



NATIONAL CONSORTIUM OF  
**TELEHEALTH**  
RESOURCE CENTERS

*The NCTRC is dedicated to building **sustainable telehealth programs** and improving health outcomes for rural and underserved communities.*



If you **ALWAYS** do, what you have  
**ALWAYS** done, you will **ALWAYS**  
achieve the same results!!!



## Resources:

Southeastern Telehealth Resource Center  
<http://www.setrc.us/learn>

Telehealth Resource Centers  
[www.telehealthresourcecenter.org](http://www.telehealthresourcecenter.org)

Center for Connected Health Policy  
[www.cchpca.org](http://www.cchpca.org)





# NATIONAL CONSORTIUM OF TELEHEALTH RESOURCE CENTERS

The National Consortium of Telehealth Resource Centers (NCTRC) consists of 14 Telehealth Resource Centers (TRCs). As a consortium, the TRCs have an unparalleled amount of resources available to help virtual programs across the nation, especially within rural communities. Each TRC is staffed with telehealth experts to who are available to provide guidance and answer questions. As telehealth continues to gain more visibility and recognition in healthcare, the TRCs will remain positioned to provide assistance for all.

## Regionals

CTRC



gpTRAC



HTRC



MATRC



NETRC



NRTRC



PBTRC



SCTRC



SETRC



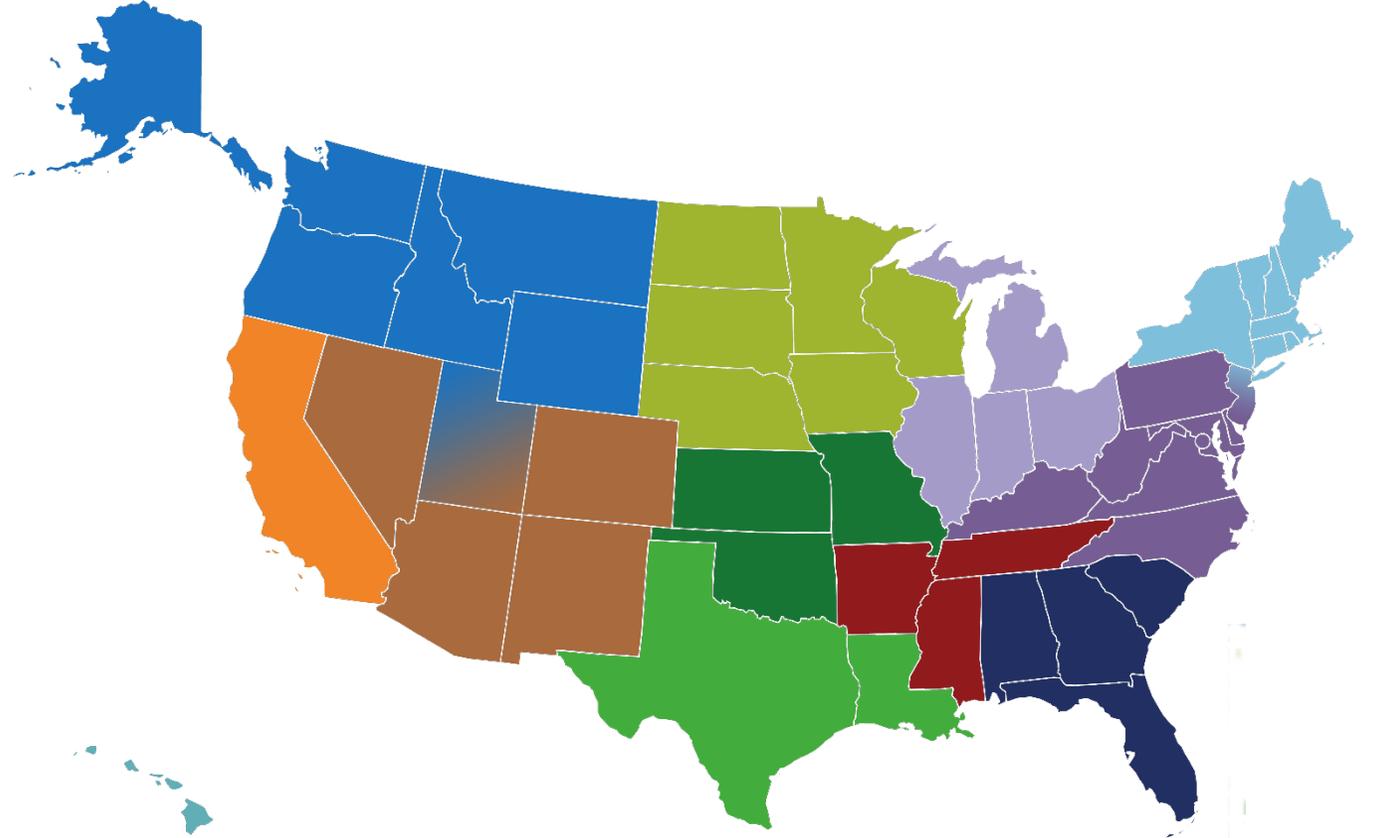
SWTRC



TexLa



UMTRC



## Nationals

CCHP



TTAC



# Lloyd Simmons – SETRC Director



A Proud Member of The National Consortium  
of Telehealth Resource Centers

The NCTRC website hosts many resources. If you can't find what you're looking for, contact your regional TRC:  
[www.TelehealthResourceCenter.org](http://www.TelehealthResourceCenter.org)



NSAT is the education arm of the SETRC and delivers standardized, accredited, and affordable online telehealth education.



A completion certificate with 0.3 CEU/3 credit hours for this course will be awarded when all Learning Outcomes Conditions have been met.

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As an IACET Authorized Provider, HomeTown Health University (NSAT) offers continuing education units (CEUs) for its programs that qualify under IACET guidelines ([www.iacet.org](http://www.iacet.org))

# What services do TRCs provide?

The NCTRC is a collaboration of 12 regional and 2 national Telehealth Resource Centers (TRCs). As a federally funded program, TRCs assist any party interested in starting a telehealth program with:

- Business Models
- Equipment Selection
- Policy
- Practice Guidelines
- Program Development
- Much more!





# Where can I learn more about Telehealth?

[www.TelehealthResourceCenter.org](http://www.TelehealthResourceCenter.org)



# Learning More

The NCTRC website houses fact sheets on telehealth policy, reimbursement, business development, FDA approved technology and more.

