

Sponsored by LPRT:

LEADING PRODUCERS
ROUND TABLE

nahu.org/lprt

Telehealth & Advocacy

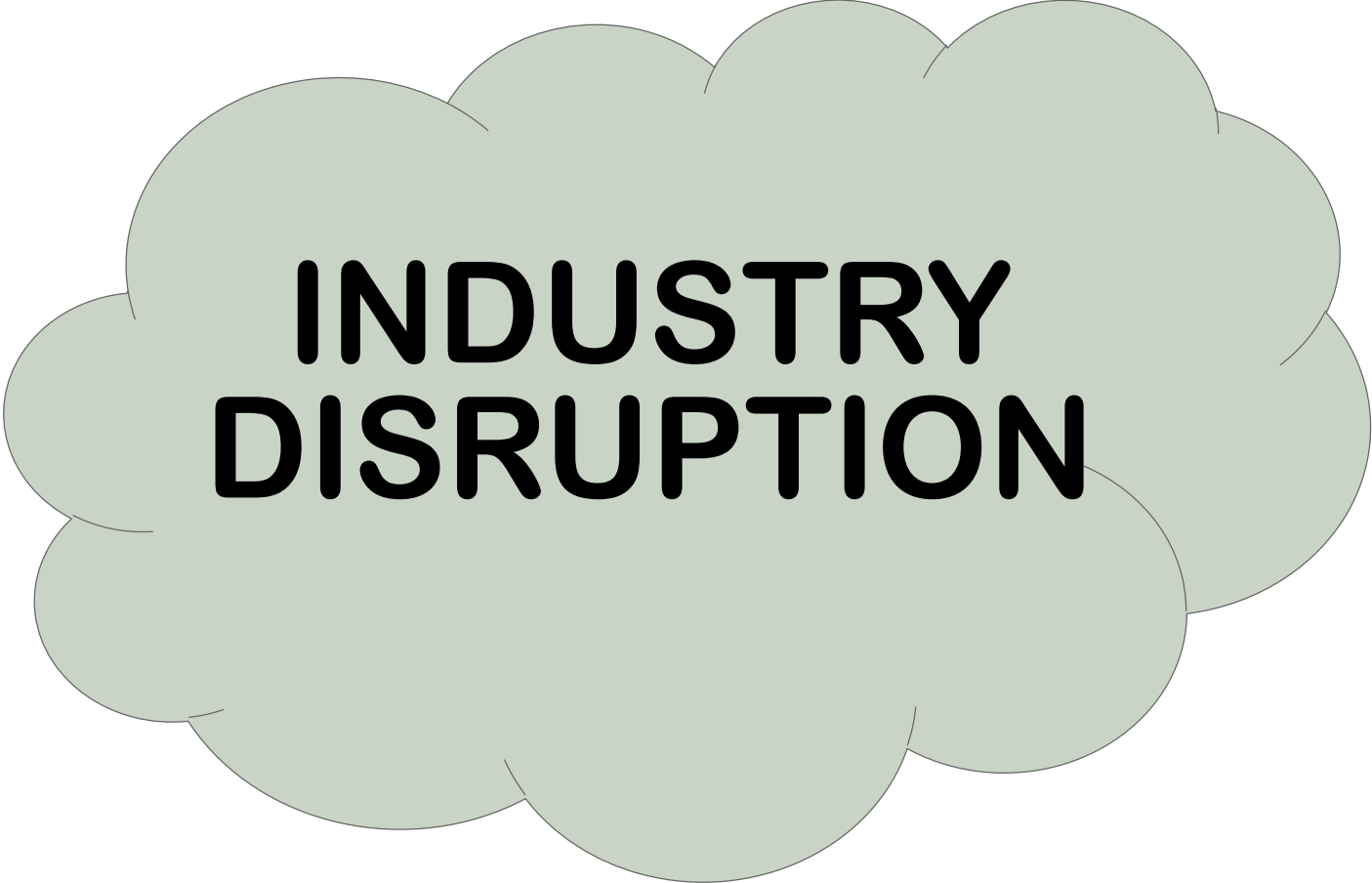
Next-Gen Consumerism Tools

Reid Rasmussen

freshbenies
