



A Whole Telehealth Solution Provider



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Let's Talk Interactive creates custom, cutting-edge telemedicine solutions.

Our secure software pairs seamlessly with a host of hardware solutions and peripheral options and can be further enhanced with custom development and provider network solutions to create long term value and lasting relationships with clients.

Founded in 2001 and guided by a roadmap of strategic objectives, the company continues to evolve within a rapidly expanding ecosystem, while providing best-in-class solutions that increase access to quality health care for all people.

Innovation in telemedicine expands beyond a "one size fits all" solution. Successful platforms required multiple facets, working together, to execute a 21st century approach to healthcare - creating lasting value for everyone.



## Solutions overview

1

### Software Solutions

Create a roadmap for growth without the constraint of a geographical location with our HIPAA compliant, customizable software solutions which fit a range of use cases, from a solo provider solution, to sophisticated virtual and walk-in clinic software. Our solutions are fully compatible with any operating system, browser, mobile phone and can be integrated into any system via API.

2

### Hardware Solutions

We've made it simple to integrate and deploy HIPAA compliant video conferencing software, live analytics, and our telemedicine suite with a host of equipment and peripherals. From pre-configured tablets, to exclusive virtual medcarts, kiosks and rugged kits -- all with the ability to white label and integrate a suite of attachments. Analytics are pushed live through the virtual clinic interface to any provider, on any device anywhere in the world.

3

### Web Design and Software Development

Our team of developers are experts in encryption and security, with years of experience in website scoping and development and front-end design of HIPAA compliant websites, provider/patient portals, content management systems, e-commerce platforms and web apps, along with API integration into a host of EMR/EHR platforms and devices.

4

### Provider Networks

We've compiled an extensive network of healthcare and behavioral care providers, offering coverage and service across all 50 states and Puerto Rico. Our networks cover any medical or mental health use case and are currently deployed nationwide, servicing Employee Assistance Programs, assisted living facilities, first responders, correction facilities, urgent care clinics, schools, and more.

## Unprecedented Growth

Mainstream adoption of telemedicine is exploding. According to a recent Arizton research report, the US market is expected to grow at a CAGR of approximately 30% between 2020-2025. Favorable private and public reimbursement coverage, along with widespread use of smartphones and internet connectivity is a key growth factor within the US market.

Meanwhile, the Global telehealth market is expected to grow at a CAGR of approximately 37.7%, to reach 191.7 billion by 2025. Growth is primarily driven by factors such as a shortage of physicians, the rise of geriatric and medically underserved (such as rural) populations, the cost-benefit to telemedicine, and advancements in technology.

The ability to create a custom, ready to use telemedicine solution enables Let's Talk Interactive to become the bridge between innovation, discovery, and consumption of innovation among healthcare providers on a global scale.



## Competition comparison

Competing firms focus on a limited service offering, leaving a huge gap in the ecosystem for linking healthcare provider needs to “match” telehealth goods and services, to create a complete solution.

	HIPPA compliant video conferencing	Provider networks	Hardware	Development (Custom website and Software Services)
<b>Let's Talk Interactive</b>	✓	✓	✓	✓
VSee	✓	✗	✓	✗
Chiron Health	✓	✗	✗	✗
American Well	✓	✓	✓	✗
Teladoc Health	✗	✓	✗	✗
Secure Video	✓	✗	✗	✗
Blue Jeans	✓	✗	✗	✗
Mend	✓	✗	✗	✗
Updox	✓	✗	✗	✗
Doxy.me	✓	✗	✗	✗
GotoMeeting	✗	✗	✗	✗

## Experience the LTI Advantage

Let's Talk Interactive and its subsidiaries have been leading the marketplace with our cutting edge telehealth technology and solutions since 2001. We specialize in creating a "whole telehealth solution" which includes customized telehealth software and hardware solutions, website and software development, as well as provider networks.