Various guides and research resources are also available to help develop your telehealth program.

If you cannot find relevant resources, be sure to contact your regional TRC for expert technical assistance.

Learn more at [www.telehealthresourcecenter.org](http://www.telehealthresourcecenter.org).



# The Webinar Series



## **NCTRC Webinar Series**

The NCTRC hosts an educational webinar every 3<sup>rd</sup> Thursday of the month from 11 AM – 12 PM PT.

Watch some of our videos from the previous years on our Youtube channel:

[www.youtube.com/c/nctrc](http://www.youtube.com/c/nctrc)





# Telehealth 101



# What is Telehealth? - Terminology

You'll often hear **Telehealth** and **Telemedicine**. These terms are sometimes used interchangeably. What's the difference?

- **Telehealth:** Telehealth is an umbrella term, which includes telemedicine and other modalities of communication. It encompasses a broader spectrum of healthcare delivery.
- **Telemedicine:** Telemedicine is direct clinical care provided from a distance using electronic communication to provide/support clinical care.
- **Other Terms:** You may hear other terms frequently used when discussing telehealth such as eHealth, mHealth, digital care, etc. We will focus on the terms “telehealth” and “telemedicine”.





# Benefits and Challenges to Telehealth

# Benefits of Telehealth

- Improved access to health care.
- Reduced unnecessary patient travel.
- Addresses health care provider shortage.
- Reduces provider and patient travel time and costs.
- Patients can receive healthcare locally, especially in rural/heavily populated areas.



# Challenges of Telehealth

- Reimbursement.
- Uncertainty of HIPAA compliance in technology.
- Lack of physician, provider, and staff training.
- Preconceived perception of patient preferences.
- Licensing and credentialing, especially for providers across state lines.
- Concerns for proper reimbursement and malpractice.





# The Value of Telehealth

Telehealth carries different value for varying perspectives.



## Patients

- Accessibility: care when and where they need it
- Affordability: reduces travel time, expense and time away from work/family
- Timeliness: reduces wait time to access specialists
- Integrated and coordinated, “team approach” to care

## Communities

- Keeps patients local whenever possible
- Promotes rapid diagnosis and treatment linked to improved patient outcomes
- Improves outcomes and therefore improves health of population

## Primary Care Providers

- Promotes coordinated care
- Reduces provider isolation
- Maintains primary relationship with patient
- Promotes greater patient satisfaction
- Generates revenue – visit reimbursement
- Access to education
- Working at top of scope

