

2018

## The Year “Telemedicine” Becomes Just Medicine.

Vidyo surveyed over 300 nurses, physicians, healthcare administrators and IT professionals about telemedicine and telehealth practices and investments at their healthcare delivery organizations (HDOs). Here’s what we learned:

### 1 Telehealth has hit the mainstream

75%+



of HDOs are using telehealth solutions or plan to use them in the near future.

66%+



of HDOs are spending **20% or more** of their total technology budget on telehealth solutions.

TELEHEALTH IS ONE OF THE **TOP 4**



investment priorities for HDOs.



### 2 Telehealth drives positive patient outcomes and hard ROI for HDOs

IMPROVING PATIENT OUTCOMES

**#1 PRIORITY**

for measuring ROI of IT investments

Most HDOs say telehealth needs to **improve or significantly improve** patient outcomes to be considered



HDOs reported a better-than-expected result from telehealth.

47%

Increased cost savings to the practice/facility

51%

Improved efficiency or timeliness of care delivery

58%

Increased provider satisfaction

### 3 Reluctant adopters are out of excuses



Two-thirds of HDOs say **patients are receptive** to using telehealth.



Two-thirds of HDOs say telehealth technologies are **easy for nurses and physicians to use**.

**MOST HDOs**

SAY TELEHEALTH TECHNOLOGIES ARE

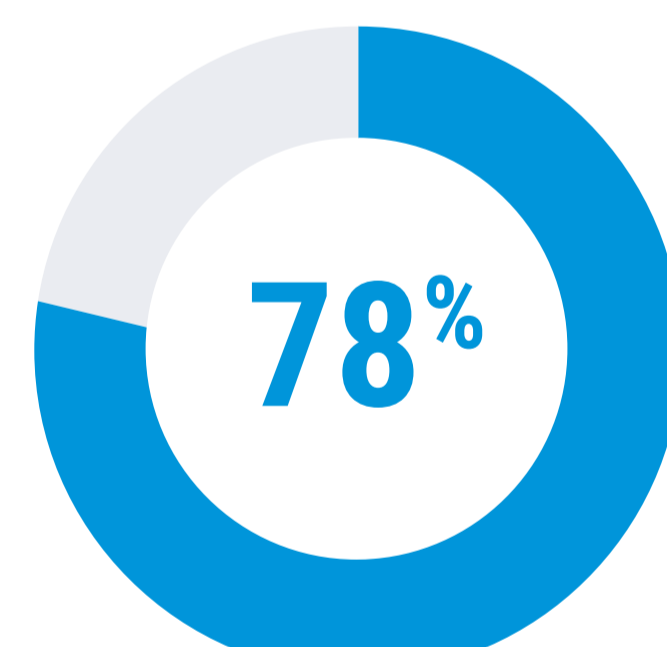
**Easy for patients to use.**



### 4 To launch or scale up telehealth usage, prioritize video

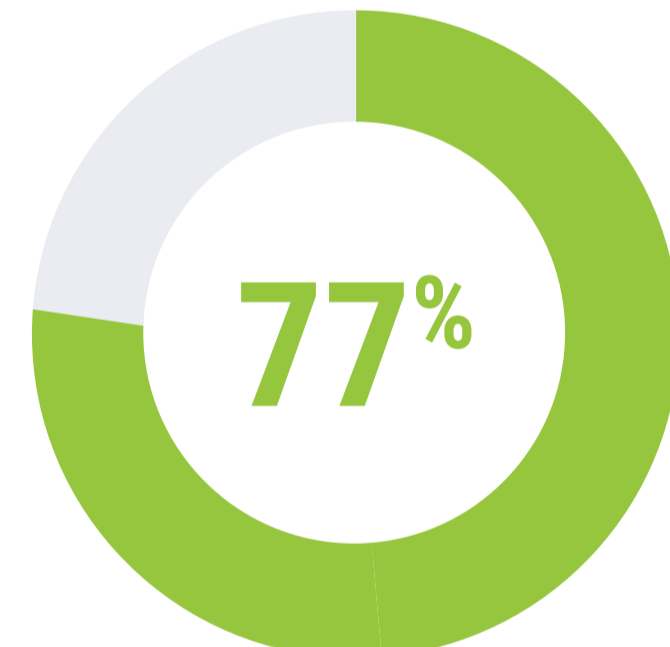
Video adds significant value to all the top telehealth uses