Our hardware pairs seamlessly with our telehealth software solutions as well as most other software platforms and supports numerous peripheral devices. It can be further enhanced with custom development to provide a customized telehealth experience.

LTI's line of Medical Carts, Kiosks, Rugged Kits and Soft Packs are manufactured by the world's leading medical equipment manufacturers which we then configure according to the specifications of your organization.

All of these offerings are delivered with white glove service, 24/7/365 support and unlimited free virtual training.



# Getting started with telehealth

If you are looking to practice telemedicine, here is what's involved:



## Needs Assessment

Identify your goals; what are you looking to gain from implementing a telemedicine program? This will help to identify the right solutions for your unique needs.



## Communication Platform

A secure and reliable cloud-based connection between patient and provider eliminates distance barriers.

A real time, face to face visit facilitates a high-quality, HIPAA compliant patient to provider experience.



## Medical Devices & Equipment

The devices and equipment you will need depend on the specialties you plan to serve.

Solutions range from something as simple as pre-configured tablets to telemedicine carts/kiosks with over 42 attachments.



## Web Development

The quality and functionality of your website directly impact your ability to communicate and automate information and services to patients.

Security and HIPAA compliance are key components of implementing a telemedicine program.



## Training

Understand and maximize the technology utilized to serve your patients.

A thorough training program is critical to a successful implementation for both provider and patient.



## Support

When you need support, you need it immediately.

On-demand, United States based support available 24 hours a day, 7 days a week.



# Software catalog



To learn more about our top-notch solutions, click on each software below to see additional details

# S1. LTI Telehealth Video Conferencing Suite

LTI's Telehealth Video Conference Suite is the most complete, customizable, HIPAA-compliant telemedicine platform in the world. Compatible with any medical workflow, any operating system, browser, mobile phone, and integrated into any system via API.

The Provider Dashboard facilitates telehealth sessions, connecting to the patient's own device, or any one of our hardware solutions.

## How this solution can benefit your organization

- Allows for quick Telehealth implementation
- Customized reporting drives simplified CPT billing
- Ability to fit multiple use cases
- Customized HIPAA Compliant E-Documents sent, filled out and signed through your virtual office
- Session recording capabilities
- HIPAA Compliant Text messaging and chat

## What our clients like about this solution

- Simple, intuitive user-interface
- Secure document sharing
- Calendar integration
- White labeled and many customizable features and settings
- No contract required for unlimited usage

## Let's Talk Interactive hardware pairing

- Any hardware device

## S2. LTI Telehealth Virtual Clinic

Our Virtual Clinic provides advanced custom workflows that allow for streamlined patient scheduling, and reduced no-shows, late cancellations and open appointments.

The software is used in private practices, urgent care clinics, nursing homes, school systems, prisons and standalone kiosks across the U.S. The platform is fully customizable and compatible with any and all devices and operating systems. No special hardware is required.

The Virtual Clinic connects with LTI's Telehealth Video Conferencing Suite, which enables participants to book scheduled or on-demand sessions with providers from a device or the provider's website, complete custom intake documents and pay for their session all within a secure and HIPAA compliant system.

Our on-demand scheduling feature allows for immediate, on-demand requests that only notify providers when they are free.

### **How this solution can benefit your organization**

- Allows for quick Telehealth implementation within a multi-provider organization
- Custom workflow drives adoption
- Ability to fit multiple use cases and disciplines

### **What our clients like about this solution**

- Simple, intuitive user-interface
- Provider ability to manage session and manipulate PTZ camera
- Patient queuing for scheduled and on-demand services

### **Let's Talk Interactive hardware pairing**

- Any hardware device

## S3. LTI Telehealth Medical Cart Software

Let's Talk Interactive's Telehealth MedCart Software is the brain behind connecting MedCarts with our Telehealth Suite.

