Virtual Practice

Conducting Telemedicine Visits
Topics To Consider

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Dr. Ted's Virtual Visit Grading Scale

• (GREET	them	warmly	and	know	them	as a	PERS	ON?
-----	-------	------	--------	-----	------	------	------	------	-----

- LISTEN to their entire reason for seeing you?
- ADDRESS their problem and EXPLAIN your plan?
- EXPRESS EMPATHY?

75	0/
45	/ 0

75	0/
4 5	70

100%

Topics

- Definitions In Telemedicine
- Changes In Healthcare
- 5 Best Practices For Virtual Care
 - Team Support
 - Care Management Strategies
 - Workflow Development
 - Communication-business/medical
 - Technology Choices

Definitions

Telemedicine

The practice of health care delivery, diagnosis, consultation, treatment, and transfer of medical data by a physician using interactive telecommunication via two-way video and audio transmissions simultaneously

Telehealth

Telehealth means a mode of delivering healthcare services that enable the diagnosis, consultation, treatment, education, care management and self-management of patients at a distance from **healthcare providers**. Facilitates patient self-management and caregiver support for patients and includes synchronous and asynchronous communication .

E-Visit

Epic workflow to provide low level diagnosis and treatment via asynchronous communication between a provider and patient via epic: Dermatology

Virtual Visit All synchronous video interactions with patients are virtual visits: there are different channels this can be provided.

- Provider Direct
- Consumer Direct



The World Is Constantly Changing



Hospitals & Physicians Are Not Meeting The Demands Of Consumers

Consumers are driving the demand for change!

What Millennials Want

- 71% want to book appointments with mobile apps
- 74% would prefer to see a doctor virtually
- 75% look at online reviews before selecting a physician
- One-third downloaded a health app in the last 30 days
- 42% have used synchronous video telemedicine

What Hospitals Provide

- Only 14% offer digital tools and information to enable consumer engagement
- Only 23% offer a range of virtual/telehealth access points
- Only 20% have an online price estimation tool
- Only 43% provide messaging between patients and providers

Sources: Salesforce: 2016 State of the Connected Patient; Rock Health: "50 Things We Now Know about Digital Health Consumers," Jan. 9, 2017; Ripton, J.T.: "Five Ways Millennials Are Changing the Healthcare Industry," Becker's Hospital Review, March 1, 2017; Koren, D.: "What Millennials Want When It Comes to Healthcare." Media Post, Dec. 23, 2016; Kaufman Hall: 2017 State of Consumerism in Healthcare.

Macro Trends Transforming Healthcare

Payment Structures, Insurers, Competitors, AI/Technology Are driving change!



Consumer Search,
Triage &
Navigation



Financial Pressure, Health Financing Evolution & Shift of Risk



Affordability
Driving Steerage &
Transition To
Lower-Cost
Settings



Reduction Of
Commercial
Insurance,
Employers Take
Action To Reduce
Cost of Care



Emergence Of New Competitors



Digital Options, Technology & Al Capabilities

Driving The Reconfiguration Of Traditional Health Systems & Care Delivery



Walmart-\$0 Doctor Visit



Q Search OneWalmart

Company ~

Λe **~**

Login

\$0 Doctor visit

Video chat with a doctor 24/7 for as low as \$0.



SEE A DOCTOR ONLINE

Doctor On Demand lets you see a doctor on your schedule, right from your computer, tablet, or phone. It's available to most people enrolled in a Walmart medical plan.

Talk to a doctor anytime, anywhere.



Save time and money

U.S.-based, board-certified doctors can diagnose and treat common conditions through video-chat for as low as \$0 a visit.



Talk it out

Licensed psychologists and psychiatrists are also available to help with depression, anxiety, or other behavioral health issues.



Check your options

Access and cost will depend on your medical plan. See below for your options—even if you're not enrolled.

CVS Plans To Become The New "Front Door" Of Medicine

Eight out of 10 Americans are within 10 miles of a CVS!

"CVS will become the Front Door to Healthcare in America"

