

Allina Health Telehealth

December, 2017

Who is Allina Health?



12 Hospitals

31,780 inpatient surgical procedures

1,775 staffed beds

109,091 inpatient hospital admissions

Not-for-profit health care system

195,666 oxygen/medical equipment orders



Oxygen & Home Medical Equipment

15,560 births



Emergency Medical Transportation

105,538 ambulance responses

27,500 employees

343,083 emergency care visits



90+ Clinics

4.5 million clinic visits

1.5 million hospital outpatient admissions

146,724 hospice visits

60,077 outpatient surgical procedures

937,619 retail pharmacy prescriptions filled



Hospice

231,656 home health visits

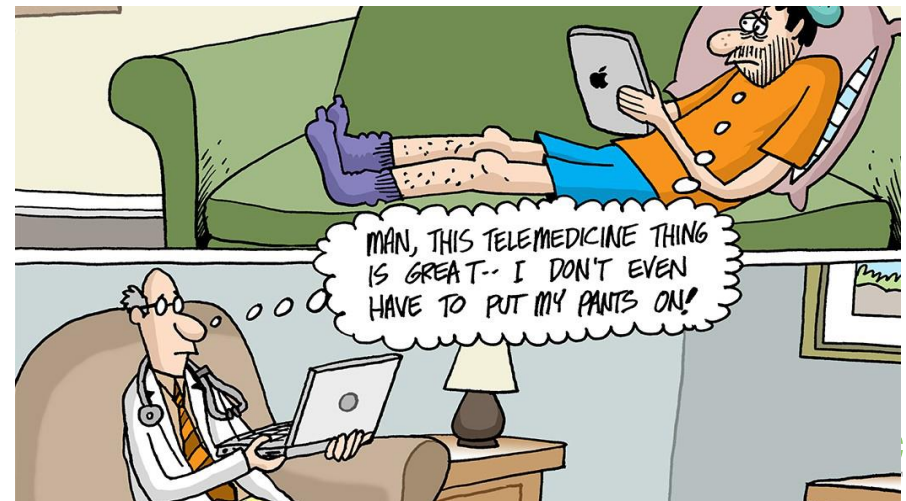
\$3.9 billion net operating revenue



15 Pharmacies



Evolving virtual health world



Providing Access to Patients & Care Facilities

OP CONSULTATIONS

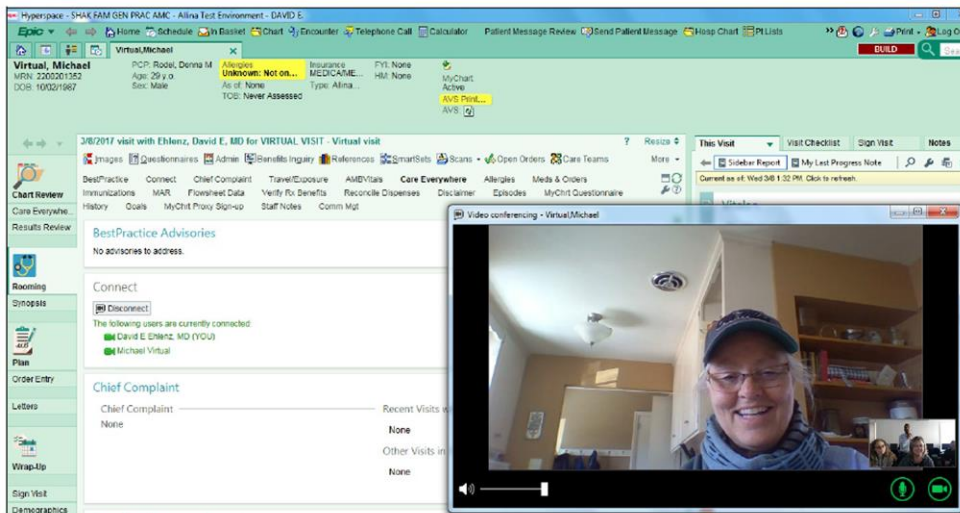


Telestroke
MH Assessment & Referral
Cardiology
Psychiatry
Palliative
Genetic Counseling
Primary Care Est. Pts
Home Monitoring
Remote Observation
eICU