Remote Patient Monitoring



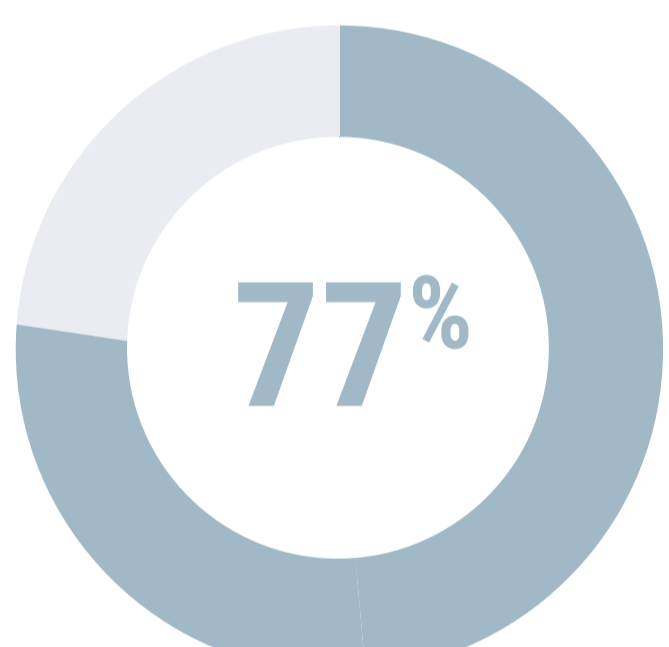
Video allows patients to ask questions so small issues don't become major complications.

Virtual Interaction



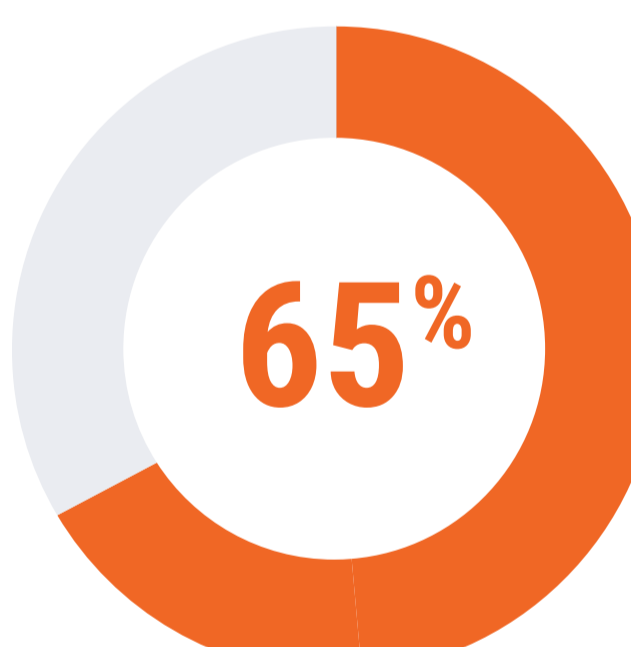
Video builds personal connections between patients, families and care team members.

Mobile Health



Mobile video gives patients access to virtual care from any place, at any time.

Store and Forward



Video allows collaboration between care providers on complex cases.

*\*percentages of HDOs that are using video for telehealth or planning to use soon*

### 5 IT professionals can, and must be, strategic partners for clinicians

IT respondents are **more likely than clinicians** to report their HDO is using each of the major telehealth modalities.



IT may know better what's available in their facility.

IT may know better what telehealth resources are available and what the plan is.

IT respondents are **more likely than clinicians** to report dedicated technical teams, dedicated budgets, dedicated clinical teams, and five-year project plans.

VIEW THE EBOOK

<https://www.vidyo.com/Telemedicine-Is-Medicine>