

TELEHEALTH AND TELEPRESENCE

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HEALTHNET CONNECT, LC & BHC, LC

WHOLLY OWNED SUBSIDIARIES OF UNITY POINT HEALTH



“Connecting Healthcare, Business and Government to our
Communication and IT Infrastructure!”

www.hncbnc.com



Innovation through Value!



HNcBNc-Who are we?

Wholly owned subsidiaries of UnityPoint Health

- **HealthNet connect, LC** is a consortium established for healthcare entities to securely share healthcare information using our private technology infrastructure.
- **BHC, LC** is a technology holding company consisting of two subsidiaries;
 - **HNc Services Inc.** a communications and technology services company developed to provide value added services to the healthcare market.
 - **BroadNet connect** a communications and technology services companies developed to provide value added services to business and community anchor institutions.

HNcBNc Mission

Our mission is to introduce and integrate business concepts and related technologies seamlessly within our client's organizations. As a business partner and technology advisor we will provide the best services, support and infrastructure enabling health care organizations, schools, government entities and businesses to make a difference in the lives of the communities they serve.

The HNcBNc Advantage

- Providing the most advanced communications and technology solutions.
- An ***Independent, privately owned*** 3,200+ mile fiber optic network that serves Iowa, Nebraska and Illinois and parts of Colorado with the ability to extend to other parts of the country.
- A HIPAA compliant Data Center Infrastructure
- Provide a host of communication and technology services under one roof.
- Providing support that is unmatched in the industry.

HNcBNc Services

Fiber Optic Network



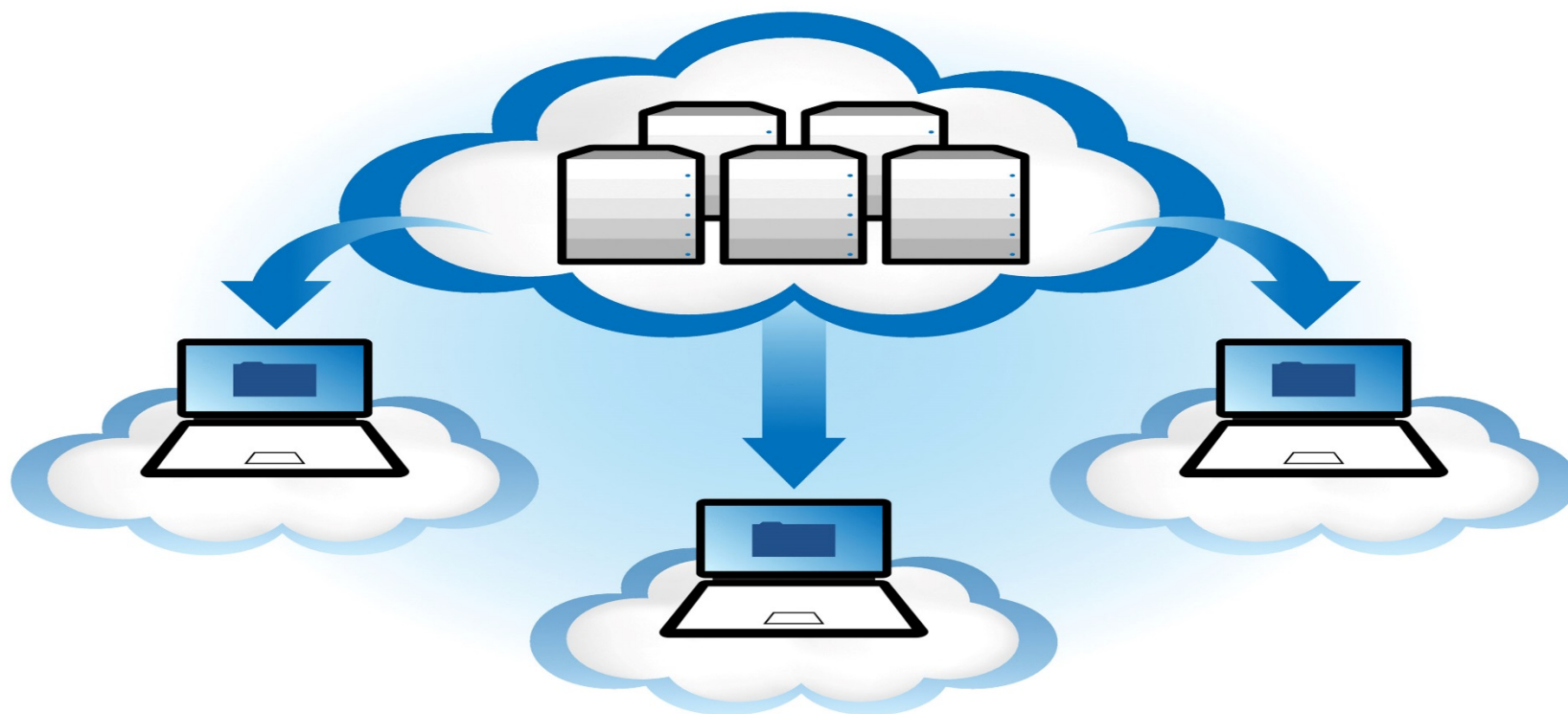
Data Center



Cloud Services



Server and Desktop Services



Support Services



Application Services



Telehealth and Telepresence



TELEHEALTH AND TELEPRESENCE

The future is now.....

