

innovaTel Telepsychiatry

How Telepsychiatry is Solving the Psychiatric Provider Shortage

Presented By: Jon Evans, CEO, innovaTel Telepsychiatry



Our Mission

Re-imagining the delivery of psychiatric care through advanced technology.



Clinician Owned & Operated- “We Are You”

- innovaTel was founded by a clinical team with 30+ years of behavioral health experience.
- The founders started the first CMHC in NW Pennsylvania and through a small SAMSHA grant developed a successful telepsychiatry program.
- Through word of mouth the clinic’s adoption and success using telepsychiatry spread quickly throughout Pennsylvania and the country.
- As a result of the success and need to establish an independent company, innovaTel was founded in April 2014.



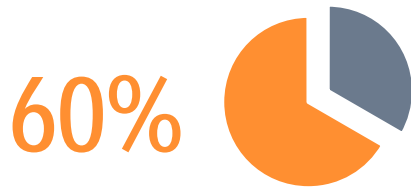
Growing Need for Mental Health Services



Adults in America experience some form of mental illness



of youth (ages 8-15) with a mental illness received no health services in the previous year



of adults with a mental illness received no mental health services in the previous year



National average wait time for appointments with a mental health professional is 7.5 weeks

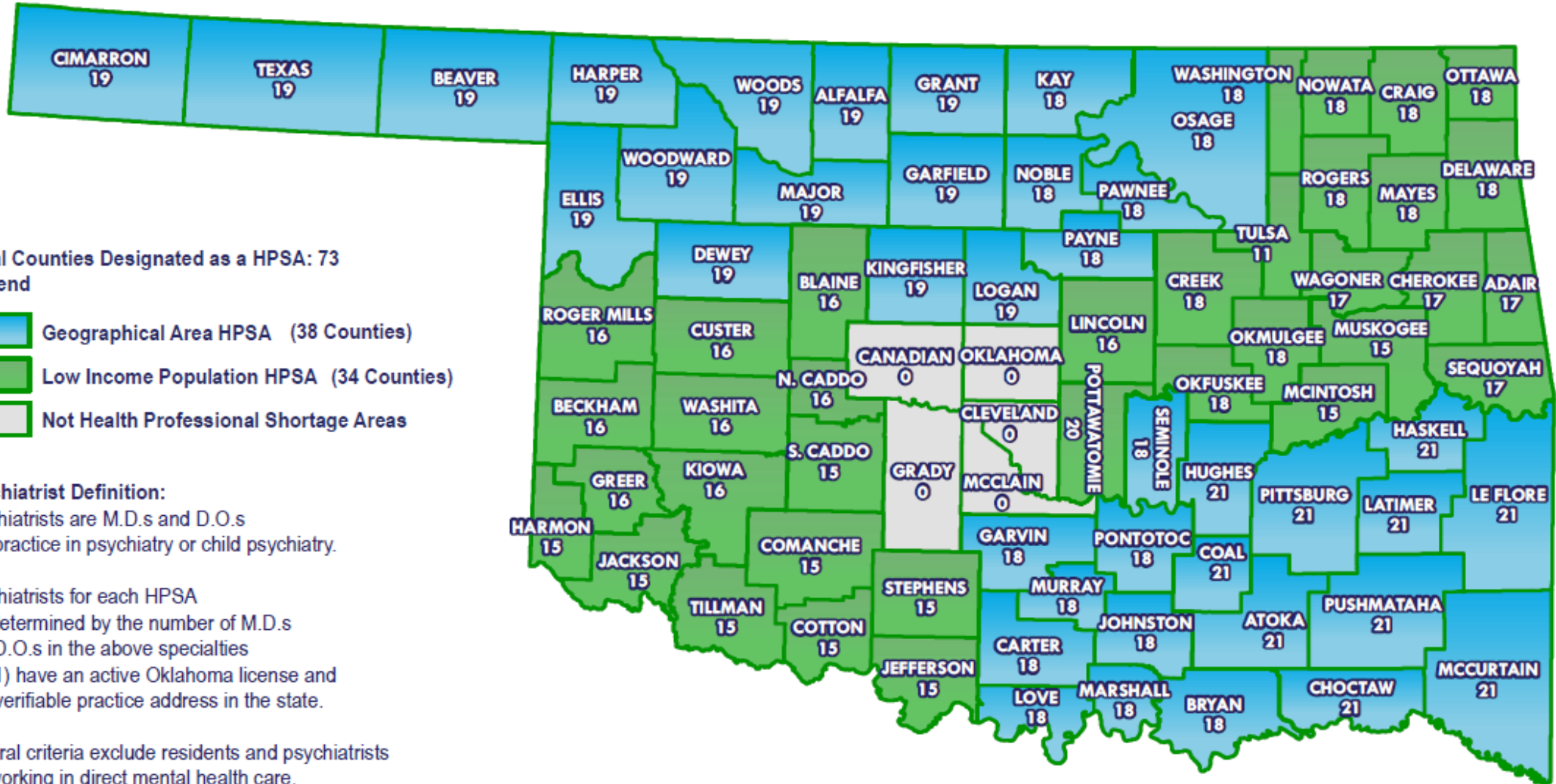
Psychiatric Provider Shortage



- More than half of the U.S. counties have no mental health professionals.
 - The Department of Health and Human Services has designated more than 4,000 communities as Mental Health Professional Shortage Areas. These communities represent over 90 million Americans.
- The average nationwide distribution of psychiatrists is 8.9 psychiatrists per 100,000.
- 12,486 active psychiatrists (59%) are 55 and older.
- Latest data suggests that 40% of all private practicing psychiatrists are accepting cash only.



Mental Health Professional Shortage Areas (HPSAs)



Total Counties Designated as a HPSA: 73
Legend

- Geographical Area HPSA (38 Counties)