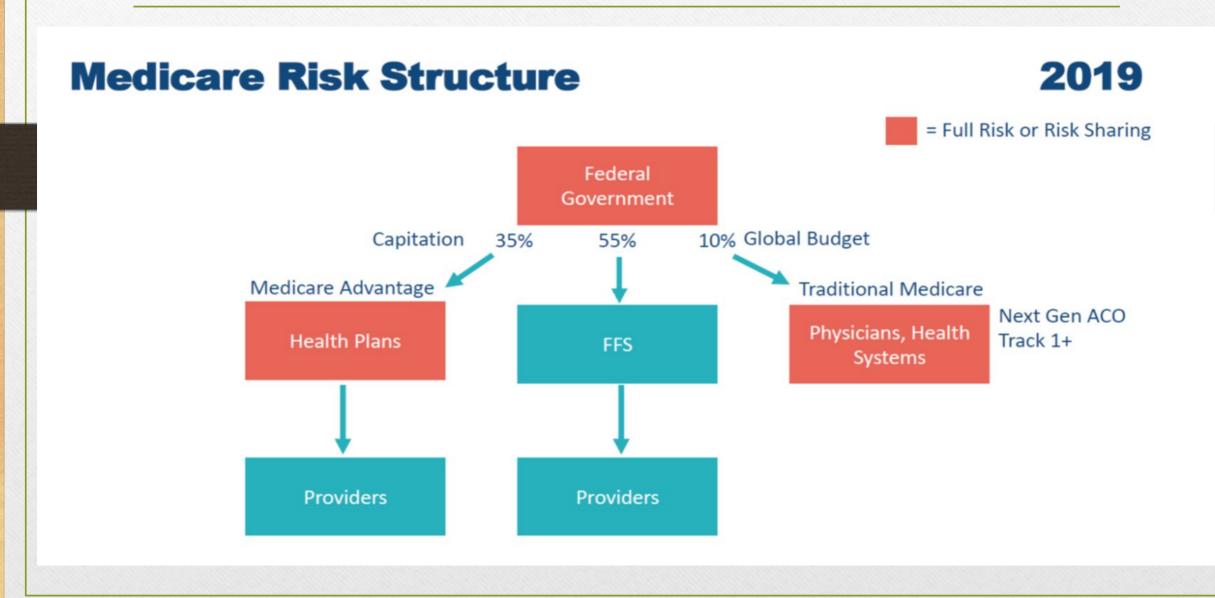
- Larry Merlo, CVS CEO, 2019



Nearly <u>36,000</u> Clinical Professionals, Including Nurse Practitioners, Infusion Nurses & Pharmacists.

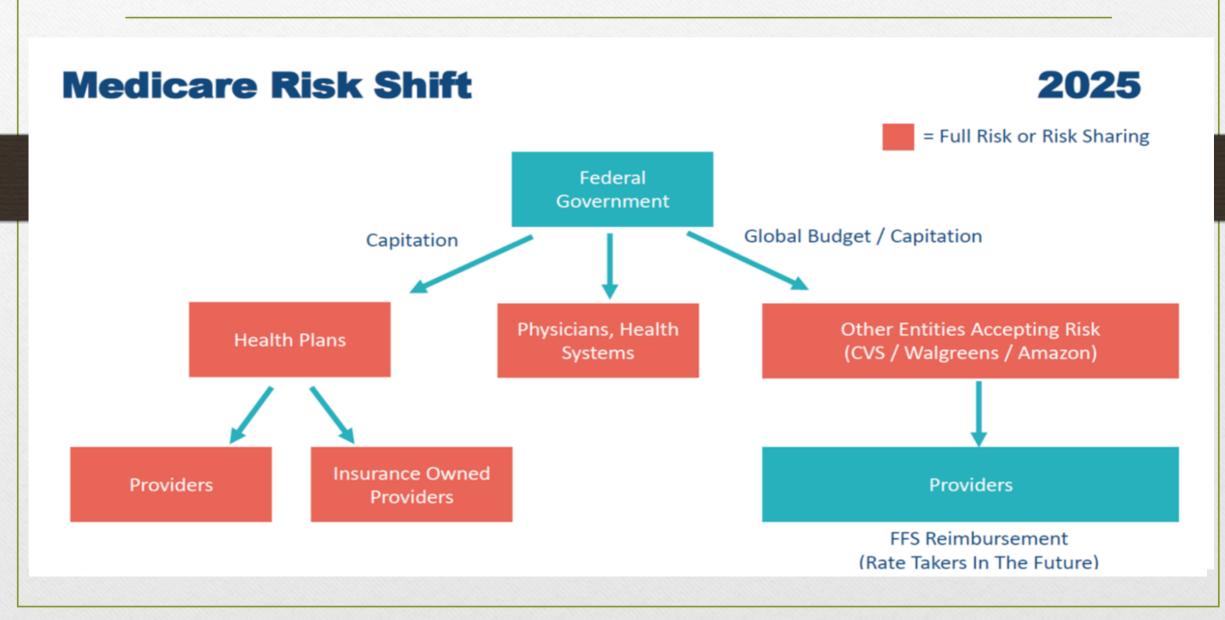
More Than <u>75%</u> Of U.S.
Population Lives Within 5 Miles
Of A CVS Pharmacy

