

YOU COULD BE SAVING \$3M IN ANNUAL REFERRAL COSTS

PER 100k MEMBERS

eConsult platforms can increase timely access to quality specialty care while significantly decreasing healthcare costs.

> \$0 SET UP. PER-eCONSULT PRICING. IMMEDIATE ROI.

9%

of ambulatory PCP visits



NAMCS 2015

An estimated



of these referrals are for

ROUTINE CLINICAL CASES THAT CAN SAFELY BE TREATED BY PCPS

AristaMD Internal Data

The average referral results in

3.4 SPECIALIST VISITS Barnett et al.



THE AVERAGE TOTAL COST

of downstream specialist costs resulting from one referral is



\$ \$965

1 in 10 AMBULATORY VISITS and

> 1 in 3 HOSPITAL

DISCHARGES will result in referrals to other

care providers

2 OUT OF 3 MEDICARE BENEFICIARIES HAVE

2 OR MORE CHRONIC DISEASES

which often requires treatment from multiple providers in multiple specialties Centers for Medicare and



MORE THAN \$75 BILLION

is spent annually on specialist referral costs in the U.S.



THE DATA IS IN:

More than 70% of routine specialist referrals can be replaced by an eConsult

eCONSULTS REDUCE HEALTH PLAN COSTS AND DELIVER INCREASED ACCESS TO SPECIALTY CARE.

Adoption of eConsults is fast, simple and immediately gives PCPs the support to avoid unnecessary referrals.



- More timely access to care
- Reduced costs associated with unnecessary specialist visits, labs and diagnostics, unnecessary ED and office visits associated with waiting for specialist availability
- Improved patient satisfaction
- eConsult efficacy has been proven across diverse geographies, specialties, and patient demographics
- Launching an eConsult program can be done in <30 days and requires no IT integration

73%

92%

of eConsults replaced a specialist visit

of eConsults had a significant influence on care plan

"Our intention is to be good stewards of our resources and to identify which help us to achieve quality measures (managing diabetes etc.), in a financially responsible way. We've realized that leveraging the AristaMD telehealth platform helped us to bend the cost curve through significant avoidance of in-person specialty referrals."

Dr. Kevin Ronan Sr. Quality Assurance Manager, PCMH Accredited FQHC

\$0 UPFRONT

PER-eCONSULT PRICING

You don't need to create a new budget to run an eConsult Platform

Visit www.aristamd.com

to get a customized ROI estimate based on your plan's size and demographics, or request a Demo.

[1](9%) NAMCS 2015: Rui P, Okeyode T. National Ambulatory Medical Care Survey: 2015 [2] AristaMD internal Data 3 Barnett et al; Arch Intern Med. Author manuscript; available in PMC 2013 February 09 [4](\$305) MEPS (Medical Expenditure Panel Survey): STATISTICAL BRIEF #484: Expenses for Office-Based Physician Visits by Specialty, 2013 [5]Barnett ML, Song Z, Landon BE. Trends in Physician Referrals in the United States, 1999-2009. Arch Intern Med. 2012;172(2):163-170. doi:10.1001/archinternmed.2011.722

[6] Centers for Medicare and Medicaid Services. Chronic Conditions among Medicare Beneficiaries, Chartbook, 2012 Edition. Baltimore, MD. 2012.