SAVE TIME • MONEY • FRUSTRATION

disclosures
&
PURPOSE

2 trends
&
3 STRATEGIES

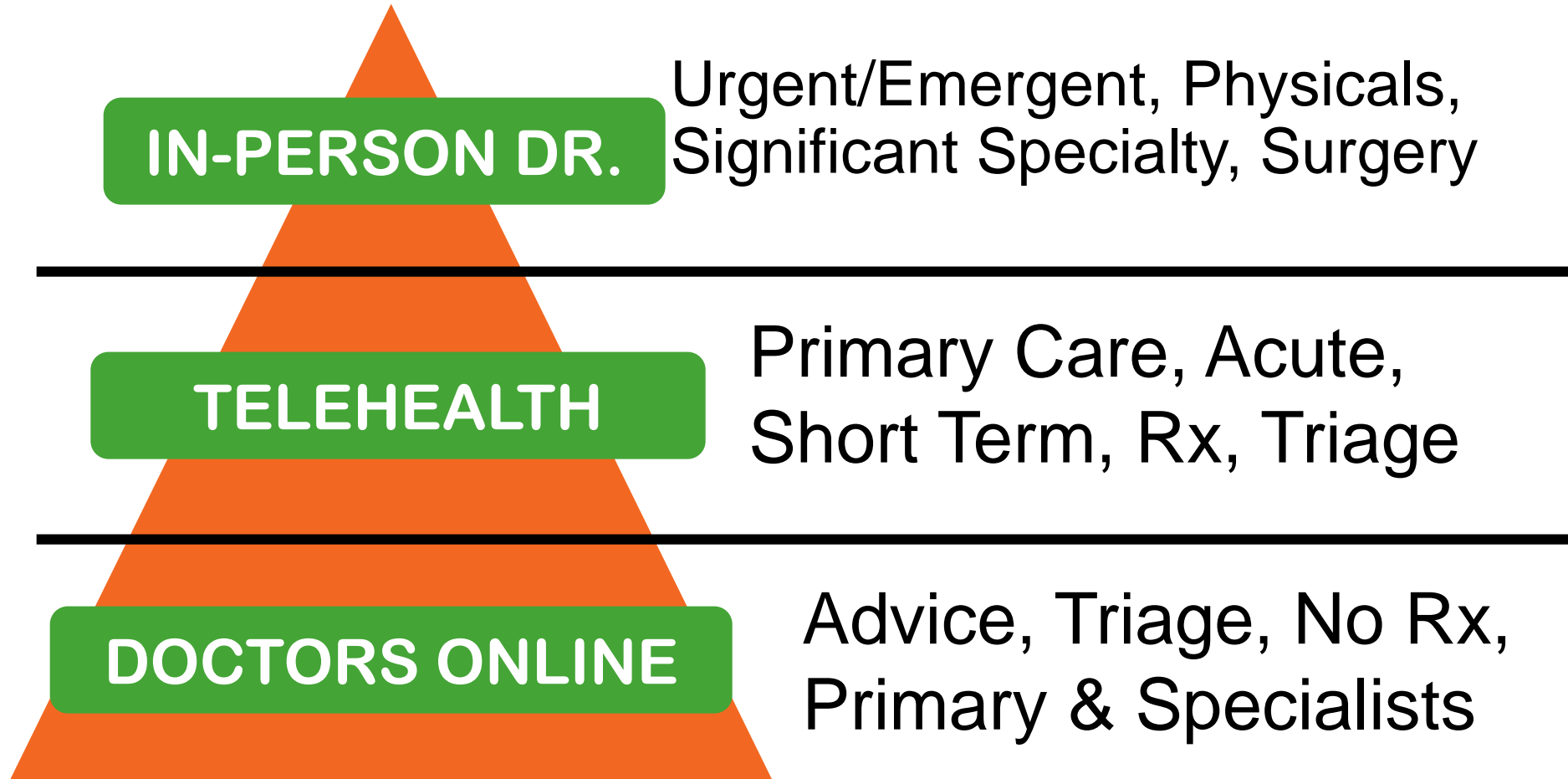


**INDUSTRY
DISRUPTION**

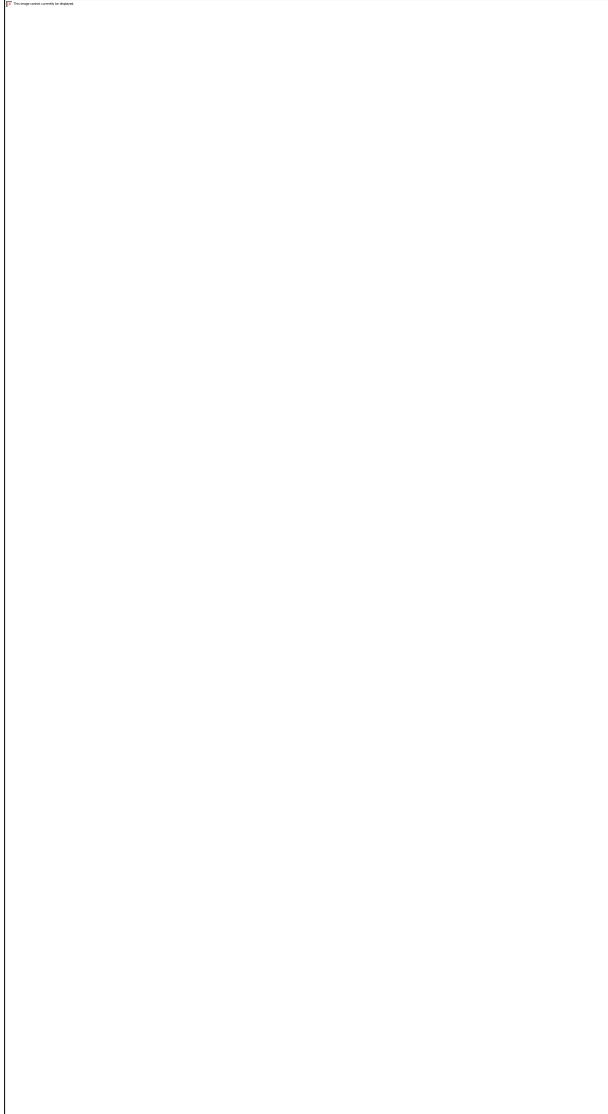


2 trends
&