## Specialists

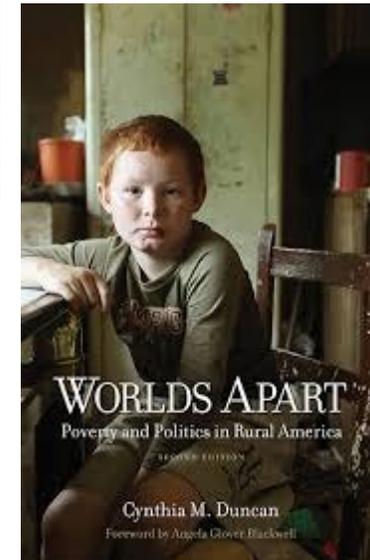
- Extends reach to patients
- Teaching and partnership with PCP reduces the need for future, same-type referrals
- Promotes coordinated care

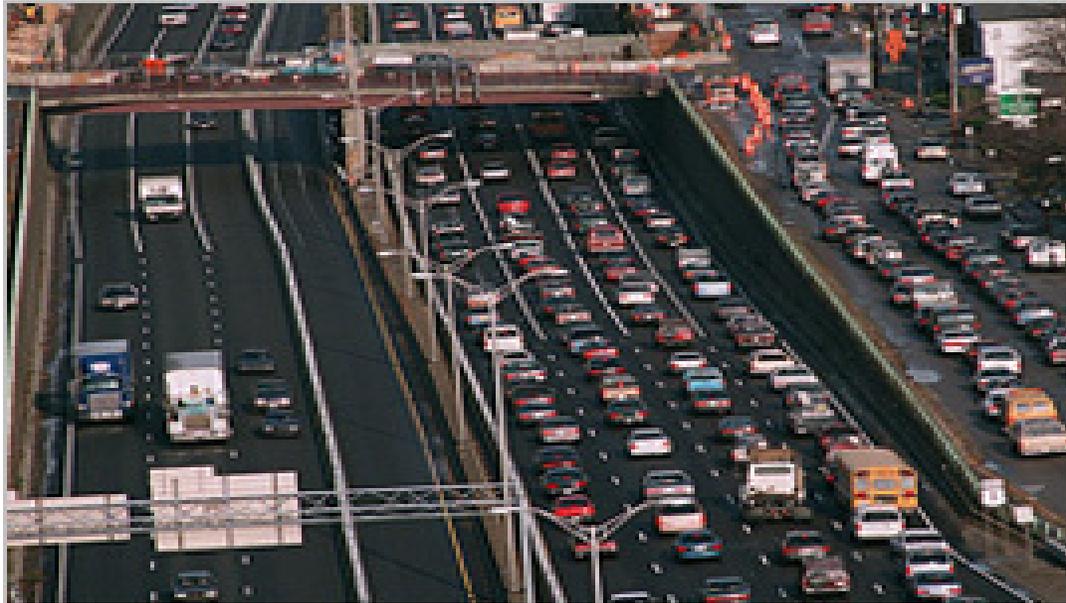
## Health Plans

- Promotes timely access to care
- Increases “provider availability” in geographically challenged areas
- Cost savings
  - Prescriptions
  - Ancillary tests
  - Patient transportation