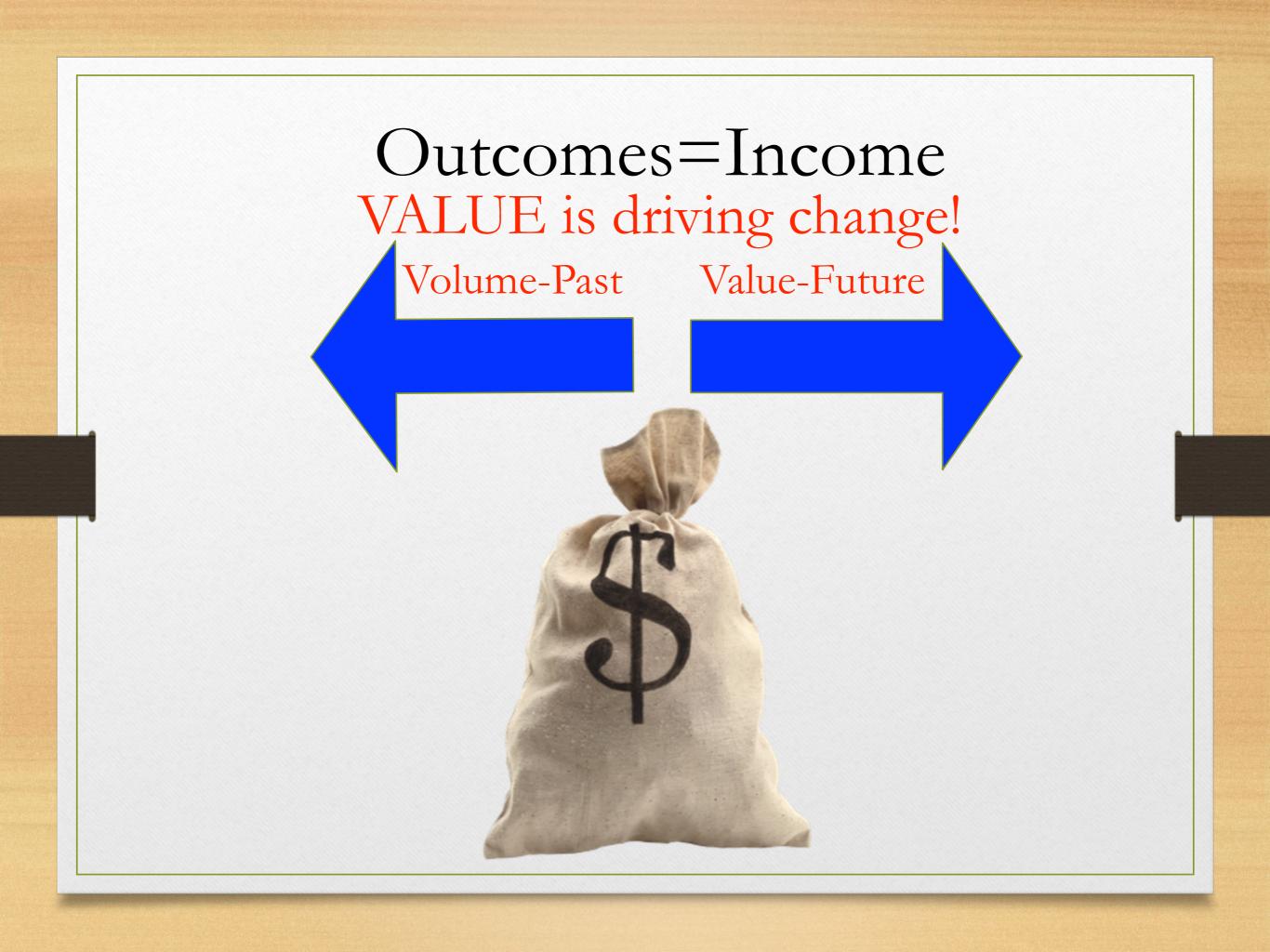
Risk Structures Are Changing-2019



Risk Structures Are Changing-2025

Risk Shifting is driving change!
You need new ways to care for patients more efficiently.





What Do Provider Direct Care and Consumer Direct Care Mean?



Provider Direct

- Ambulatory/
 Clinic
- Hospital
- Post Acute
- Nursing Homes



Consumer Direct

- Patient Initiated
- Home, Work,
 School, Leisure
- Patient's Mobile
 Device
- Retail

The Value Of Consumer Direct Telehealth

New patient acquisition and current patient retention Increased access and convenience for patients

- Rural and underserved
- At work, home, school, leisure
- In disaster situations-It has been Transformative during the COVID Crisis
 Job flexibility, new payment mechanisms, lower overhead costs for providers
 Utilize the appropriate level of clinical service
- Harness new technology and tools to maintain or improve quality outcomes (blood pressure and glucose control) and provide care easier at less cost

Defining Your Future

How Can You Implement Telemedicine To Help YouTransform Your Delivery Of Care

5 Best Practices To Provide Virtual Care

- Gain team buy-in to develop Posture & Confidence
- Develop new care management strategies
- Establish virtual care workflows-Team & Patients
- Streamline patient communication and accessibility to your virtual front-door and be an EXPERT at using EMPATHIC communication to drive engagement and outcomes
- Identify appropriate virtual delivery options and technology to fit your needs

Team Buy In

Posture & Confidence

Your Posture

- Virtual Visits is a major way that you will do business
- Many things can be cared for when a Provider/Patient have a **Relationship** and you are **Responsive** to their needs-in person or virtually!
- Requires you to **RETHINK** your value and your workflows
 - If it involves EVALUATION & MANAGEMENT, it is potentially billable.
 - Allows capturing visits for work previous done for free.
 - Problem types that can be managed with a proper WORKFLOW include:
 - Urgent care issues
 - Medication refills/Annual Health Reviews
 - Mood disorders
 - Chronic medical problems like Diabetes & Hypertension
 - Abnormal or surprise lab reviews
 - Healthy Lifestyle Planning

Team Confidence

- Nurses, MA's, NP's, Front Staff, Ancillary Staff are all CRITICAL
- Identifying at least one Champion would be a great first step
- Caring Communication is the SECRET SAUCE to transfer BELIEF.
 - Convey confidence that we can care for their needs via a Virtual Visit
 - Instill **trust** that the Nurse or MA will guide them to successfully complete a visit
 - Convey that they care for them
 - Praise them for each successful step that they make
 - THEY TROUBLESHOOT-TROUBLESHOOT-TROUBLESHOOT
 - Staff are vital to engaging patients to use Virtual Visits and to handle the patient care needed after visits!!!!!!