3 STRATEGIES

Different Levels of Medical Need



Telehealth



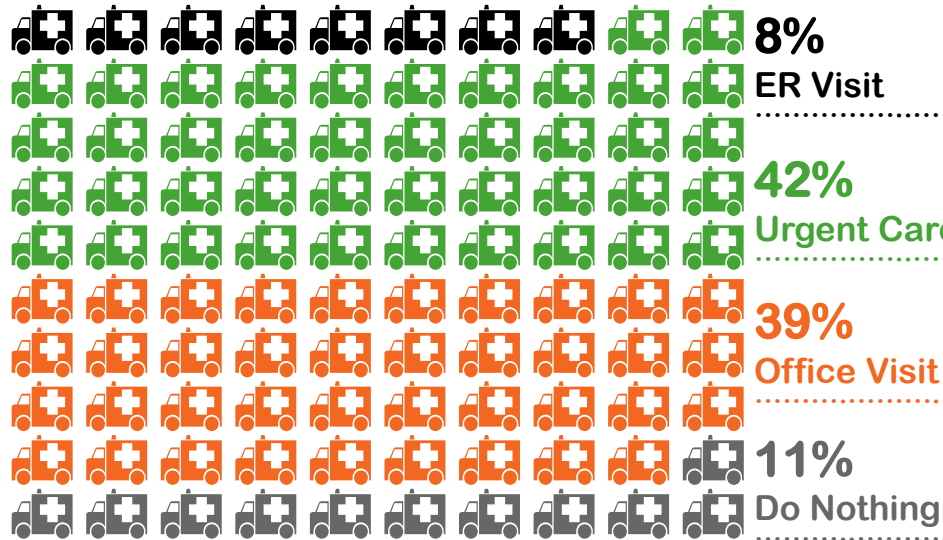
**Call anytime, consult with a
U.S. Primary Care doc &
get a prescription written,
if needed.**

