Key Drivers of Telehealth Adoption

**Where are we in general?**
- Care Setting
- Private vs. Public programs
- FFA vs. Risk Sharing
- Intervention Type
- Geography

**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 acquisition 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.
- **Financing**
  Government and Private Payers/ACOs
- **Evidence**
  Increasing body of research.
- **Technology**
  New advancements that improve usability and decrease costs.
- **Health System Transformation**
  Incorporation of telehealth into standard of care practices.
- **Consumer Demand**
  Consumer interest in telehealth.