ACUTE CARE SERVICES



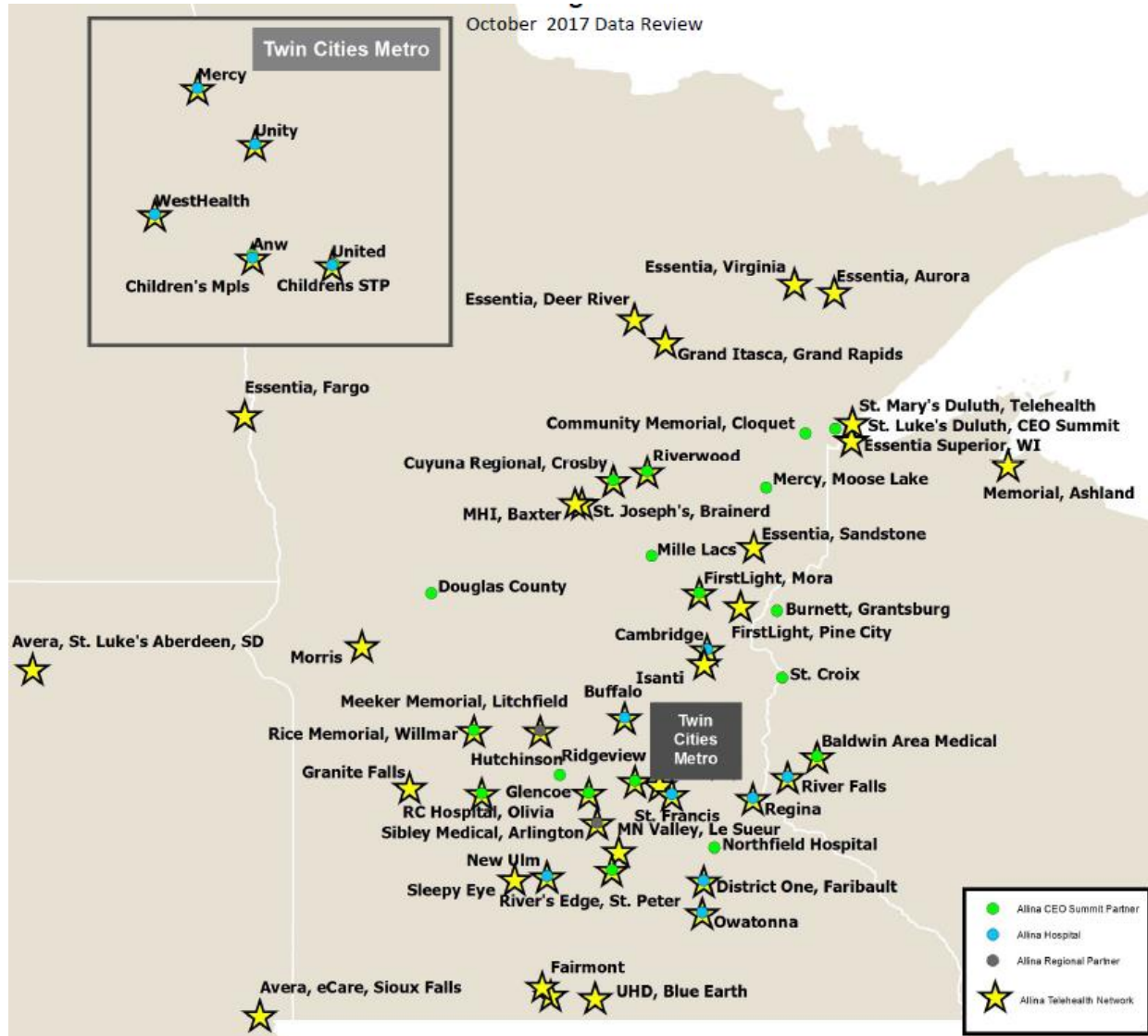
HOME PATIENT VISITS



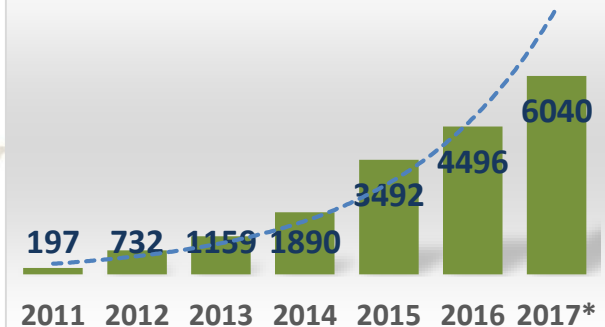
HOME MONITORING



Telehealth Geography



Total encounters by year



* Annualized volume based on Q1-Q3 actuals.

Telestroke

Telestroke Services are provided at all 12 Allina Hospitals and 24 non-Allina locations.