**Some charge a consult fee.
Some don't.**

**Up to 70% of
medical issues can be
solved over the phone.**

Telehealth Saves

If they didn't use telehealth, where would these people have gone?



*Per Teladoc member reporting. Individual results may vary.

What would these visits have cost?

\$1,477/visit

\$163/visit

\$131/visit

\$? Unknown future cost of neglected issues

**SHORT-
TERM
SAVINGS:**

Average medical savings per call: **\$237**

Cost of 4 hours lost productivity: **\$ 88**

Immediate savings/consult: **\$325**

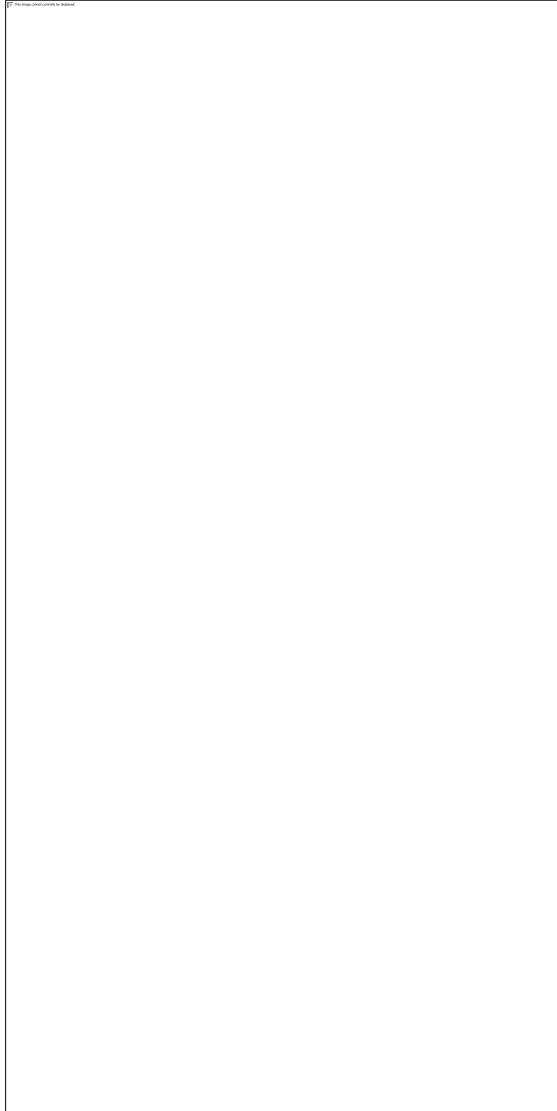
**SHORT &
LONG-TERM
SAVINGS:**

VERACITY study found cost of higher ER use, readmit rates & neglected issues:

Actual savings/consult: \$717

Doctors Online

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**Get fast answers
at no cost
from specialists
via email or app:**

