Leveraging Telemedicine for Rural NM

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Overview

- Our Mission

- Compliance

- Workflow

- Revenue

Our Mission

"Deliver healthcare to every corner of NM"

- Launched SiliconMesa® TeleMedicine (2015)
  - HIPAA-compliant, fully encrypted, bandwidth optimized platform
  - Integrated with Electronic Health Records and billing software
  - Stand-alone interface for Origination Site and Patient Portal
- Virtual face-to-face visits from any internet-connected device
  - Home, work, local health office, community center

Compliance

- Must be HIPAA-compliant

- Encrypted end-to-end required

- Bandwidth optimized for rural areas

- Device agnostic (PC/Mac, tablet, smartphone)

- Secure, but simple

Workflow

- Efficiently obtain patient signed forms, demographics, insurance, health history, medications, allergies, chronic problems, vitals, etc.

- Redacted access for Origination Site

- Virtual waiting room

- Pairs well with Electronic Health Records and billing software

Revenue

- State law requires insurers to cover in-office services, that are delivered via telemedicine

- State law requires reimbursement rate matching for those telemedicine services

- Also, Origination Site reimbursement to cover the costs of hosting the patient ($24-$79 per visit)

- Happy patients, happy providers...