



By LISA REMINGTON

Telehealth: Outlook & Paradigm Shifts

Telehealth became a front and centered technology during COVID-19. As healthcare providers await more news about expanding telehealth regulations, home care, hospice, palliative care, and community-based providers are in a unique position to further their value to physicians, ACOs, health systems, insurers, and Medicaid and Medicare.

According to Forbes, roughly 12 million people receive some form of care at home, compared to about 2 million who live in nursing homes or assisted living facilities. Many are 65 or older and have serious underlying medical conditions, placing them in the high-risk category for severe illness or death if they contract the novel coronavirus.

For care provided in the home, telehealth has been a coveted

technology for decades. Telehealth, mostly unreimbursed, has created care models for the sickest patient populations. For example, providers in the home have implemented telehealth for chronic care management, readmission prevention and reduction, and reduced ED visits. Telehealth has allowed providers to care for higher acuity patients in the home.

Health systems, ACOs, insurers, and payers can utilize the lessons of COVID and beyond to expand care models leveraging care in the home. Integrated technology solutions can be leveraged with physician e-visits to expand virtual care delivery, biometrics can monitor COVID patients. Data exchange can provide powerful communications between stakeholders to align quality measures. Chronic care management can align financial and clinical outcomes.

COVID is challenging, but it opened healthcare's eyes and ears to perhaps a better way to optimize technology and focus on consumer-centric care models. Further, it focused on creating a holistic approach, a systemness to care delivery.

In this July/August issue of *The Remington Report*, we discuss telehealth and changing paradigm shifts. We explore answers to how providers can impact and reshape care delivery with telehealth. Case studies explore how organizations are expanding care delivery models for higher acuity patients. We provide insights into increasing and maintaining continuity of care.

Let's not lose the momentum. Healthcare is expecting rapid advances in telehealth and more virtual care in the near future. It's an opportunity to provide a better connected, holistic patient-care delivery model. |

FutureFocus

Staying Ahead of the Profitability & Growth Curve

GET CONNECTED

Concerned about changes from COVID-19? • Want strategies to boost growth? Curious as to what your peers across the nation are thinking?

Sign up for our FREE weekly e-newsletters to help you see around corners, navigate disruption, build futures, and embrace change. We can help you meet the future of healthcare.

SIGN UP TODAY: Visit <https://remingtonreport.com/newsletter-sign-up/>

