

5 Myths & Key Stats about Telehealth

that every physician should know

There are many misconceptions about telehealth.

The truth is, today's patients want **convenient** ways to see their healthcare providers, and telehealth is the answer. Learn more truths as we dispel 5 common myths about telehealth:



1 Myth: Patients only want to see you in person.

Fact: Patients are demanding telehealth's virtual convenience.¹



In 2021, **40%** of Americans made us of telehealth.²

82% of patients say virtual visits are as good as in-person visits.
91% say telemedicine makes it easy to get the care they need.
93% find telehealth solutions easy to use.

TOP 3 TELEHEALTH BENEFITS:

- Improved patient outcomes³
- Reduced travel times⁴
- Increased access to specialists⁵

2 Myth: Telehealth is way too expensive for my practice.

Fact: With the right solution, telehealth can be cost-effective for independent practices.



Yesterday: Complex, high-cost telemedicine solutions.



Today: Simple, affordable telehealth solutions.

Providers no longer need to invest \$20,000 to \$40,000 on video cart, cameras and equipment.⁶

Look for a scalable solution that allows you to add services as needed.



Choose a HIPAA-compliant solution that allows you and your patients to use existing computers/smartphones.

“Using video is about workflow – not technology. If it is too difficult to use or requires an app, it won't work for my needs.”

- Andrew Barbash, MD

Telehealth pays for itself:

- Lower service delivery costs
- Fewer no-shows
- Increased efficiencies
- Greater patient satisfaction
- Higher patient retention

3 Myth: Older patients aren't comfortable with telehealth.

Fact: Today's seniors are more connected than ever before.

High adoption of digital technology among seniors in 2022.⁷

- 79%** of people in their 60s rely on technology to stay connected. **76% for ages 50-60, and 72% for 70-80.**
- 66%** of seniors age 50+ use technology to connect with others.
- 43%** of seniors age 50+ use technology to stay healthy.

A majority of **Americans age 65+** are willing to use telemedicine solutions.⁸

Patients 51+ accounted for 82% of discharge-related provider-to-patient telehealth in 2018.⁹

Not needing to travel makes telehealth ideal for elderly and homebound patients and their caretakers.

4 Myth: Telehealth would take way too much time to get up and running.

Fact: Set-up is quick and easy with the right solution.



Reduce implementation time by starting small with things like lab result calls.



Implementation can take as few as **30 DAYS**

“When I first thought about telehealth, I thought I had to buy all sorts of cameras, lighting, special cables, and equipment. All I need is a webcam that's a part of my computer for my telemedicine visits.”

- Phil Boucher, MD

5 Myth: You won't get reimbursed for telehealth services.

Fact: There are several payment options depending on your state and payer mix.

Major state and federal legislation has been passed in response to demand.

50 states,

plus Washington, DC, reimburse live video consultations in Medicaid fee-for-service.¹⁰

Commercial payers already reimburse for telehealth, if your state has a telemedicine parity law.¹¹



VT
NH
MA
RI
CT
DE
MD
DC

Consider cash payments:

Many doctors charge a convenience fee of **\$35 - \$125** on top of or in place of payer reimbursement.



Ready to Start Your Telehealth Journey?

It's easy to add telehealth to your practice.

Schedule a demo on our website today to see just how simple it is to get started with Telehealth from Updox.

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Endnotes

- <https://www.beckershospitalreview.com/telehealth/7-stats-that-show-how-americans-used-telehealth-in-2021.html>
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