Telepresence: Removing Barriers



Telepresence

- Endless Use Cases
 - Decrease travel expense
 - Connect with field support team
 - Meetings, Conference, Education
 - Banking, customer service, support
 - Schools- Distance learning, school nurse

Telehealth



Purpose and Aim

The purpose of a Tele-health initiative is to improve care coordination, increase access to healthcare and providers, and improve efficiencies for health care providers.

Telehealth is the Future.....

- Doing more with less
- ACO
- HIE
- Population Health Management
- Limited Resources
- Provider Shortages
- Changing Payment Models
- Consumer Demands



According to the American Hospital Association:

- **52%** of hospitals utilized telehealth in 2013
 - Another 10% were in process of implementation
- **74%** of US consumers would use Telehealth
- **76%** of consumers prioritize access to care vs human interaction with providers
- **70%** of consumers are comfortable communicating with providers via text, email, video vs seeing them in person

Expected Benefits

- Improved patient and care-giver access to health services and providers
- Reduced unnecessary travel time and cost for patients/care-giver and clinical staff
- Improved patient and care-giver involvement in care planning
- Improved ability for rural practitioners to access specialist health services
- Improved ability to conduct screenings and health promotion within our communities
- Increased viability of providing services locally in rural and remote communities

Cost Savings and Avoidance

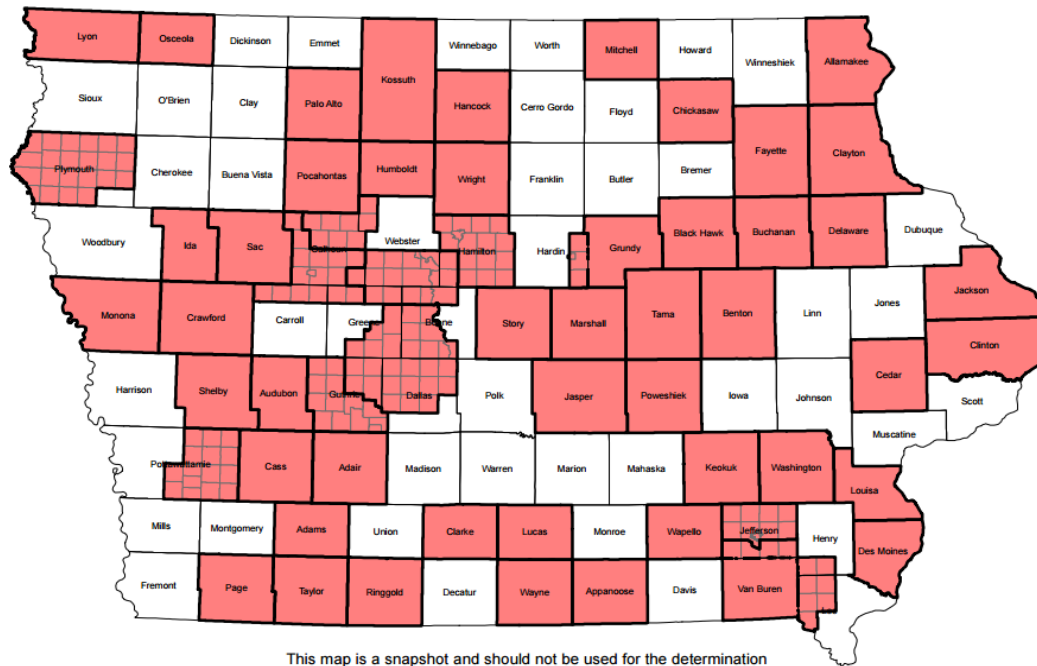
- A [recent Towers Watson study](#) of employers with more than 1,000 employees showed U.S. employers could save up to **\$6 billion each year** by employees routinely engaged in remote consults for appropriate medical problems vs visiting ER, urgent care centers, and physicians' offices.

Provider Shortages in Iowa

- In 2014 over 90 counties in Iowa are listed as HPSA for primary care while 72 out of the 99 counties are listed as medically underserved according to HRSA.
- These shortages equate to a need for over 100 full time primary care providers and over 170 full time mental health providers in the state of Iowa.


Iowa HCPSA Primary Care

Iowa: Federal Primary Health Care Shortage Designations



This map is a snapshot and should not be used for the determination or approval of programs requiring a shortage designation. The official site for determination of shortages is: <http://hpsafind.hrsa.gov>.

HPSA Designation

 Primary Care HPSA

Created by: Iowa Department of Public Health Bureau of Oral and Health Delivery Systems
Source: Health Resources and Services Administration Data Warehouse
Created on: April 18, 2014

Telehealth – Expanding care

- Access to care-Rural and Underserved
 - Neurology
 - Psych
 - Other specialty providers
- Technology is available now!
 - Affordable
 - Easy to use
 - Evolution of healthcare



Questions?

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Questions?

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