**physicians,
psychologists,
dentists, dietitians,
fitness trainers.**

Doctors Online Value



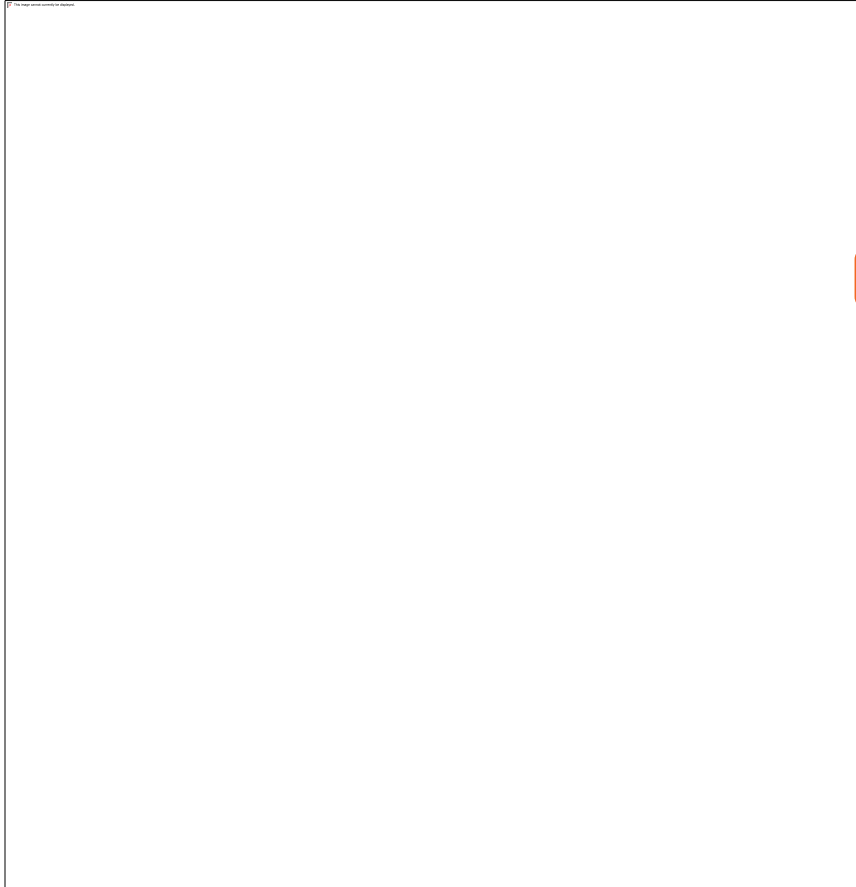
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**Every 4th session saves
a doctor visit:**