Care Management

Develop Your Strategies

Care Management Strategies And Problem Types

Follow up visit for medicine changes

- <u>Hypertension</u>-enrolled in Digital Hypertension program or send them the MyChart Blood Pressure/Pulse order to log their data
- <u>Diabetes</u>-enrolled in Digital Diabetes program or send them the MyChart Glucose reading order to log their data

Depression/Anxiety

New **evaluation and follow up**

Attention Deficit Disorder prescription refill visits

(3 of 4 per year)

Complex Workup follow-up

Surprise Findings on workup-big change in A1c, etc.

Urgent Care

Cold/flu and cough, COVID-19, Allergies and sinus issues, UTI, Fevers, Pink Eye, Sore Throat, Stomach Aches, Rashes

Workflows

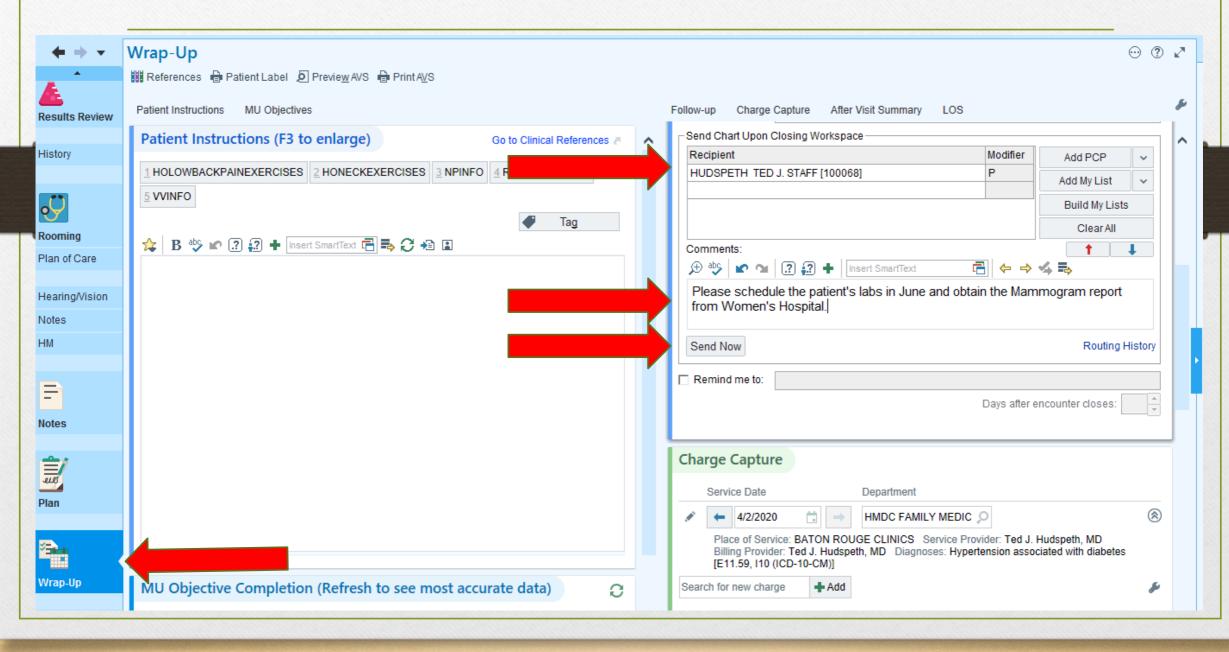
Provider/Team Provider/Patient

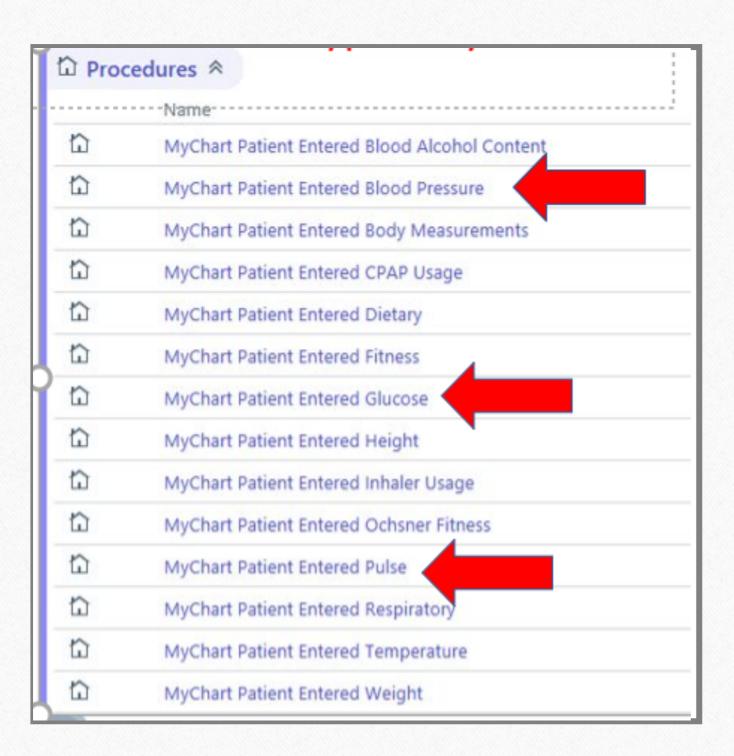
Virtual Visit Workflow - Primary Care Pre & Post Visit Workflows 7 Days Prior to Appt 1-2 Days Prior to Appt Day of Appt Required for every visit: Meds/Pref pharmacy ePre-Check available 7 days Allergies Clinical Questionnaires* prior to appt Vitals* Patient logs into Patient will be in Patient receives *Based on specialty request Patient Patient MyChart mobile receives a virtual waiting AVS with Additional items not required every Patient text 2 days app 15 minutes room with arrived information visit: receives a before scheduled prior if not status until regarding follow up text to Referring provider completed appt time provider joins steps prepare for Health Maintenance History Questionnaires Health Maintenance Calls patient to Completes Med routed for follow reconcile Health Rec if not already LPN/ up and Maintenance completed CCC documentation Scrub schedule for Verify meds and MA completes next day patients allergies, update rooming workflow that have pref. pharmacy, as indicated by clinic preference completed ePrereview Hx if Check applicable i.e. dot system Contact patient to Column complete follow up Review virtual visit available on MA tasks requirements with MPS to show completion of patient ePre-Check/ med rec When VV indicator Completes note Provider conducts shows that patient with appropriate visit with patient, telemed has joined, reviewing patient provider opens the requirements, entered virtual visit in places orders, and information Canto or Haiku drops charges Provider Visit is routed to staff pool for follow up