- Low Income Population HPSA (34 Counties)
- Not Health Professional Shortage Areas

Psychiatrist Definition:
Psychiatrists are M.D.s and D.O.s that practice in psychiatry or child psychiatry.

Psychiatrists for each HPSA are determined by the number of M.D.s and D.O.s in the above specialties that 1) have an active Oklahoma license and 2) a verifiable practice address in the state.

Federal criteria exclude residents and psychiatrists not working in direct mental health care. Physicians working at federal or inpatient only facilities are also excluded from HPSA calculations.



Oklahoma Shortage

- Total mental health HPSA designations in Oklahoma: 117.
- Population of designated HPSA: 1,551,366.
- Percent of need met: 21.60%.
- Additional practitioners needed to remove HPSA designation: 93.
- For mental health federal regulations stipulate the population to provider ratio be at least 30,000 to 1 or 20,000 to 1 in designated high need areas.



The Cost of Recruitment



Recruiting providers takes a tremendous amount of already limited time & resources. innovaTel could save your organization anywhere from \$30,000-\$65,000 with our partnership.

Hiring On Your Own

- Malpractice: \$7,000
- Licensing: \$350-\$900 (varies depending on state)
- DEA: \$731
- Recruitment Firm Finders Fee: \$25,000-\$40,000
- **Estimated Total: \$33,000-\$48,000**
- Other Costs to Consider:
 - Benefits for Provider: 20% on top of salary
 - Operational costs of your team spending time away from clinical work to interview providers.

Partnering with innovaTel

- Malpractice: ~~\$7,000~~ Covered
- Licensing: ~~\$350-\$900~~ Covered
- DEA: ~~\$731~~ Covered
- Recruitment Firm Finders Fee: ~~\$25,000-40,000~~ \$0
- **Estimated Total: \$0**
- Other Savings:
 - Benefits covered by innovaTel
 - innovaTel brings you qualified candidates to select from, eliminating the recruitment efforts from your team.