Our Medcart software pairs seamlessly with any of our hardware solutions and can be integrated into any system via API. Our Telehealth MedCart Software manages the patient experience, prioritizing and escalating services to providers connected via Provider Video Conferencing Suite, based on your custom workflow. In addition, the MedCart software has the ability to push live analytics like blood pressure, pulse oximetry, EKG, etc., and is compatible with more than 40 peripheral attachments such as Otoscopes and Dermoscopes.

### How this solution can benefit your organization

- Manage the patient experience
- Maximize workforce productivity and safety
- Custom workflow drives adoption
- Ability to fit multiple use cases

### What our clients like about this solution

- Simple, intuitive user-interface
- Provider ability to customize attachments based on needs
- Remote specialist ability to support patients
- Leverage device remote start capability

### Let's Talk Interactive hardware pairing

- MedCart
- Kiosk
- Rugged Telehealth Kit
- Telehealth Soft Packs

## S4. eNcounter Medical Cart Software

eNcounter Medical Cart Software provides access to every feature necessary to practice any form of virtual medical care, from diagnostics to workflow. It is designed for secure and scalable use offering diagnostic and clinical workflow capabilities combined with interoperable services that work with your existing platform.

### **How this solution can benefit your organization**

- Maximize workforce productivity and safety
- Expand reach to engage new patients
- Custom workflow drives adoption

### **What our clients like about this solution**

- User-friendly interface
- Tailored to medical providers
- Compatible with accessories like blood pressure, pulse oximetry, EKG, etc.

### **Let's Talk Interactive hardware pairing**

- Rugged Telehealth Kit
- MedCart
- Kiosks



## S5. LTI Zoom Telehealth Extension/Add on

The Zoom Telehealth Extension/Add-On enables an existing Zoom account to provide HIPAA compliant services with a customized workflow.

By offering a suite of add-on services including a patient facing calendar, secure document sharing, and the ability to take payments, the add-on is a simple way to upgrade existing Zoom resources.

### **How this solution can benefit your organization**

- Expand usage of existing Zoom accounts
- Custom workflow drives adoption
- Ability to fit multiple use cases

### **What our clients like about this solution**

- Simple, intuitive user-interface
- Provider ability to customize add-on services based on needs
- Works with existing Zoom account

### **Let's Talk Interactive hardware pairing**

- Any hardware device

## S6. LTI Add Ons and Additional Services

### Device ID

- A Device ID license will embed a browser cookie to keep the specified device logged into your virtual waiting room. This can be useful for dedicated machines where access to the computer is restricted by other means (e.g., lock screen password), but accessed by many different people

### API

- We offer an API that allows our platform to be integrated into EMRs, provider portals and other websites. Our API allows for single sign-on, session management (customers can use their own calendar, session scheduler or reporting system), and User / participant management

### Webinars

- Let's Talk users with a Webinar Plan have access to creating and managing Webinars. Webinar allows a host to broadcast a Let's Talk meeting with up to 10,000 attendees

### Cloud Recording Feature (coming soon)

- Record your meetings locally or to the cloud, with searchable transcripts

# S7. Case Management & Patient Telehealth Portal

## Improve patient outcomes with structured workflows and seamless care coordination

Manual referral and case management processes are antiquated and can result in errors in documentation and notification procedures, as well as poor treatment completion rates and patient outcomes.

LTI's Case Management and Referral Portals centralize the patient referral process in one seamless and structured experience. Secure access is given to relevant referrers, administrators and providers, ensuring all necessary roles are kept updated throughout the case.

### Key features include

- White-labeled and branded platform including logo, color scheme and subdomain
- Custom fields and forms to collect specific and relevant information
- Ability for admins to manage, assign and track referrals
- Note logs and documentation
- Notification to all proper roles throughout the care coordination process

### The Benefits

- Streamlined referral process
- Improved communication among referrers and providers
- Improved treatment completion rates
- Better patient outcomes



# Hardware catalog



To learn more about our top-notch solutions, click on each hardware below to see additional details



# H1. LTI Tabletop Kiosk

LTI tabletop kiosks provide clinical access points to patients needing a safe and secure location to connect with their providers.

