LifeBot

advanced telemedicine with continuity of care[tm]

a special healthcare report:

New Directions : The Keys to Reimbursement and Revenues for Pre-Hospital Emergency Care

reimbursement revenues
community paramedicine
mobile integrated healthcare

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Hospitals are doubling their revenues using telemedicine.[1] Nineteen states now mandate reimbursement for telemedicine and more are on the way.[2] Overloading hospitals with the non-acute is no longer a guarantee of reimbursement for EMS. [3] [5]

According to a new report from NHTSA, HRSA, and HHS, "*As the nation faces the possibility of increasing healthcare costs, there is significant opportunity for EMS systems to be part of the solution and help reduce the incidence of costly care for unscheduled patients.*" [4] *view report*

Ultimately, financial survival and the quality of patient care depend upon understanding and adapting to these changes. So what are the most critical issues now surrounding reimbursement and revenues in emergency pre-hospital care?

Key 1 : Avoiding Transports Deemed Non-Reimbursable

Unnecessary transports are increasingly being denied for reimbursement by Medicare, Medicaid and private insurance companies. The new pathway for EMS providers is safe "*Treat and Release.*" Transports are later determined to be unnecessary yet the EMS provider and gaining ER Physician still carry tremendous amounts of liability by remotely deciding that transport is not required.

The Data : The solution is having all the necessary data available to both the EMS provider and gaining Physician. Additionally, this information should be recorded and stored for liability reasons. Avoiding the cost and time of an unnecessary transport allows the EMS crew to be available for additional service calls which actually require transport and are reimbursable.

Key 2 : Expediting First-Time Reimbursement

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Increasing 1st time reimbursement rate by accomplished by making billing summaries more accurate and medically differentiated while decreasing the time spent generating these reports. Seamlessly integrating the physiological data, medications and treatments given into the billing summary without requiring manual information transfer on the part of the EMS crew increases the medical differentiation of the billing summary.

Medical Differentiation : Increasing the medical differentiation directly increases the likelihood that the billing summary is accepted rather than rejected by robots used to scan for potential fraud and abuse.

Key 3 : Increase Reimbursable Services

Providers must increase revenue streams through new contracts with ACOs by providing mobile integrated care for newly released patients (30 days of ACO release) and underserved patient communities. No EMS service should be left behind. 6

Critical Integrated Communications Mobile solutions must have a more powerful integrated communications platform (3G, 4G, LTE, cellular, data radio, etc.) on-board for real-time telemedicine consultation during the visits. This allows a more equitable balance of risk and reward for the EMS provider. Sending EMS professionals to newly released patients without the real time support of the responsible ACO could mis-align the risk and incentives for a new relationship.

Conventional consumer products (cellphones, tablets, etc.) most often have inherent weaknesses, so qualified components specifically designed for these specialized applications must be used to succeed. We have all experienced, "*Can you hear me now*?"; the difficulties associated with maintaining communications on consumer based mobile devices.

Key 4 : Increased Efficiency = Reduced Workload

With integrated communications management, everyone's workload drops. Thorough information is automatically conveyed, so substantially less typing and talking, or verbal communications, are required on each call.

Automated Data Transfer This can accelerate units going back into service. Since responses are matched to the level of care required, vehicle and equipment use is more efficient. Critical assets are freed to respond to real emergencies.

LifeBot 5: Deploy Fast, Deploy in Scale

Fulfilling the needs of one medical speciality is inadequate. System design should be multi-disciplinary addressing the needs and data requirements respectively.

The EMS community is where all medical disciplines come together. The era of single purpose medical devices is a thing of the past. For Mobile Integrated Healthcare to be successful, the systems deployed must be useful by the broadest number of medical disciplines. Modular design expands this capability while keeping costs under control. The modular design of the LifeBot 5 allows the unit to be modified to fit the specific needs of the organization rather than the organization changing to meet the

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design of the technology which is the key to going to scale.

Small, lighweight, self-contained, multidisciplinary, and cost effective the LifeBot 5 is not only designed for rapid scaled deployment, but also to substantially reduce the costs associated with use of mobile telemedicine systems.

The Most Important Key : Implement an Integrated System rather than a Technology "Dead End"

According to LifeBot CEO Roger Heath, "*The choice is simple, use cobbled together gadgets or use a fully integrated system. The LifeBot 5 is the only solution providing the automated flow of core data for medical differentiation to secure reimbursement. And, it is the only one with a future of critical patented technologies.*"

References:

1. **FierceHeathIT** Telemedicine helps hospitals double revenue." *University of California Davis Children's Hospital in Sacramento, found that the average number of patients transferred annually nearly doubled following deployment of such services.* view article

2. **American Telemedicine Association** State Telemedicine Policy Matrix *For a regularly-updated overview of public policy in each of the 50 states, please see ATA's State Telemedicine Matrix.* view article

3. **EMS World** Your Mobile Integrated Future"*EMS was never simple, but its future looks complicated indeed. As the Affordable Care Act ripples across the landscape and remakes the way we deliver out-of-hospital care, there's pressure to embrace concepts like "community paramedicine" and "mobile integration" of healthcare services without even, in some cases, a clear idea of what they mean and how they fit.*" view article

4. **NHTSA, HRSA, HHS** Innovation Opportunities for Emergency Medical Services" *The pre-hospital EMS system is uniquely positioned to care for 911 patients and assist less emergent patients with transport to the most appropriate care setting based on medical and social needs.* view article

5. **ems1.com** Moratorium targets Texas ambulance service providers" *Fraudulent billing for medically unnecessary ambulance transports has cost taxpayers millions of dollars.* view article

6. **EMS World** Finding a New Seat at the Healthcare Table" *Will the emerging concept of mobile integrated healthcare practice transform EMS?* view article · view MedStar Presentation

LifeBot Telemedicine in The News:

SyFy Channel dvice.com Telemedicine device gives medics a portable emergency room , "*The portable, 15-pound LifeBot device is ruggedized for use hazardous outdoor conditions and designed to be an all-in-one telemedicine hub.*" view article

ems1.com Telemedicine and EMS: The future is now , "*One system does it all, without the need to cobble together separate products or systems. You can make any ambulance a telemedicine ambulance with one portable device instantly. This can not only provide higher levels of care, but also save money,*

substantially lower the chances of risks or errors, and save lives."
view article

Liberty County EMS ready for LifeBot DREAMS technology , "*Liberty County EMS tested the DREAMS technology (Disaster Relief Emergency and Medical System) during Katrina when it was being developed by University of Texas Health Science Center and Texas A&M University. They are now ready to contract with LifeBot, the commercial developer releasing the product to market.*" view article

TrendHunter.Com Militarized Medical Monitors : The LifeBot 5 Connects Medics with Field Hospitals , "*The LifeBot 5 is more or less a medical Swiss Army knife. It can record blood pressure, heart rate, body temperature and has a built-in electrocardiography (ECG) and can perform ultrasounds.*" view article

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LifeBot has partnered with Verizon Wireless to save lives and to reduce the costs of healthcare delivery.

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