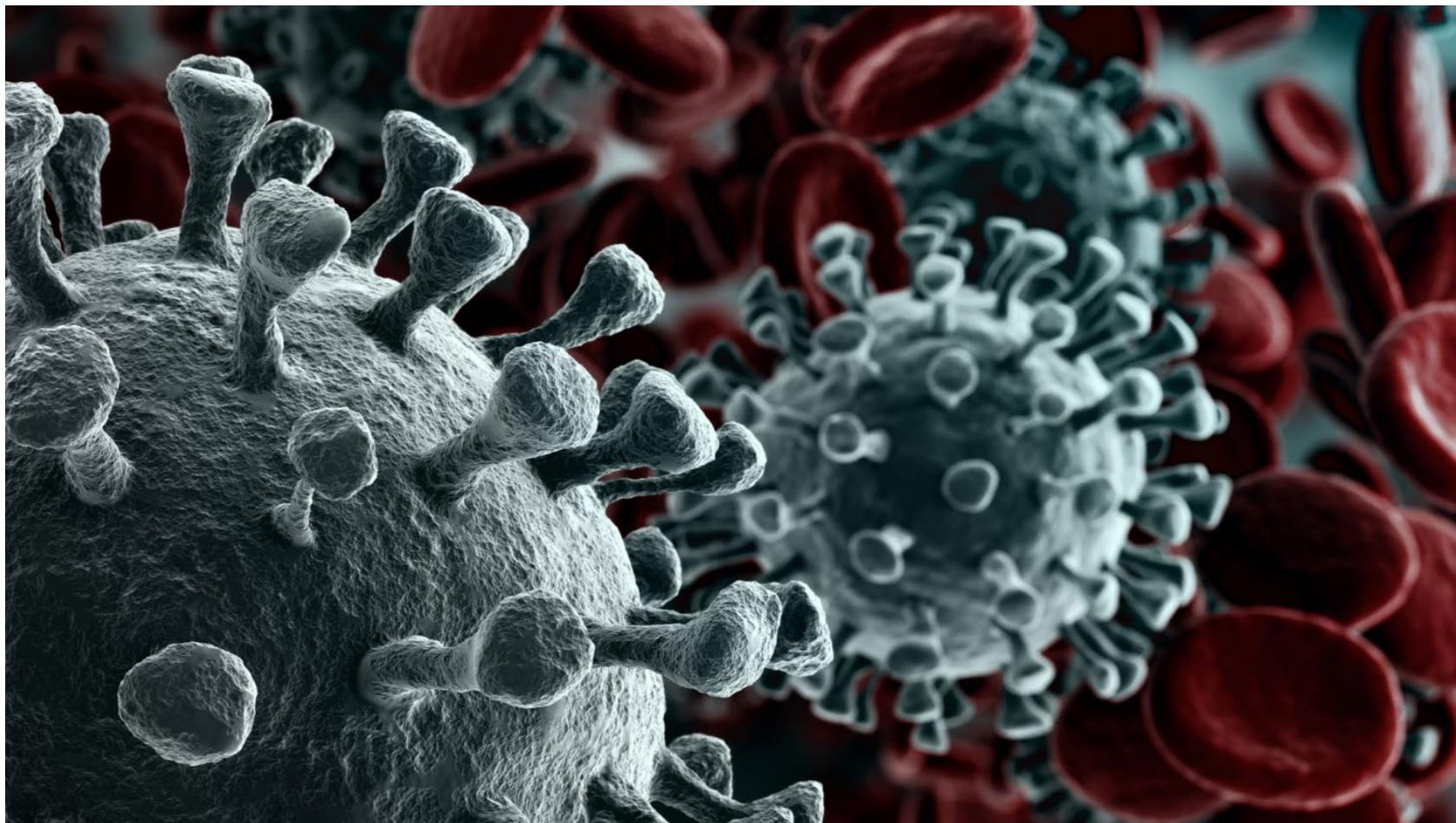


# A Snapshot of the Healthcare in America





# COVID-19 Pandemic



# Where To Start



- Know your state rules and regulations
  - [www.setrc.us/learn](http://www.setrc.us/learn)
  - <https://www.cchpca.org/telehealth-policy/current-state-laws-and-reimbursement-policies?jurisdiction=39&category=All&topic=All>
- What's covered
  - Medicare
  - Medicaid
  - Private Insurances
- Choose a platform
  - <https://www.matrc.org/matrc-vendor-selection-toolkit/>
- Have a plan — *“Using video is about workflow – not technology. If it is too difficult to use or requires an app, it won’t work for my needs.”* Andrew Barbash, MD

# Choosing a Platform



# Equipment

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# Equipment (Carts)

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# Equipment

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# Equipment (Otoscope)

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Horus w/attachments



Firefly



General Exam Camera

# Equipment (Stethoscope)

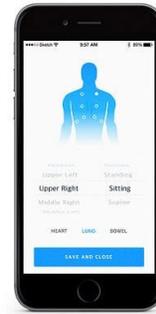
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ThinkLabs



