

## Market Drivers for Telehealth

Today's healthcare providers face several major market challenges driving them to re-think their business and care delivery models:

- Current models of care are becoming unsustainable
- Reimbursement models are shifting from 'fee for service' to 'value-based'
- Re-admission penalties now require more proactive and preventative care capabilities
- Healthcare costs are expected to increase annually by >5% through 2020

Many providers are turning to Telehealth as a solution to help address these needs and provide a game-changing solution for their business.

## The Telehealth Maturity Model

Many healthcare organizations have established single, independent Telehealth services to address a specialty need (e.g. TeleStroke, etc.). These organizations are now looking to expand and develop a Telehealth program with multiple services strategically aligned and market focused. We developed a model to measure client's varying maturity levels within Telehealth. We help our clients establish new Telehealth services or accelerate existing services to more advanced stages of success.

## Our Telehealth Services

Our Telehealth consulting services are tailored to each client's specific needs and goals. We can design and implement the right set of programs to help you realize new revenue streams, reduce the cost of services, accelerate time to market in launching new services, and improve patient access to care. Let us know what your challenges are, and we can tell you how Telehealth can help.

- Opportunity Assessment
- Business Plan
- Service Designs
- Vendor Selection
- Implementation
- Pilot Program Design

## Unparalleled Expertise

Our Telehealth experts have extensive operational and consulting experience implementing Telehealth solutions for a wide variety of hospitals and health systems to meet their growth, cost and quality goals. Contact us for more information:

## Unique Culture. Exceptional Service.

Schumacher Clinical Partners Consulting Services combines the personalized service, custom solutions and culture of a boutique firm with the extensive expertise and resources of a large company.

### **The Focus of Our Consulting Practice –**

We offer comprehensive, end-to-end performance improvement services to help provider organizations adapt and excel.

**We are execution-focused –** A strategy is only as good as the ability of the organization to implement and sustain improvements. Our Consulting Team has decades of experience implementing realistic and cost-effective solutions to complex challenges.

**Our Real World experience –** We have experience working in all areas of healthcare, but we are *not* a think tank. We deliver practical solutions to our industry's toughest problems across financial, operational, clinical, and technology areas of healthcare. We see our role as your executive facilitators, guides, and subject matter experts to support your management team and internal resources.

**Our Style –** We work effectively and easily with all levels of the organization.

We listen to all ideas, regardless of where they originate, and evaluate them on their merits. We treat everyone respectfully and professionally. We know how to directly, openly and appropriately deal with complex issues in a positive way, and build commitment and consensus around viable solutions for performance improvement.

### **The Strength of our Relationships –**

Many of our clients are long-term partners and we work with healthcare leaders throughout the course of their careers.

**Our Values –** Our Associates are focused exclusively on doing what is right for the client. We stand by our commitments. We understand that our clients will benefit from having a Partner that is fully invested in their success.