> 1,000 telestroke encounters the first 10 months of 2017

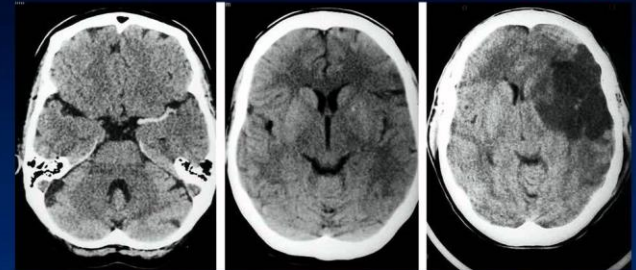
Telestroke Goals



Door to CT (time from ED arrival to initial imaging) – less than 10 min

Acute Ischemic Stroke

CT Features



Jansen 2008

Door to needle (time from ED arrival to IVtPA initiation) – less than 40 min



Create strong virtual teams, keep patients local when appropriate & provide follow-up visits

How important is time?



One minute = 1.9 million neurons

Time is brain – shortening time to treatment = better outcomes

- 5% increase in relative risk of mortality for every 15 minute delay in initiating IV tPA (Circulation. 2011;123:750-758)
- 10% absolute reduction in good outcomes for every 30 minute delay in endovascular treatment. (Neurology 2009;73:1066-7)

Consumers' and providers' preferences for accessing care are evolving

Consumers want virtual health...



of patients report being comfortable communicating with physicians via text, email or video.



Sg2 forecasts that by 2024, of all US evaluation and management visits will occur virtually.



of American adults who own smartphones have at least one health app on their device.

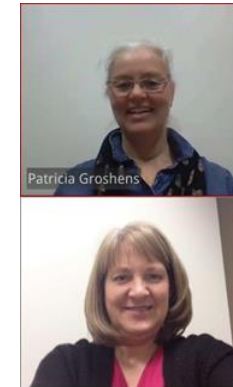
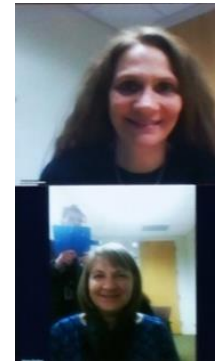
Source: Sg2

Primary Care, Virtual Visits

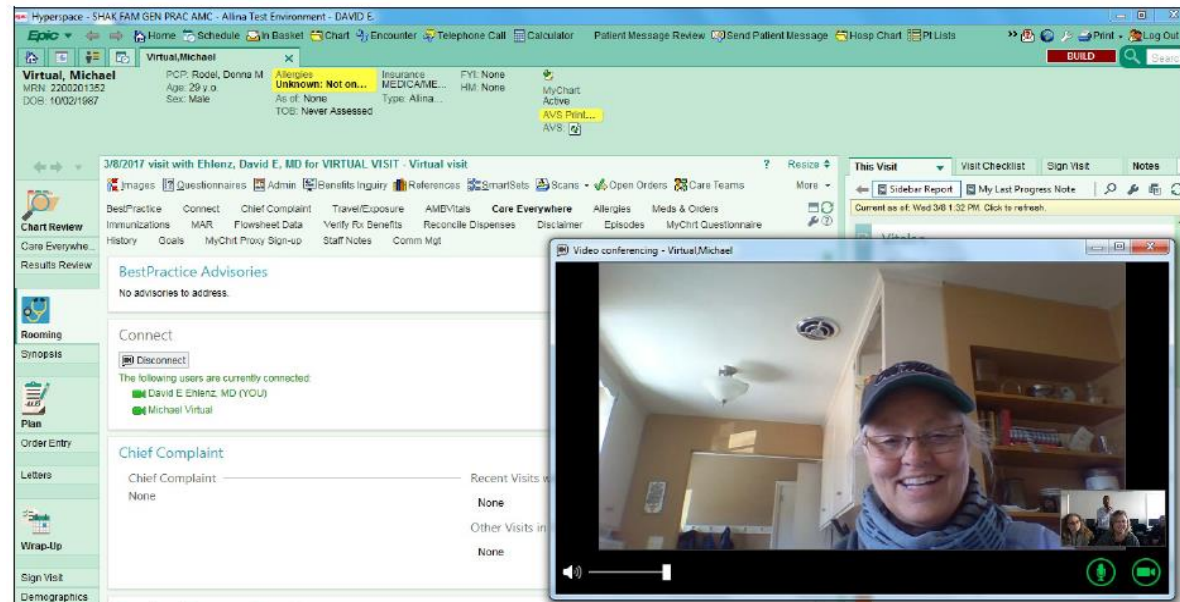
Desktop/laptop view:



Mobile phone view, Android and iPhone:



- EHR integrated solution
- Providers access video through EHR



The Future – SmartHome Technology

