



The Three Domains of Telehealth

- **Hospital & Specialty Care**
 - Specialists see and manage patients remotely
 - “Original” model, embedded in Medicare policy
 - Includes outpatient and inpatient tele-specialty care
- **Integrated Primary Care**
 - Mental health and other specialists work in primary care settings (e.g., PCMH’s, ACO’s)
 - Rural Hospitals and Clinics bring remote specialists on site
 - Rural Clinic drives clinical processes
- **Transitions & Monitoring**
 - Patients access care (or care accesses patients) where and when needed to avoid complications and higher levels of care
 - Often not reimbursed directly
 - Targets are reducing adverse utilization, avoidable readmissions, and sub-optimal outcomes
 - Explosive innovation in this space

Value proposition of telehealth differs among these domains!