\$156

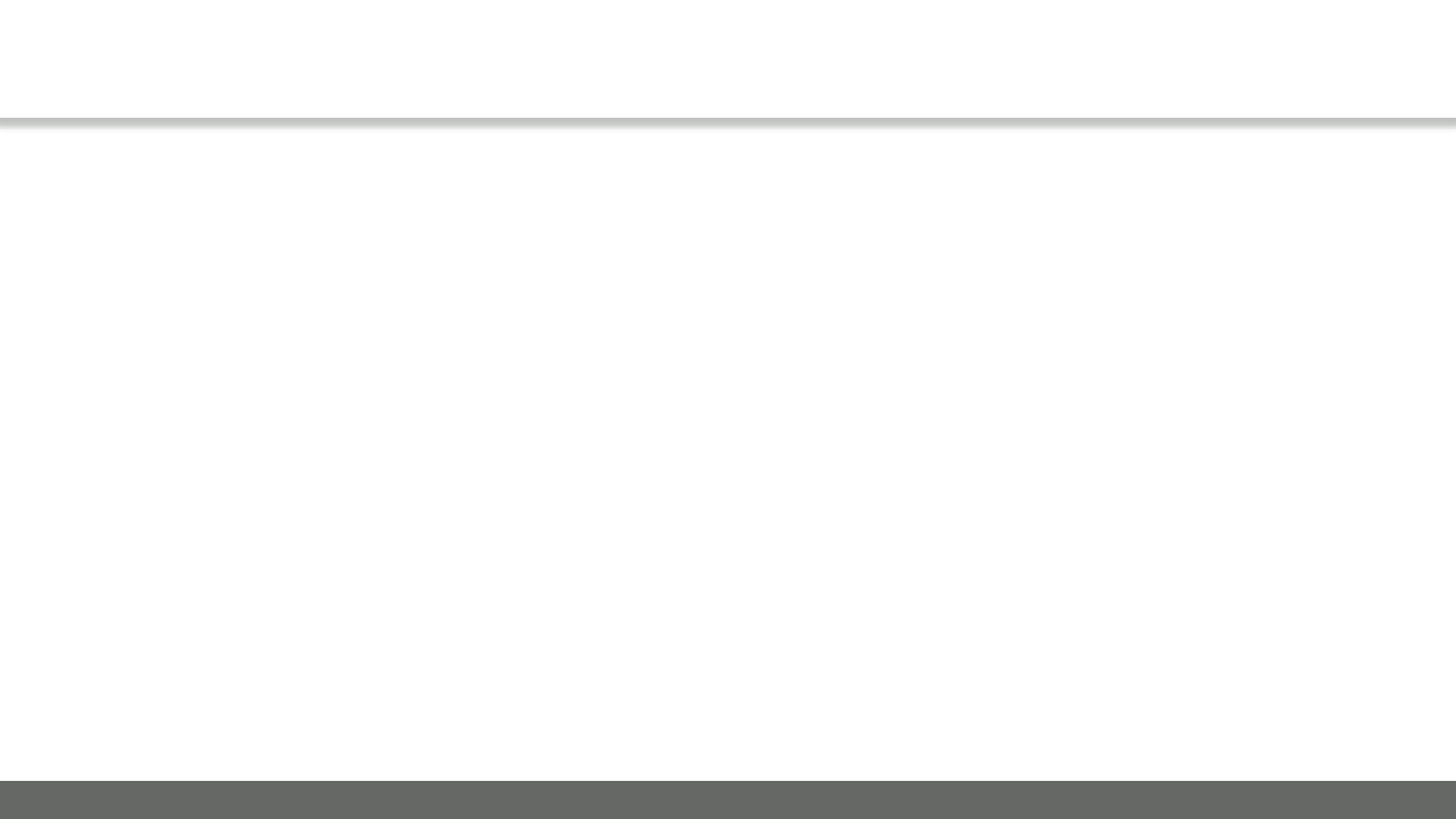
**The average user has
4 sessions / year.**

What is Advocacy?



**A health advocate
helps consumers
navigate “the system”:
price transparency,
medical care, bills,
insurance, & more!**

**Unbiased advice &
expert guidance!**



CASE studies

Soften the Move to Higher OOP\$

Encon Systems

Saved Visits, Saved \$
Consumerism Transition



Employee + Employer Headaches

PAS: Lynn

time & money
\$1,500



Self Funded ROI

The Delta Companies: 4 years

345 employees

1,156 consults

\$676,000 net savings

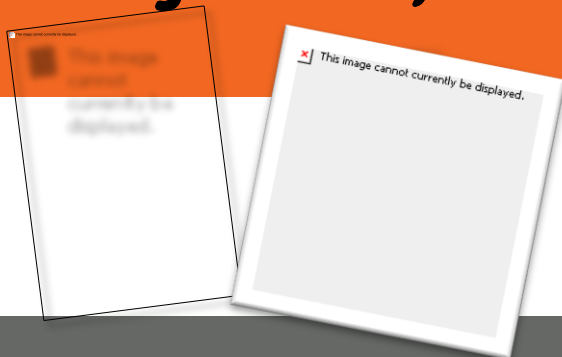


Testimonials Compound Annually

“Every week someone stops by with great feedback: *‘Telehealth is easy to use,’ ‘it’s convenient,’ ‘it saved me from having to make an ER visit on a late night.’*”

Advocacy also saves me a lot of time – I no longer have employees bring me a stack of EOBs to look over and tell them what to pay! We get to give our employees their time & sanity back, and we save many times more than what this costs us!”

- Calli Corley, VP HR



Telehealth & Advocacy

TAKE THE HEADACHE OUT OF HEALTHCARE

Questions?

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