Nursing Command Central

- Make the appointment/Convert current appointment
- Explain they will receive instructions and will need to do a precheck
- Monitor entry into the visit (video camera icon)
 - If not logged on at the time of the appointment-call patient and troubleshoot
 - If unsuccessful, drive patient to DOXIMITY Meeting
 - Await closure of the visit
- Discharge the patient based on orders/instructions

Provider/Nurse Communication Secure Chat for Problems Wrap Up Tab for Discharge





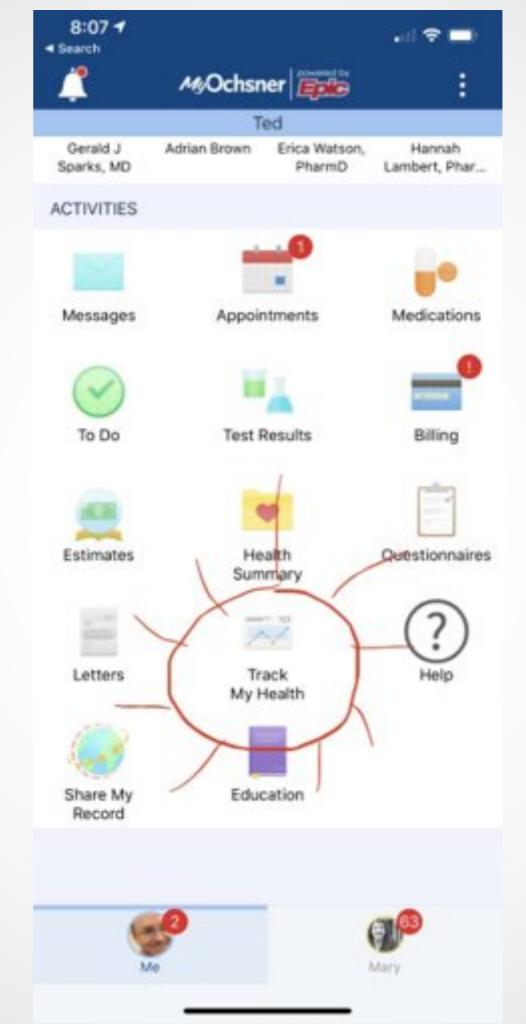
HTN/DM FOLLOWUP MyChart Order Options

In the
"ORDERS TAB",
Type
"MyChart Patient
Entered....."
& select a value you
want the patient to
track

Patient Receive Instructional Video On How To Enter Vital Signs In MyChart

How to enter

Once you send the patient an order to track any parameter, they will have an icon on their MyChart App's "desktop" that can forever be used by them to track their data.



Call Functions To Pull Patient Entered Blood Pressure or Glucose Entries Into Your Notes

• @REVFS(415:15)@

• @REVFS(414:15)@

Call Functions to pull the last 15 home **blood pressures** and pulses in the flowsheet into your note

• @LASTWT(1)@

Call Function to pull the last weight in the flowsheet into your note

@REVFS(417:20)@

Call Function to pull the last 20 home **glucoses** in the flowsheet into your note

Hypertension Note Template

Primary Care Telemedicine Note

The patient location is: Patient Home

The chief complaint leading to consultation is: Hypertension

Total time spent with patient: ***

Visit type: Virtual visit with synchronous audio only and video

Each patient to whom he or she provides medical services by telemedicine is: (1) informed of the relationship between the physician and patient and the respective role of any other health care provider with respect to management of the patient; and (2) notified that he or she may decline to receive medical services by telemedicine and may withdraw from such care at any time.

Subjective:

@SUBJNOHEADERBEGIN@Patient ID: @NAME@ is a @AGE@ @SEX@.

Chief Complaint: Hypertension

@SFHPI@@prohtn@

@curmed@

(a)hmdue(a)

@ROSBYAGE@

Constitutional: Negative for chills and fever.

