Is Your Telehealth Partner Preparing You for the Future?

The Rise of Telehealth

The benefits of telehealth have been known for years. Studies have shown that patients "vastly prefer" telehealth solutions to office visits. For those who live in remote areas or are homebound, telehealth is a literal lifesaver. And as we've seen during the COVID-19 pandemic, for those with possibly contagious diseases, telehealth is the best way to get treatment without endangering others.

In 2010, only 35% of hospitals offered telehealth solutions. Today, over 75% do. And of course, during the pandemic, the use of telehealth skyrocketed. In October 2020 alone, telehealth visits were up 3,060% compared to the previous year.

This isn't a temporary blip. With almost 80% of patients reporting high satisfaction with telehealth and over 70% expecting to continue using virtual care post-pandemic, telehealth is here to stay.

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Finding The Right Telehealth Solution

A successful telehealth solution combines hardware and software to connect everything, and of course, service to ensure it keeps running smoothly. However, two problems often arise when trying to put these parts together: multiple vendors and off-the-shelf solutions.

No single aspect of a telehealth solution is more important than the other. Top-of-the-line hardware with difficult-to-use software is as useless as intuitive software with junk equipment. Unfortunately, most vendors in telemedicine technology only specialize in one field or another. This means in order to get the telemedicine infrastructure needed, providers must deal with multiple vendors and multiple points of contact. Providers have to ensure products are compatible, and when service is needed, multiple points of contact can mean that getting the right help quickly can take valuable time.

Every provider has different telemedicine healthcare needs. Off-the-shelf solutions simply can't address them all. Instead, providers are forced to make these solutions fit their needs. Whether that means making do with inadequate technology or over-paying for tools they'll never use, either way, there's a loss. In short, providers don't get what they need, they get what's being offered.

Worst of all, with multiple vendors and off-the-shelf solutions, everyone is just another customer. Vendors don't need to understand a provider's needs if they're simply trying to sell and service one piece of the telehealth puzzle.

Partner Vs. Customer

Let's Talk Interactive (LTI) is different. LTI is the only company to provide a breadth of goods and services for the creation of a complete telemedicine infrastructure. LTI provides the software, hardware, development, provider networks, and 24-7 support that is necessary for providers and organizations to leverage telehealth successfully.

By creating custom, cutting-edge telemedicine solutions that pair seamlessly with a host of hardware solutions and peripheral options, LTI not only understands a provider's needs, they're also invested in ensuring those needs continue to be met. With LTI, providers aren't customers, they're partners in telemedicine healthcare.

During the pandemic, LTI responded to providers' needs by creating the LTI Tempscreen. Instead of wasting resources and time having staff administer temperature checks for doctors, patients and visitors, the LTI Tempscreen does it automatically in only 10-15 seconds, allowing providers to spend more time providing quality care.

LTI covers every aspect of telehealth, including web design and development. This encompasses everything from encryption and security to front-end design, HIPAA compliance, provider/patient portals, web apps, API integration, and a host of EMR/EHR platforms and devices designed for telehealth.

With an extensive network of healthcare and behavioral health providers in all 50 states and Puerto Rico, LTI can offer coverage and service for every need. Unlike other vendors, LTI is an all-in-one custom telehealth solution provider. LTI provides customized/white-labeled SaaS solutions, custom software development, and the provider networks necessary to deliver this care. Partners and clients can enact all of LTI's services together or choose what pieces meet their individual needs.

By meeting with clients to find out about their specific needs, LTI can leverage 20-plus years of telehealth experience to customize a solution to their workflows and needs. With LTI, providers aren't just customers, they're partners in telehealth.
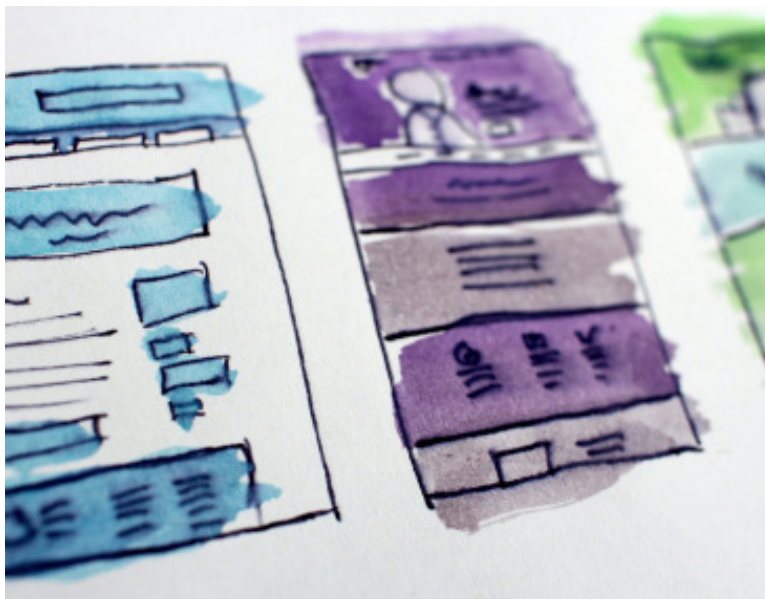
Meeting New Needs

"Telekits" allow providers and emergency response teams to offer dozen of necessary services all from a small bag.

With hardware like customizable medical cart solutions, kiosks, and tablets, to a host of accessories -- otoscopes, cameras, stethoscopes, ultrasounds, and more -- LTI has the hardware to meet the needs of any provider. However, as healthcare evolves, so do provider needs.

In response to these needs, LTI is constantly developing new hardware to allow its partners to provide the highest quality care by building out new ways for the provider to engage with patients. Recent additions include the ability to utilize peripherals like pulse ox, EKG, and telestroke. LTI is also developing solutions that enable home health care and Emergency Medical Services to prepare and have access to multiple choices for providing post-disaster care.

With the development of hardware such as "telekit" softpacks, LTI is helping bring telehealth to new frontiers. These rugged packs allow providers and emergency response teams to offer dozens of necessary services all from a small bag. This enables them to provide care from anywhere, especially in the heart of disaster zones where proper care is most essential.

Telehealth is the future

As we move into a post-COVID-19 world, patients are eager to continue using telehealth and providers now have the tools to offer better care to more patients. To provide the highest level of telemedicine healthcare, providers across the country need access to the best solutions that fit their needs. Multiple vendors and off-the-shelf products simply can't address so many specific needs in such a dynamic industry.

With LTI, providers can ensure their needs are met with custom solutions. Whether they're looking for hardware, software, networks, or a total telehealth infrastructure, LTI can do anything in telehealthcare.

Stop working with vendors and find a partner for the future of telehealth.

Interested in finding out more about the benefits of telehealth?
Visit letstalkinteractive.com.