This solution is compatible with any Windows based peripherals. Our tabletop kiosks are a stationary solution to provide a secure, dedicated point of access. Tabletop kiosks are an ideal solution for schools, jails, and community centers.

## How this solution can benefit your organization

- Lower service costs
- Improved patient experience
- Ability to fit multiple use cases

## What our clients like about this solution

- Ability to securely lock in place
- Durable steel encasement
- Optional locking storage drawer/cabinet

## Let's Talk Interactive software pairing

- Virtual Clinic
- MedCart Software
- Provider Dashboard



## H2. LTI Tablet Carts

The Tablet Carts are a lightweight, simplified telehealth solution that enables users to quickly expand their telehealth presence.

This solution is compatible with any Windows based peripherals. It provides clinicians a safe way to interact with patients via video chat. The Tablet Carts can be set up with casters for mobile use and moved from one location to another, or it can be converted into a kiosk by switching the wheels for rubber feet.

### How this solution can benefit your organization

- Allows for quick telehealth implementation
- Improved patient experience
- ability to fit multiple use cases

### What our clients like about this solution

- Compatible with a range of tablets
- Lightweight, flexible, and sturdy
- Basic, cost effective solution
- Allows for a wide range of tablets to be mounted to best fit your current workflow

### Let's Talk Interactive software pairing

- Virtual Clinic
- Provider Dashboard
- MedCart Software (compatible with Windows-based tablets)



## H3. LTI Med Carts

Our Med Carts are an industry-recognized ergonomic mobile solution with a flexible design tailored to fit multiple and varying workflows.

This solution is compatible with any Windows based peripherals. Our most popular cart offers full class-exclusive features to automate, update, and communicate based on the needs of your facility. Our Med Carts are ideal for organizations in need of a device that can be easily moved from location to location, such as hospitals and assisted living facilities.

### How this solution can benefit your organization

- Lower service costs
- Improved patient experience
- Ability to push live analytics

### What our clients like about this solution

- Ergonomic design
- Monitor with tilt, swivel, and rotation adjustments
- Optional locking storage drawers

### Let's Talk Interactive software pairing

- MedCart Software
- Provider Dashboard
- Virtual Clinic



## H4. LTI Lite Med Carts

LTI's Lite Med Carts offer a simplified set of features, making them more cost-effective.

This solution is compatible with any Windows peripherals. The Lite Med Carts design includes a lockable work surface and less complicated wiring requirements, resulting in a cleaner look, more room for equipment, increased reliability, and simplified debugging. Primary features that are not available on a Lite Med Carts are motorized monitor arm, electronic locking storage, and electronic work surface lid lock.

### How this solution can benefit your organization

- Lower service costs
- Improved patient experience
- Ability to push live analytics

### What our clients like about this solution

- Ergonomic design
- Monitor with tilt, swivel, and rotation adjustments
- Durable, easy to clean

### Let's Talk Interactive software pairing

- MedCart Software
- Provider Dashboard
- Virtual Clinic



## H5. LTI Laptop Carts

Our Laptop Cart is the optimal telecommunication solution, a unique blend of convenience, customization, quality engineering, and affordability.

This model is ideally suited to meet facility telemedicine requirements and this solution is compatible with any Windows peripherals.

### How this solution can benefit your organization

- Highly configurable design to fit a variety of needs
- Improved patient experience
- Ability to push live analytics

### What our clients like about this solution

- Ergonomic design
- Multiple cart options including LCD with uSFF PC, all-in-one PC, laptop, and tablet
- Optional locking storage drawers

### Let's Talk Interactive software pairing

- MedCart Software
- Provider Dashboard
- Virtual Clinic



## H6. LTI Rugged Telemedicine Kit (RTK)

The Rugged Telemedicine Kit (RTK) is an essential element in providing mobile telemedicine services for everyday use or in extreme conditions. The rugged case is designed to protect all internal components and medical devices.