JedMed Digital Scope



Eko Digital Steth

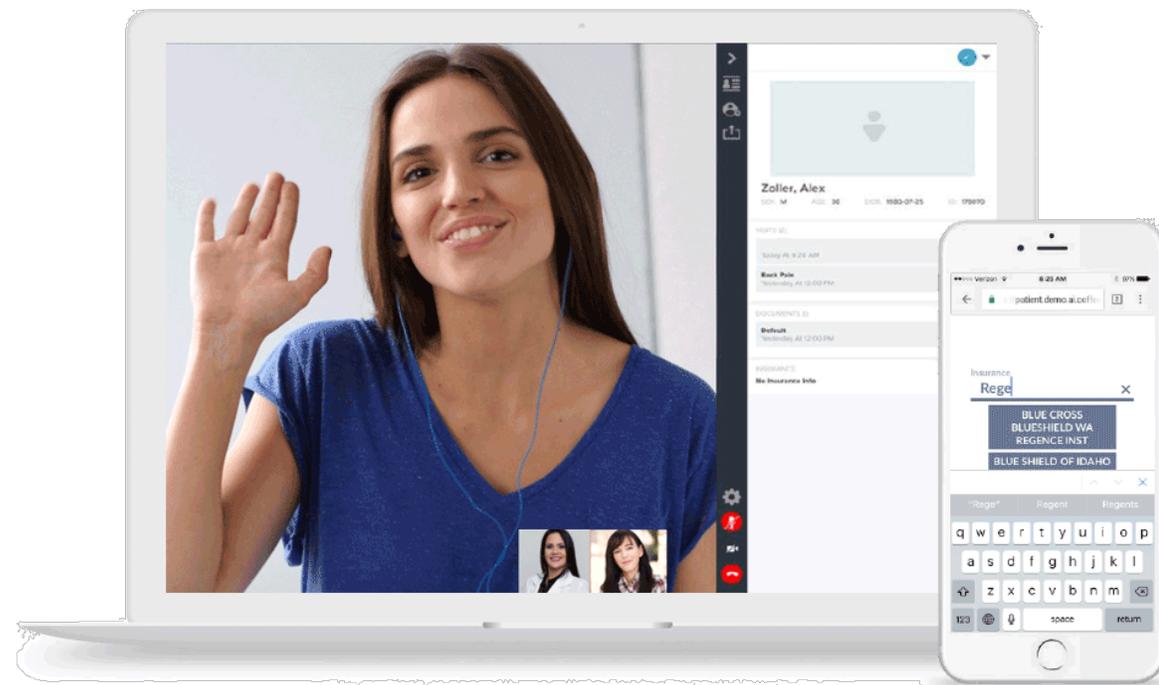


Littman



Clearsteth

# Direct To Consumer



# Remote Patient Monitoring



USB 12 Lead EKG

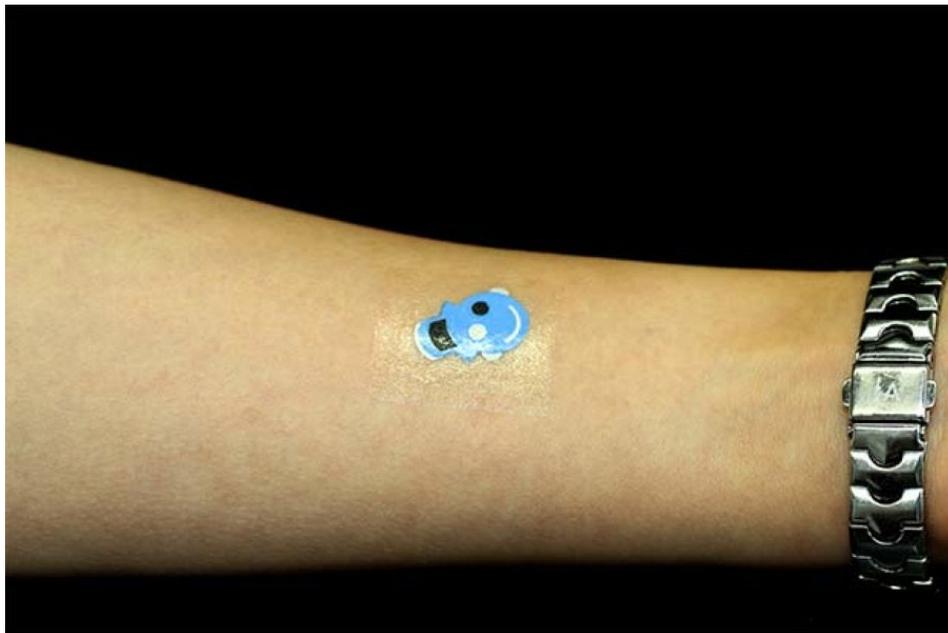
