performed a Telemedicine Needs Assessment and ROI Pro-Forma overview of a 204 bed Acute Care Hospital. The Hospital has experienced significant outmigration and transfers due to gaps in provider call coverage. There was also limited or no specialty call coverage for neurology, pulmonary, and cardiology. Primary transfers included Cardiology, Neurology, and Pulmonology Intensive Care cases.

A significant opportunity exists to provide a higher level of patient care if additional specialty providers were available. With TeleIntensivist support, it is possible to retain and care for more complex patients locally by reducing transfer retention opportunities.

KEY FINDINGS

- Limited Physician involvement of Rounding and Discharge Planning
- No Emergent ED TelePsych Services
- No Interventional Cardiology Services
- No access to a Pulmonologists/Intensivists
- Early Identification and Treatment of HAI and Sepsis
- No Transitional Care Unit for increased volume in ICU

REVIEW METHODOLOGY

Valis conducted a Transfer Analysis to assess transfer retention opportunities. The analysis showed that 1131 patients were transferred during 2015. Based on patient diagnoses, 144 patients were selected for further clinical review to determine whether transfer could be avoided with teleintensivist support. Potential types of patients that could be retained with TeleIntensivist services are:

- Low cardiac risk cases
- Atrial dysrhythmias in non-ischemic patients
- CHF in patients without ischemia or critical valvular heart disease
- Moderate to severe renal insufficiency with non-critical electrolytes
- Maintainable pulmonary illnesses
- Simple or persistent seizures previously diagnosed patients
- Completed strokes that would not benefit from TPA
- Complicated ventilator care patients

ESTIMATED ROI

From the projected 12.8% projected retention rate, it was estimated that 144 patients per year could be retained with TeleIntensivist Services.

Projected Margin Intensive Care Unit	Cost
Average reimbursement for Patients	\$8,449
Average adjusted All Payor cost-per-case	\$6,122
All Payor net revenue margin per retained transfer	\$2,327
ROI impact (109 retained transfers x \$2,237 net margin)	\$253,643 net margin/yr
Estimated cost of service	\$162,000
Final projected ROI	\$1,017,140/yr

TELEINTENSIVIST SERVICE IMPACT

- Reduction in unnecessary transfers and costs
- Improved ICU patient rounding by Intensivists
- Improvement with Clinical Care Bundles
- Improved clinical outcomes as demonstrated by established clinical metrics/benchmarks
- Increased Opportunity to retain Cardiology patients with the implementation of a Cardiac Cath Unit
- Improved financial and revenue cycle key performance outcomes (CMI, LOS, Cost Per Case, Discharge Planning)
- Improved clinical outcomes as demonstrated by established clinical metrics/benchmarks
- Improved compliance with LeapFrog, Value Based Care Measures, Joint Commission and CMS requirements
- Improved ICU, Med/Surg and ED nursing skill sets and job satisfaction