Our Premium RTK brings a new dimension to providing telemedicine via an integrated military grade tablet and cradlepoint modem allowing a 3G/4G/LTE network connection. The premium kit includes options for connecting to solar panels.

[This solution is compatible with any Windows peripherals.](#)

### How this solution can benefit your organization

- Mobile design expands your telehealth program expanded beyond the walls of your facility
- Quickly deploy emergency teleMedical services
- WiFi connectivity

### What our clients like about this solution

- Durable IP67-rated rugged case
- Custom foam insert to support peripheral devices
- Cradlepoint and solar options

### Let's Talk Interactive software pairing

- MedCart Software
- Provider Dashboard
- Virtual Clinic



## H7. LTI Tempscreen

The LTI Tempscreen quickly and easily transitions to post-pandemic access management and check-in uses, giving users the ability to know who is inside your facility and log access.

Our Tempscreen solution provides a customizable platform for access management and temperature screening.

### How this solution can benefit your organization

- High-speed access management
- Ability to print badges or wristbands to access control
- Highest level of data security and protection (HIPAA and PHI compliant)
- Ability to integrate existing back-end systems (access control, payroll, EMR's)

### What our clients like about this solution

- Ability to manage multiple populations (employees, visitors, contractors, etc.)
- Highly customizable screening questionnaire
- Realtime alerts and reporting
- Ability to deploy solution remotely as well as ongoing
- Ability to use a variety of tokens for access - mobile phone, RFID / NFC access card, driver's license





## H8. LTI Soft Telemedicine Kit

The Soft Telemedicine Kit is designed for mobile telehealth applications to improve the level of care in a variety of use case settings. Our lightweight, non-powered soft kit provides your facility with a simple and effective approach, allowing you to configure your telemedicine kit for in home care or physician consultation.

We incorporate high density foam inserts to securely house your chosen technology or diagnostic devices and offer multiple storage pockets to accommodate multiple configurations.

### How this solution can benefit your organization

- Mobile design expands your telehealth program expanded beyond the walls of your facility
- Ability to configure your telemedicine kit for in-home care or physician consultation
- Quick and easy deployment for remote services

### What our clients like about this solution

- Lightweight, duffle bag style portable kit with adjustable strap
- Dedicated laptop pocket
- Integrated USB hub and speakerphone

### Let's Talk Interactive software pairing

- MedCart Software
- Provider Dashboard
- Virtual Clinic



## H9. LTI Medical Equipment Implementation

Integrating your medical equipment, ranging from Pulse Oximeters and EKG machines to Stethoscopes, Otoscopes and Dermoscopes, with LTI's Software and Hardware solutions can help maximize efficiency and improve patient care.

### How this solution can benefit your organization

- Increases operational efficiency through fully integrated medical equipment
- Better patient care through real time analytics

### What our clients like about this solution

- Seamless connectivity to our software and hardware solutions
- Ability to push live analytics and remote provider control makes remote patient monitoring simple
- Custom equipment integration is available



## H10. LTI Financing Options

By breaking down our client's investment into one low monthly payment, often with little to no down payment, we're making telehealth solutions attainable.

[LetsTalkInteractive.com/leasing](https://LetsTalkInteractive.com/leasing)

### **How this solution can benefit your organization**

- Tailored financing solutions
- Improved liquidity and cash flow

### **What our clients like about this option**

- Three to five-year lease terms
- Monthly payments to cover hardware, software, and maintenance
- Flexible finance options include lease and purchase programs

# Contact us



Let's Talk Interactive can help set your organization apart from the competition with innovative patient-centric and cutting-edge technology.