Respiratory: Negative for cough and wheezing.

Cardiovascular: Negative for chest pain and palpitations.

@SUBJECTIVEEND@

Objective:

@OBJNOHEADERBEGIN@

The patient has been recording blood pressures and pulses at home and the following is the data that was reviewed to make an evaluation and management decision today.

@REVFS(415:15)@

@REVFS(414:15)@

@PHYSEXAM@

Constitutional: The patient is oriented to person, place, and time. He appears well-developed and well-nourished.

Pulmonary/Chest: Effort normal. No respiratory distress.

Neurological: He is alert and oriented to person, place, and time.

Psychiatric: He has a normal mood and affect. His behavior is normal. Judgment and thought content normal.

@OBJECTIVEEND@

Assessment:

@ASSESSNOHEADERBEGIN@

@DIAGX@@ASSESSMENTEND@

Plan:

@PLANNOHEADERBEGIN@

***@PLANEND@

How To Take Photos During A Visit in Haiku or Canto & Import Them To Note



- 1. Snap a photo while seeing the patient in Haiku or Canto by clicking the camera (will be a white button when a patient is active.)
- 2. When writing a note, click on photo button and select photo(s) to paste into note.



Haiku/Canto Camera































Note Writer Paste

Virtual Visit Introduction Note Template

Primary Care Telemedicine Note
The patient location is: Patient Home
The chief complaint leading to consultation is: ***
Total time spent with patient: ***

Visit type: Virtual visit with synchronous audio only and video Each patient to whom he or she provides medical services by telemedicine is: (1) informed of the relationship between the physician and patient and the respective role of any other health care provider with respect to management of the patient; and (2) notified that he or she may decline to receive medical services by telemedicine and may withdraw from such care at any time.

Communication

Business Marketing
Patient Connection

Create A Group Letter To Your Patients

- Develop a letter to your patients about your offering
- Explain the software that will be needed for a virtual visit
- Provide instructions on how to connect to the visit
- Provide a telephone # to troubleshoot issues

Sample Group Letter

Dear @NAME@,

ONLINE DOCTOR VISITS at Ochsner Health Center-Hammond, LA

In these uncertain times, if you are adhering to social distancing but have medical concerns or needs, you can see any of the providers at the Ochsner Clinic in Hammond via a TELEMEDICINE VISIT on your phone or Ipad using the MYCHART APP. We can care for things such as many urgent care issues, medication refills, mood disorders, and manage chronic medical problems like diabetes, hypertension, etc. through a visit of this type. These visits are much like a "FaceTime" visit except that it is through the MyChart App and you can do it in the convenience of your home. Many currently scheduled appointments can also be converted to a Virtual Visit to care for your needs if you like. Most insurances and now Medicare covers these visits just like you are being seen in the office.

IF YOU ARE A CURRENT MYCHART USER, use your MYCHART APP on your phone/ipad or use a computer to go to MY.OCHSNER.ORG and log in to message us for a new appointment or to convert an existing appointment and we will reach out to you to get you scheduled.

If you have a loved one or friend that is not a current MYCHART USER, have them go

to <u>MY.OCHSNER.ORG</u> and click <u>SIGN UP NOW->SIGN UP ONLINE</u>. Once active, they will be able to download the MYCHART APP on their phone or iPad and request an appointment to be seen online by their Ochsner Provider.

Hammond providers that are available for these services include Dr. Ted Hudspeth, Dr. Mike Dunn, Dr. Gerald Sparks, Dr. Brian Callihan, Dr. Kacie Watts, Dr. Ashley Ingolia, Nina Jackson-Battiste, NP, and Trenna Craig Richard, NP.

If you have any questions, please reply directly to me through this message and I will get them answered. MYCHART Site-https://www.ochsner.org/my-ochsner

VIDEOS ON HOW TO USE MYCHART-https://www.ochsner.org/my-ochsner/how-to-use-myochsner

We Offer Telehealth & Same Day Appointments!

Book your Telehealth appointment through my nurse or on MyChart and request a VIRTUAL VISIT Office-985-543-3600

Patient Instruction To Schedule A Virtual Visit

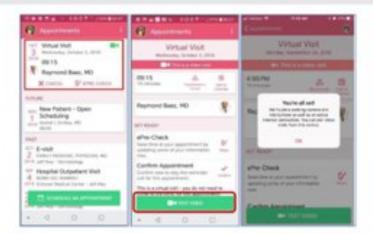
To schedule a Virtual Visit with any provider in the Hammond Clinic through your MyChart App, go to the App and click on the tabs in the following order:

- Appointments->
- Schedule an Appointment->
- Tell us why you're coming in->
- Same Day Virtual Visit->
- Yes, Continue->
- Yes, Continue->
- Yes, Continue->
- Choose The Provider Of Your Choice-> (me or another MD in my practice)
- Pick A Time from the provider's schedule that is convenient for you.

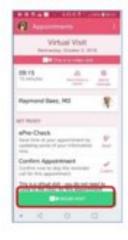


Completing a Virtual Visit in MyChart

This tip sheet provides instructions for completing ePre-check, testing hardware, and ensuring an optimal video experience. This tip sheet should be sent to patients when their video visit is scheduled in Epic.