All-in-one Health Monitor



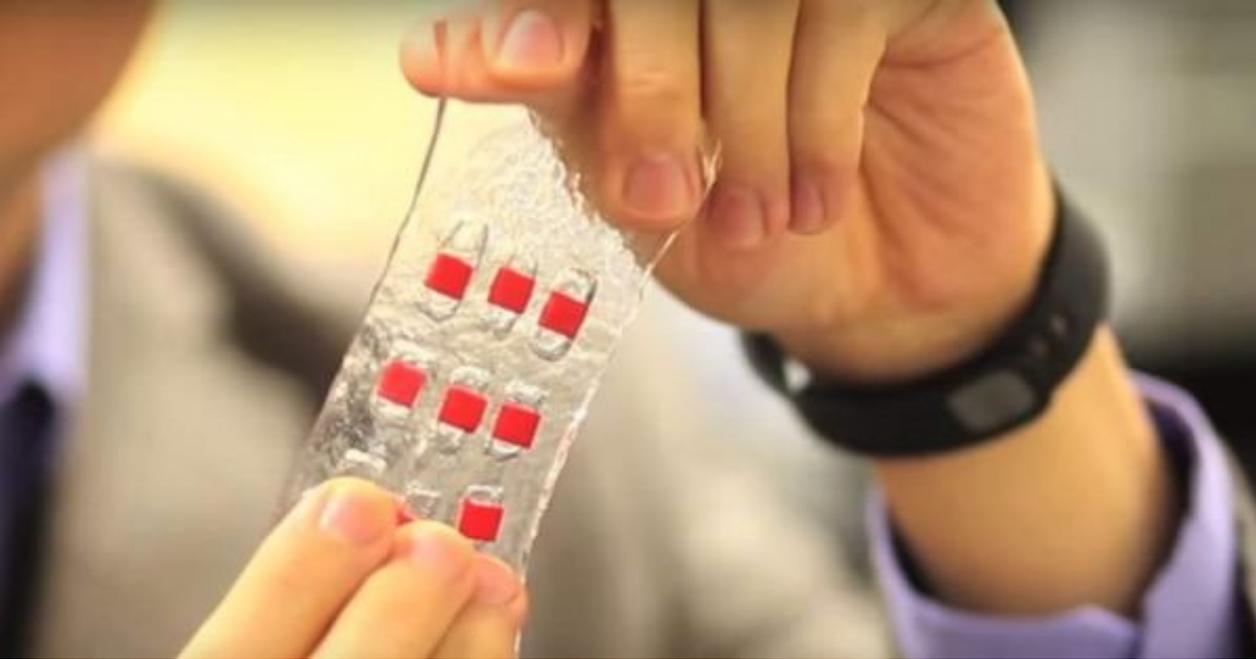
# Consumer Devices



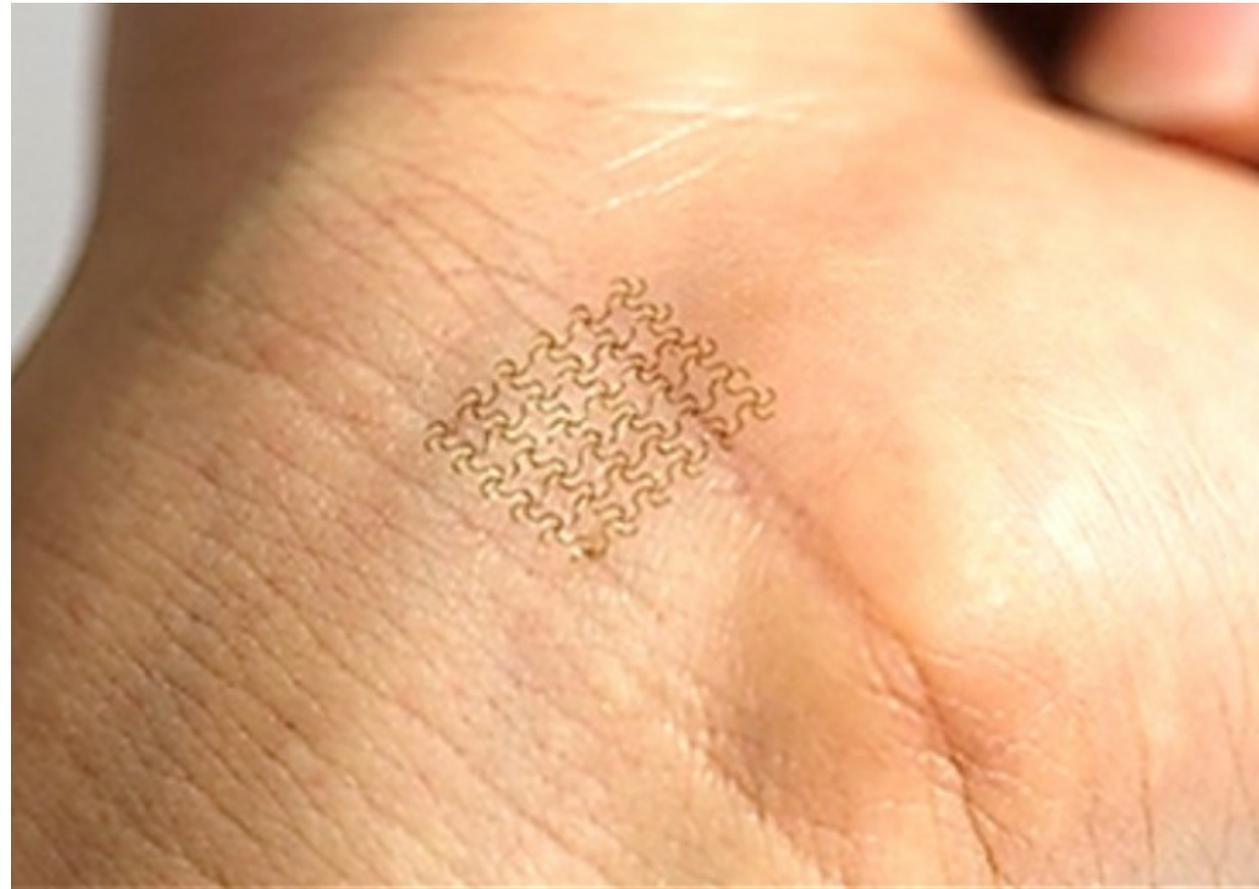
The iTBra gives wearers a digital breast self-exam