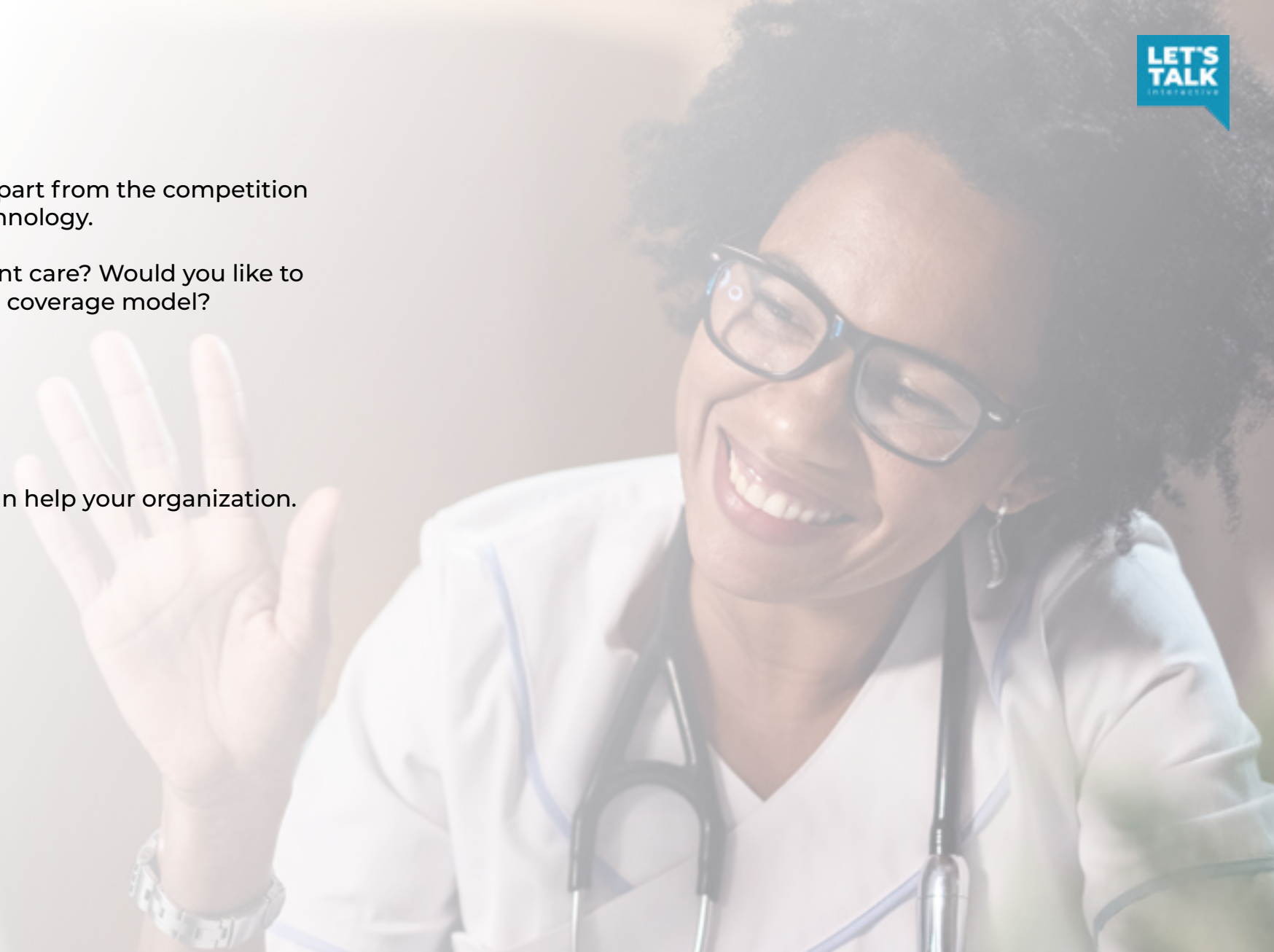
Are you ready to transform the way you provide patient care? Would you like to learn how we can help you innovate and expand your coverage model?

## Let's talk!

Schedule a phone consultation to find out how we can help your organization.

**Email:** [hello@letstalkcounseling.com](mailto:hello@letstalkcounseling.com)

**Phone:** 844-880-8255



Case studies