- After you successfully completed the test and it is time for your appointment, you will follow the same steps you used to test the video hardware.
 - Select Appointments from the home screen and find today's Virtual Visit. Once selected you will see a
 green bar at the bottom of your screen that says "Begin Video".
 - Once selected you will enter a virtual visit waiting room until your provider arrives.



Page 2 of 2

Revised 11/16/2018 11:10 AM by EpicMyOchaner@ochaner.org



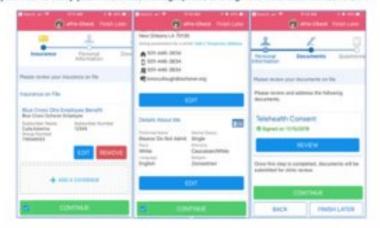


Completing a Virtual Visit in MyChart

This tip sheet provides instructions for completing ePre-check, testing hardware, and ensuring an optimal video experience. This tip sheet should be sent to patients when their video visit is scheduled in Epic.

Here's how to do it:

Once your video visit is scheduled you will need to complete ePre-Check in the MyOchsner app before
your visit to verify your insurance, demographics, and sign the Telehealth consent form.



- Once ePre-Check is complete you will need to test your hardware to determine the microphone and camera on your mobile device is functioning properly prior to your scheduled appointment.
 - To test your hardware, navigate to the Appointment tile from the home screen and select your
 upcoming Virtual Visit appointment. Once the appointment is selected click the green bar at the bottom
 of your screen that says, "Test Video".

Page 1 of 2

Revised 11/16/2018 11:10 AM by EpicMyOchener@ochener.org

An Epic Project

Patients Receive Instructions on how to Complete a Virtual Visit

Patient Instructional Video On How To Start A MyChart Visit

How to enter

Scripting: Hypertension/Diabetes

- Scenario-the patient's blood pressure or glucose is out of control and a change is made on the medicine/therapy. We need to plan a follow up.
- Script- "I usually follow up on this type of problem in 2 weeks. I now offer for this to be done through our Telehealth service which is like doing a facetime visit through the MyChart App. You can do this from anywhere and don't have to come to my office. If you want to do this, I can have my nurse arrange this for you." I then:
 - 1. Send them an order for blood pressure and pulse or glucose entry into the app daily
 - 2. Schedule them for a Telemedicine Visit in 2 weeks
 - 3. See them in 2 weeks using the Telemedicine Hypertension or Diabetes Follow Up Note Template
 - 4. Evaluate and manage their problem based on data from 2 weeks of therapy

Approach To Virtual Visits







Make it about your patient as a Person

You are concerned enough that you want to reach out to them

There is enough to discuss that it warrants a follow up from me personally

The problem at hand can be managed via a Telemedicine visit

Make it about their **Convenience**

Most people are very busy and life circumstances might make a visit to your office difficult. Telemedicine visits can break that barrier.

Most people want to see their provider

Make it about Quality

Not many others in private practice are taking the initiative to work personally with patients remotely to make sure that they are getting the best of care and coordination of care.

Implement Humanistic Techniques

A	Acknowledge
1	Introduce
D	Duration
E	Explanation
Т	Thank you

"People don't

care what you know until they

know that you care!"

-Theodore Roosevelt

AIDET

Patient Want and Needs, Short Form

Decrease anxiety with increased adherence

• How Do We Answer Their Unspoken Questions?

Acknowledge

You are important; I respect you.

Introduce

You can count on us. "Team"

Duration

I respect your time.

Explanation

I want you to understand, so you feel safe and confident about your care.

Thank You

I appreciate you allowing me to assist you.



Preparing For A Virtual Visit

- 1.Test Out Your Webcam.
- 2. Make Sure Your Volume Is On.
- 3.Test Your Microphone.
- 4. Plug In Your Computer Or Mobile Device.
- 5. Use A Wired Internet Connection.
- 6. Close Unnecessary Programs.
- 7. Use the Right Browser.
- 8. Dress Appropriately.
- 9. Find a quiet space.
- 10. Adjust the lighting.
- 11. Read the patient complaint beforehand, if possible.

During The Virtual Visit

- 1. Share your screen when prompted.
- 2. Have the support team's number easily accessible.
- 3. Have the patient's history on hand and CONVEY that you do.
- 4. Follow the same clinical guidelines you would with an inperson visit. Confirm their **reason** for making the appointment. **Listen** fully while they speak and let them finish prior to you filling in history.
- 5. Stay ENGAGED and be CONCERNED-Look in the eye.
- 6. Use facial expressions to convey feelings.
- 7. Enunciate clearly.
- 8. Summarize what you are doing to address their reason for making the appointment and Explain Next Steps.
- 9.THANK THEM!

Demonstrating Empathy & Using Empathic Gestures

- Warm tone
- Eye contact
- Admiration
- Acknowledgment
- Listening
- Non-verbal cues
- Key Words

- "Must be" and "Sounds like"
- "That must be difficult."
- "Sounds like you're going through a lot right now."
- "That must be miserable."
- "I can't imagine what you must be going through right now."
- "That must have been awful for you."

