Key Drivers of Telehealth Adoption

Where are we in general?

- Care Setting
- Private vs. Public programs
- FFA vs. Risk Sharing
- Intervention Type
- Geography

Telehealth Adoption Curve

Early Stage

Growing market but focus is on feasibility and technology evaluation. Lack of infrastructure, clinical evidence, and consistent reimbursement delay integration of telehealth into clinical care.

Moderate Adoption

Clinical standard of care available for select targets and therapeutic areas. Broadband and advances in technology lower the aquisition costs. Changing policy and reimbursements still seen as barriers to get to scale.

High Adoption

Greater availability of data around evidence base with telehealth becoming standard of care and use with majority of patients across therapeutic areas. Policy is no longer seen as a barrier and costs are covered with value and benefits realized.

Key Drivers

Policy

National and state policies that support and promote telehealth.

Technology

New advancements that improve usability and decrease costs.

Financing

Government and Private Payers/ACOs

Health System Transformation

Incorporation of telehealth into standard of care practices.

Evidence

Increasing body of research.

Consumer Demand

Consumer interest in telehealth.