

## CASE STUDY:

# Hospitals Yield Significant Return on Investment With Access TeleCare's TeleNeurohospitalist Program



## Overview

In one year, six Tennessee hospitals saw nearly 80 percent growth (\$6.95 million) in neurology revenue from all payers after deploying Access TeleCare's comprehensive teleNeurohospitalist program. The increase in revenue by hospital ranged from nearly \$280,000 to nearly \$1.4 million.

Access TeleCare's teleNeurohospitalists fully integrated with on-site hospital staff to co-manage inpatient care for all neurology inpatients from admission through discharge. The teleNeurohospitalists cared for patients with stroke, epilepsy, severe migraine, movement disorders, neuromuscular disorders, and other neurological conditions.

By comparison, a set of hospitals providing only teleStroke coverage saw a smaller increase in neurology revenue of 2.6 percent.

Access TeleCare's comprehensive teleNeurohospitalist program also yielded downstream revenue for the hospitals' post-acute rehabilitation facility. Neurology admission revenue at the rehab hospital increased \$9.5 million, or 148 percent. Having an integrated teleNeurohospitalist established a seamless care progression process supporting well-coordinated transitions from the hospital to the rehabilitation facility.

## TeleNeurohospitalist Program Results:



80 percent increase in neurology revenue at inpatient hospitals



60 percent reduction in transfers of neurology patients



40 percent of neurology revenue growth attributed to patients with neurological conditions other than stroke



148 percent increase in neurology admission revenue for post-acute rehabilitation hospital

## Keys to Program Success

As with all its telemedicine services, Access TeleCare's teleNeurohospitalist program fully integrates with the hospitals' local teams, following their internal processes and procedures and working in their EMR. Access TeleCare's dedicated panels of specialty trained teleNeurologists are committed to professional relationship building, seamless communication and collaboration with the patient's care team, and effective and efficient co-management with on-site colleagues.

**"When integrated with on-site clinical teams to manage the full spectrum of inpatient neurological conditions, our teleNeurohospitalist programs generate a significant return on investment for hospitals while delivering superior patient outcomes."**

**Annie Tsui, D.O.**

Chief of Neurology, Access TeleCare



## The Access TeleCare Promise



Access to best-in-class specialty physicians in regions of neurologist shortages.



Integration with on-site teams and their processes, protocols, and EMRs.



Intuitive, efficient technology that facilitates real-time communication and collaboration.



Enhancement of local neurological care experiences to support on-site colleagues' comfort in the management of high-acuity, high-complexity neurological conditions.



Co-management with on-site clinicians in the provision of the highest standards of neurological care.