



10 BENEFITS

OF TELEMEDICINE IN THE SENIOR CARE SETTING

LET'S WORK TOGETHER. AveraeCARE.org/seniorcare

It's estimated that **10,000 PEOPLE TURN 65 EACH DAY.**

The aging Baby Boomer population means that assisted living, skilled nursing and long-term care facilities will see an influx of residents in coming years.

Avera eCARE® Senior Care offers an innovative approach to filling this increased demand using telemedicine to support your experienced on-site team with geriatric trained specialists.

YOUR VIRTUAL GERIATRIC-TRAINED PARTNERS



AVAILABLE SERVICES INCLUDE



Consider the **BENEFITS**

We know this is a big change, but there are significant benefits to using the virtual care approach.

1

Fast access to urgent care services when providers aren't available.

Residents get sick at all hours of the day. eCARE Senior Care offers on-demand access to geriatric-trained experts. This multidisciplinary team is trained to work specifically with the aging population so you know your residents are in good hands when local providers aren't able to see them.

VIRTUAL HEALTH CENTER

Our team works in a virtual health center with other service areas. This provides even more depth of expertise, with a host of pharmacy, behavioral health, wound care, advance care planning and other specialists at your fingertips.

2

Collaborative environment between on-site staff and eCARE Senior Care team.

Our goal is to assist your team in helping residents age in place while following your guidelines for care. We do this by creating a collaborative environment for urgent care needs. We do not replace the primary care physician's role to residents.

OUR PROVIDERS ARE LICENSED IN ALL STATES WHERE THEY PROVIDE SERVICES.



3

Fewer resident hospitalizations and unnecessary emergency room visits for residents.

The senior population is at higher risk for infection, delirium and other issues that may be associated with a hospital stay. Residents can be seen at the facility, the place they call home, by connecting with eCARE 24/7 for urgent care needs.



**90% TREATMENT IN PLACE
WITH TELEMEDICINE**



**\$3,800+ SAVED
FOR EACH TRANSFER AVOIDED**

MEDICARE REIMBURSEMENT

Increased hospitalizations and readmissions can result in penalties for facilities.

\$342 *Medicare cost savings*
ESTIMATED PER BENEFICIARY, PER MONTH

4

Decreased provider paperwork and follow-up phone calls for your team.

Paperwork and returning phone calls is part of the job but they're also generally not reimbursed activities.

The eCARE Senior Care team can handle questions or issues that come up between primary provider visits to senior care facilities. This allows the primary provider to dedicate his/her time to more face-time with patients instead of reviewing notes, making phone calls and handling associated paperwork.



5

Residents and families have a higher satisfaction rate of services.

eCARE Senior Care accessibility ensures quick follow-up care when a provider is not on site. This added layer of access provides reassurance to family members that a provider is always available.



98.8% RESIDENT SATISFACTION

6

Ability to treat higher acuity residents on site.

Some residents need more attention than others. Our team is available for those residents during busy times, evenings, weekends and holidays.



**62% IMPROVEMENT
IN UNPLANNED TRANSFERS**

7

There is no additional charge to residents for our virtual care services.

eCARE Senior Care is an extension of the services already provided by your facility.

8

We fill gaps in coverage (weekends, evenings, holidays, vacations).

This gap coverage not only reassures families, but allows the provider to enjoy time away from the office without being on call. This decreases provider burnout and helps with retention.

9

We do not change referral patterns.

We continue to work with the providers that you work with and follow the referral guidelines established at your facility. Our hope is that the added support of eCARE Senior Care will expand preferred partnerships in your communities.

10

We use existing facility and community services. (lab, X-ray, pharmacy, etc.)

This helps ensure that revenues associated with resident care stay within your facility whenever possible.





LET'S WORK TOGETHER.

CONTACT AVERA eCARE SENIOR CARE TODAY
for a personalized, one-on-one consultation.



888-731-2787



averaecare@avera.org