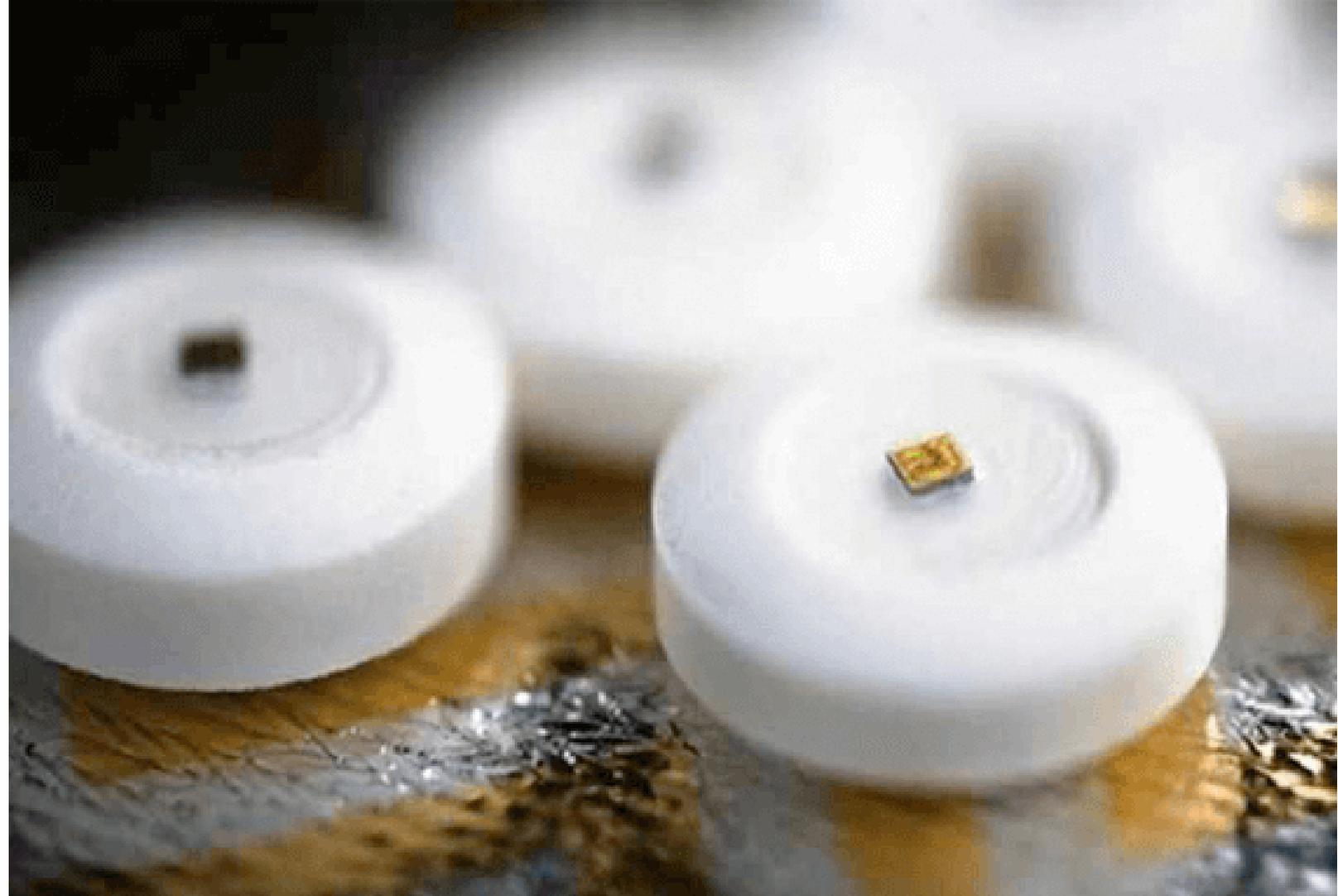
The [Electrozyme](#) temporary tattoo measures **lactate**, a chemical compound generated by muscles as they exert themselves, which is released in sweat.