Telepsychiatry as a Solution



“In many systems of care, the uncertainty and expense of recruitment and retention of psychiatry providers keeps executives up at night, but perhaps in no setting more so than in resource challenged community mental health centers. innovaTel basically solves that problem.”-innovaTel Partner

With limited providers and the expenses of recruitment, partnering with innovaTel could be the solution your organization has been looking for.

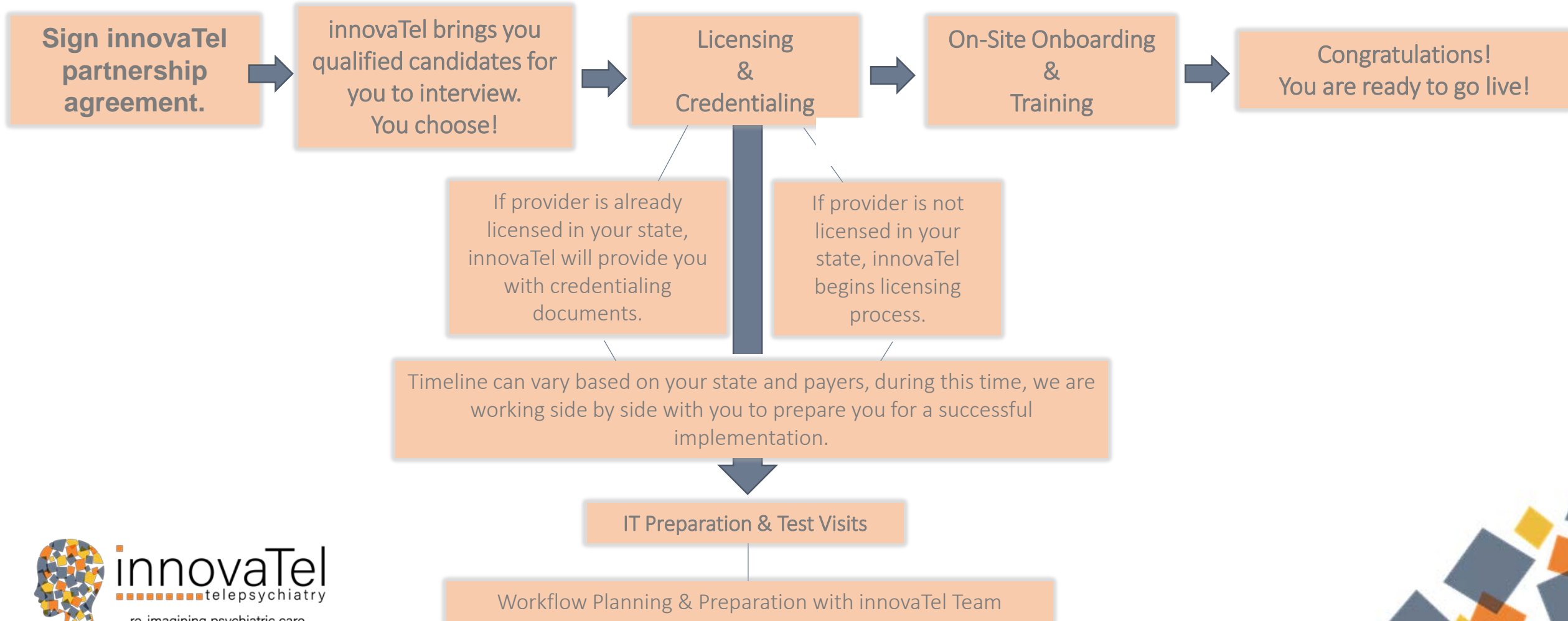


How Telepsychiatry Works

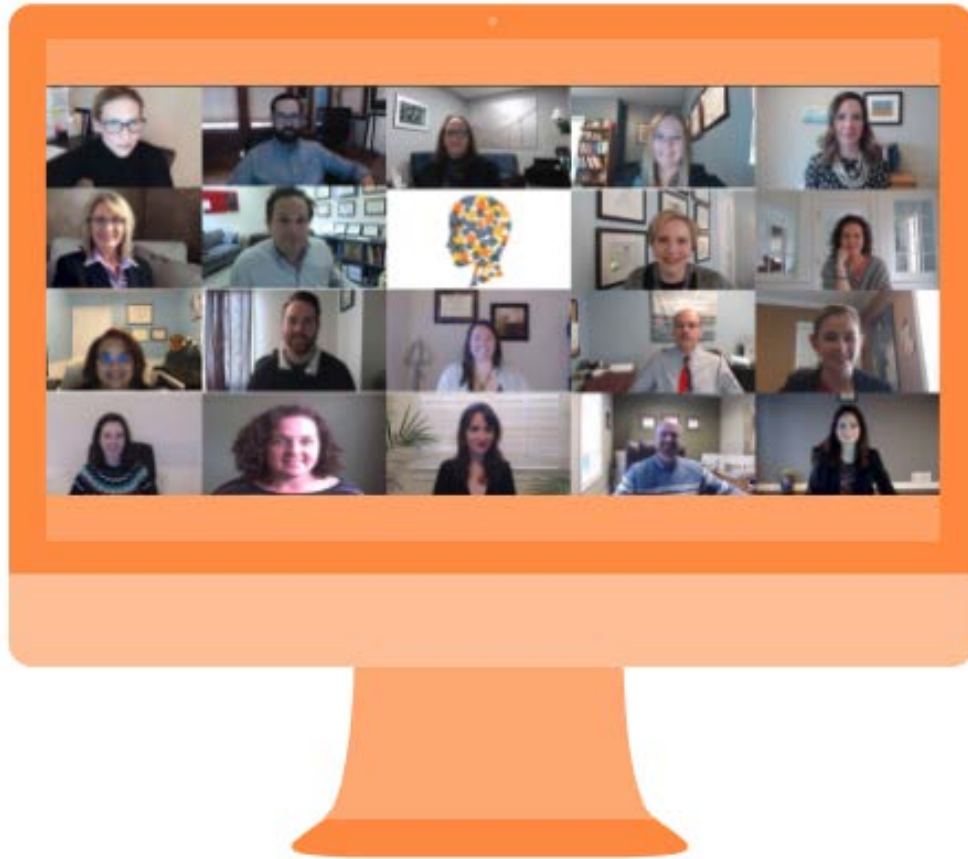
- Designate a room for telepsychiatry with the appropriate technology
- Determine hours that telepsychiatry will be utilized and schedule those appointments in your EMR as you would an in-person appointment
- Patient will be greeted by a nurse or medical assistant, vitals taken, and the patient will be escorted to the dedicated telepsychiatry room
- innovaTel provider will document directly in your EMR
- Insurance claims will be billed by your organization



How our partnership works



Our Providers



- innovaTel partners with organizations by offering contracted hours (part-time or full-time) for clinicians including:
 - Board Certified or Board Eligible Psychiatrists
 - Psychiatric Nurse Practitioners
 - Licensed Clinical Social Workers
- We manage all recruitment, licensing, DEA, benefits and malpractice. You have the final choice in who your provider will be.
- **Continuity of care is critical in behavioral health. Partnering with innovaTel, your selected provider becomes a virtual member of your team. Your patients will see the same provider each and every time.**

Our Promise

- We strive to provide the highest level of care to your patients and service to your organization.
- Our clinicians will:
 - Be on-screen and on-time for all patient appointments.
 - Provide your patients with high quality, recovery focused care.
 - Be respectful and work collaboratively as part of your clinical team.
 - Document directly in YOUR electronic medical record. Notes will be completed by the end of each day to assist in prompt billing.



Strategic Partnerships



Questions?

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