S. 50 - An Act Relating to Insurance Coverage for Telemedicine Services Delivered in or Outside a Health Care Facility

House Committee on Health Care
March 31, 2017
BCBSVT & Telemedicine

- BCBSVT is supportive of S.50 and recently introduced telemedicine services to its members.

- BCBSVT has contracted with American Well to offer access to our members for video telemedicine acute medical care consultations.

- BCBSVT particularly supports the requirement of a HIPAA-compliant secure connection.
BCBSVT Telemedicine Experience

See who’s available

Check their profiles and patient ratings

Share your health data during visits

See the doctor and get better

Providers - MA

Jennifer Marshall
Family Physician
Available Now

Mary Jones
Family Physician
Available Now

Martha Ballard
Internist
Available Now

Jason Bartlett
Family Physician
Available Now

Clara Barton
Internist
Available Now

Bryan Beard

Send a Message

Languages Spoken:
English, Spanish

Professional Education:
Yale University, 1991

Years of Experience:
15 years

Sync your Health information
By syncing your data, you will be able to share it with doctors during visits.

Sync

No Thanks

Katherine Smith

Jennifer Marshall

We’ll see you through.

BlueCross BlueShield of Vermont
An Independent Licensee of the Blue Cross and Blue Shield Association.
# Effectiveness of Telemedicine - Acute Care

<table>
<thead>
<tr>
<th></th>
<th>Telemedicine</th>
<th>Retail Health Clinic</th>
<th>Urgent Care Center</th>
<th>Emergency Department</th>
<th>PCP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Follow-up Office Visit</td>
<td>28.1%</td>
<td>28.6%</td>
<td>25.6%</td>
<td>34.2%</td>
<td>28.1%</td>
</tr>
<tr>
<td>Lab Test within 21 Days</td>
<td>12.6%</td>
<td>36.8%</td>
<td>39.0%</td>
<td>53.2%</td>
<td>37.4%</td>
</tr>
<tr>
<td>Imagining Rates within 21 Days</td>
<td>6.6%</td>
<td>6.0%</td>
<td>8.8%</td>
<td>43.1%</td>
<td>11.3%</td>
</tr>
<tr>
<td>Antibiotic Fills within 3 Days</td>
<td>70.5%</td>
<td>64.2%</td>
<td>67.9%</td>
<td>56.7%</td>
<td>68.2%</td>
</tr>
</tbody>
</table>

Note: Journal of Internet Medical Research; *Virtual Visits of Acute, Nonurgent Care: A Claims Analysis of Episode-Level Utilization* | vol 19 | iss 2 | e35 | p 6

Diagnoses included: sinusitis, upper respiratory infection, urinary tract infection, bronchitis, conjunctivitis, pharyngitis, cough, contact dermatitis, influenza, digestive symptoms, and ear disorders.

The results of the telemedicine visits for acute care are either similar to or better than the results from other sites of care.
Effectiveness of Telemedicine - Behavioral Health

- A 2008 meta-analysis of 92 studies, found that the differences between Internet-based therapy and face-to-face were not statistically significant (*Journal of Technology in Human Services*, Vol. 26, No. 2).

- A 2009 review of 148 peer-reviewed publications examining the use of videoconferencing to deliver patient interventions showed high patient satisfaction, moderate to high clinician satisfaction and positive clinical outcomes (*Clinical Psychology: Science and Practice*, Vol. 16, No. 3).

- A 2010 study found that videoconferencing can be successful in treating post-traumatic stress disorder. The researchers found that the video-based anger management therapy was just as effective as the face-to-face care. *Journal of Clinical Psychiatry* (Vol. 71, No. 7)
Reimbursement Parity

- Two types of telemedicine
  - Provider Direct Reimbursement
    - For “facility to facility” consultations or when provider is having a telemedicine consultation outside of a vendor relationship
    - BCBSVT supports reimbursement parity
  - Vendor Reimbursement
    - For consultations going through a third-party technology and the third-party is contracted with the payer
    - BCBSVT does not support reimbursement parity
Reimbursement Parity

- BCBSVT and VMS agree on reimbursement parity for the two different types of telemedicine

- Need to work with Legislative Council on the language for the bill
Questions?

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