Hydrogel

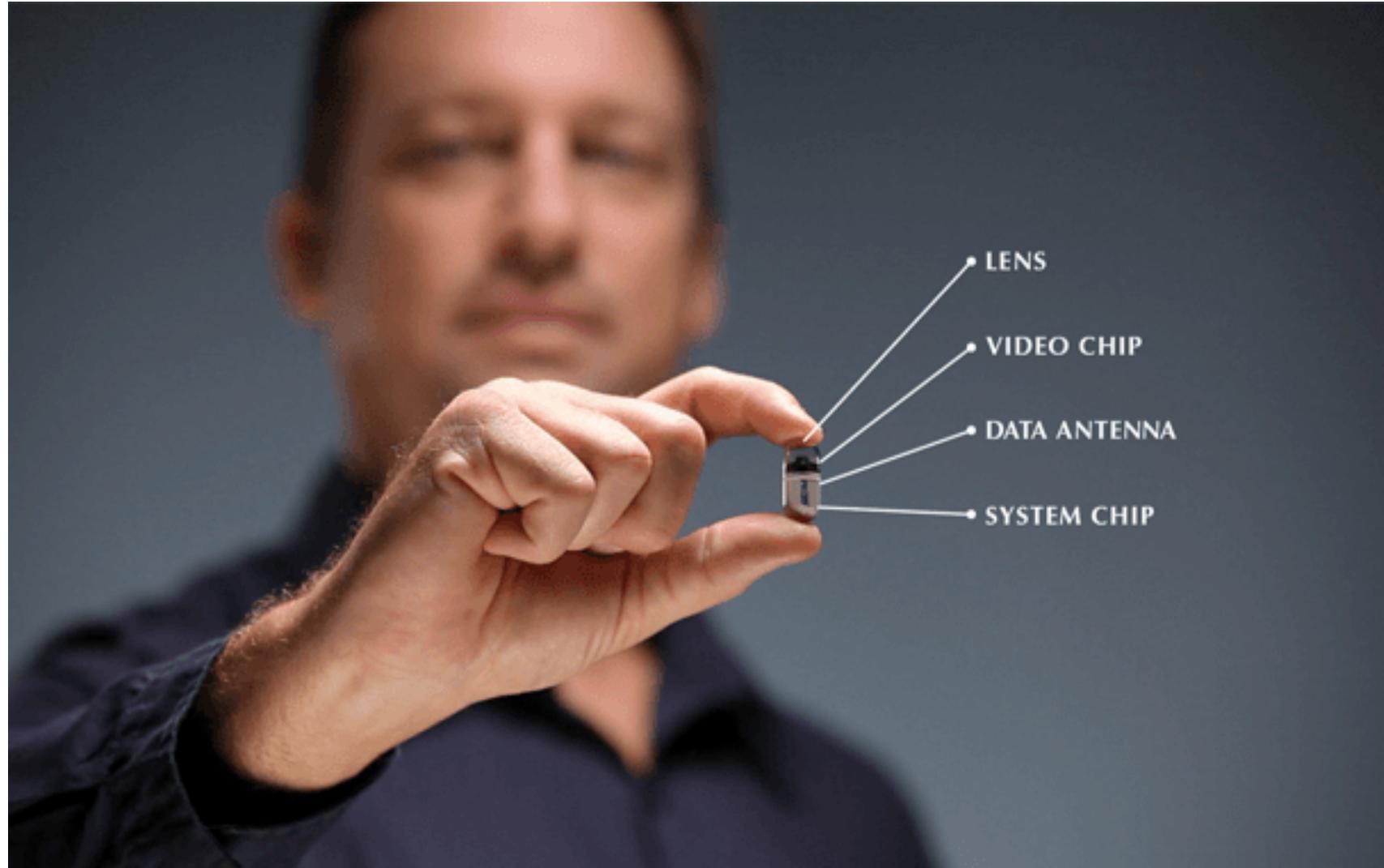


biomedical 'bandage' uses conducting nanowires to offer therapeutic stimulation



## Smart Pills / Ingestibles

Upon swallowing, the sensor is [activated](#) by electrolytes within the body. The pill then transmits a signal to a small, battery-powered patch worn on the user's torso and sends the data via Bluetooth to a caregiver's or family member's smartphone.



## Smart Pills / Ingestibles

The PillCam COLON will allow more people to get screened in an effective and convenient manner

A camera inside a capsule that captures images at a frame rate of 2 to 6 frames per second (fps) based on capsule speed as it travels through the small bowel.



## Smart Pill Bottle

Adhere Tech has developed a smart pill bottle that lights up, buzzes and sends text and voice messages to remind users of their pre-scheduled dosages. In addition to sending reminders, the bottle also keeps track of the number of pills left and how many times the bottle has been opened and closed.

# Thank you!

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