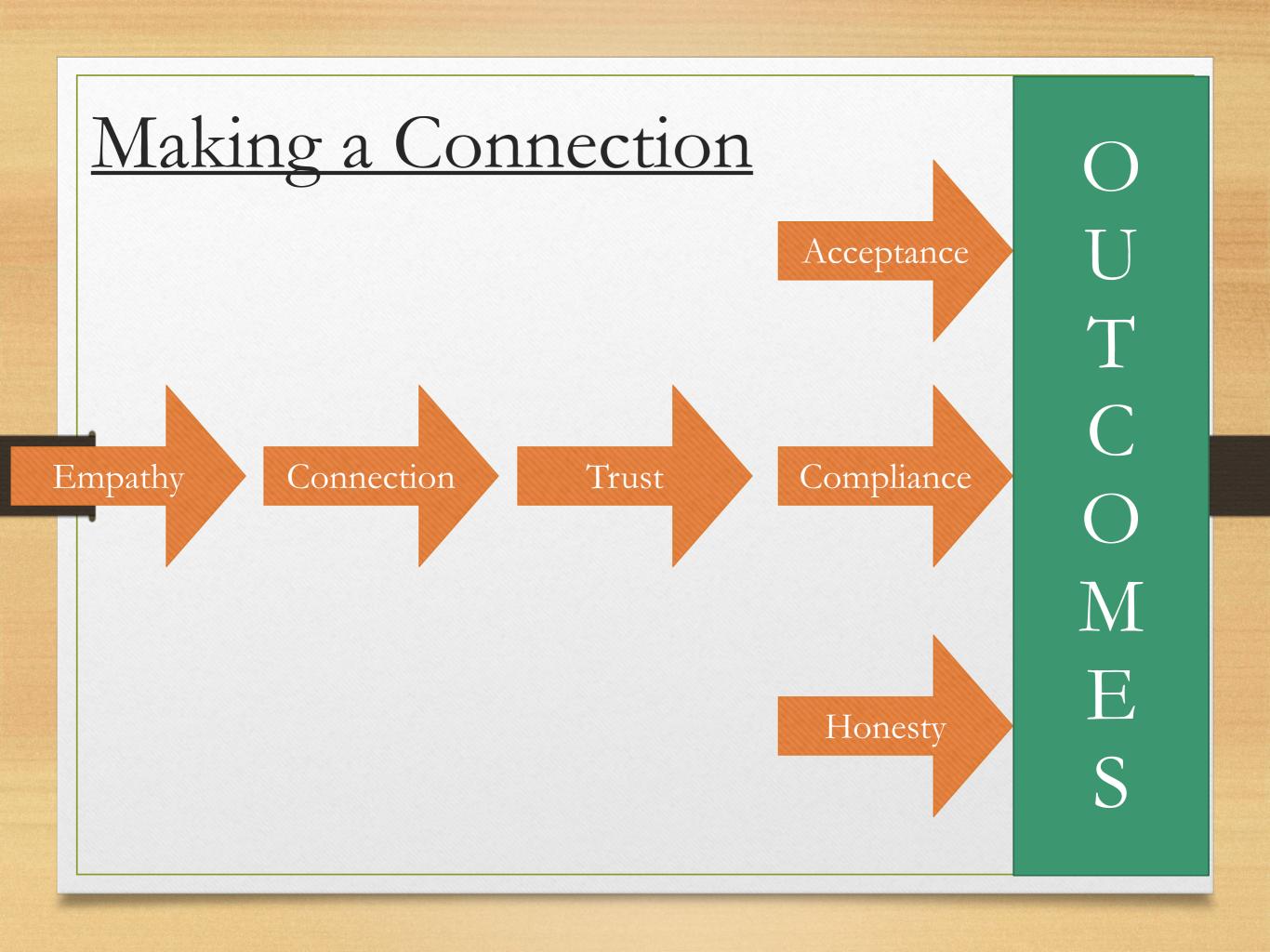
Caring Communication

Decrease Anxiety

Show Empathy



Improved clinical outcomes and increased patient and physician engagement



Model for Deconstructing Burnout



Engagement

Burnout



"People will not always remember what you say; they may not remember all you do; but they will always remember the way you made them feel."
-Maya Angelou

Technology

Choose Tools

Choose Tools-X Think Through Needs

- Must be HIPPA compliant!
- App vs Web Based?
- Supports Communication before and after visit?
- Support patient entered HPI and ROS?
- Patient Entered Data? (Glucoses, blood pressures, pulse, weight, photos)
- Can it take photos during visits for documentation?
- What hardware will you and the staff need?
- IT Support?
- Interfaces with your EMR?
- Allows Escribing?
- Allows peripherals to support physical exam (otoscope, tongue depressor, stethoscope, thermometer)

Virtual Visit Options & Tools



Scheduled Virtual Visits With PCP



24/7 Virtual Care using Virtual Practice Providers

Features



Ochsner Health Kit

















SUMMARY

- Change is HERE!
- 5 Best Practices For Virtual Care
 - Team Support
 - Care Management Strategies
 - Workflow Development
 - Communication-business/patient
 - Technology Choices



- GREET them warmly and know them as a PERSON?
- LISTEN to their entire reason for seeing you?
- ADDRESS their problem and EXPLAIN your plan?
- EXPRESS EMPATHY?

- 25%
- 25%
- 25%
- 25%

100%

THANK YOU!

Dr. Ted Hudspeth thudspeth@ochsner.org