

Value Propositions



As you identify a need for telehealth at your organization, you may be faced with apprehension or skepticism.

While the decision ultimately comes down to what your team and leadership think is best for the practice or organization, below are audience-specific reasons telehealth might be a worthwhile investment.

VALUE FOR PATIENTS

- Save time and money spent on commuting to doctor's office for in-person care
- Remove transportation barriers (traffic, distance, immobility) from accessing care
- Make seeing medical providers easier and more convenient
- Increase access to communication with the care team
- Help manage chronic conditions from the comfort of the home
- Increase access to specialized care that's typically unavailable in rural or underserved areas
- Reduce risk of spreading or contracting contagious disease

VALUE FOR CLINICIANS

- Improve continuity of care: Keep patients within their medical home
- Deliver care more efficiently
- Improve patient outcomes
- Improve chronic condition care
- Better serve patients who would otherwise have limited access to care
- Formalize extended or frequent patient communications and provide compensation to physicians for these services
- Improve data quality through real-time symptom tracking
- Reduce burnout through efficiency and diversifying practice
- Coordinate care between specialists and PCPs in rural or underserved areas

VALUE FOR CARE TEAM MEMBERS

- Bring efficiency to wait times, overcrowding, and scheduling
- Increase in-person visits for patients who need to be seen in-person and route patients who do not need to be physically examined to telehealth care
- Improve patient satisfaction and retention
- Provide the ability to practice at top of your license

VALUE FOR ORGANIZATIONAL LEADERSHIP

- Introduce a new revenue stream with expanded access to care
- Help fulfill quality measures
- Improve efficiency
- Improve chronic condition care
- Improve patient retention and loyalty
- Reduce no-shows or cancellations
- Contribute to community outreach goals
- Expand patient base through access and referrals
- Increase data-driven care
- Increase perception of organization as innovative