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Thank you for joining!

We will begin our Telehealth 101 webinar at 2:03 PM ET

**Before we begin please check that the sound levels on
your computer or phone are turned up to hear clearly**

April 2020



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Telehealth 101: What You Need to Know to Get Started Now

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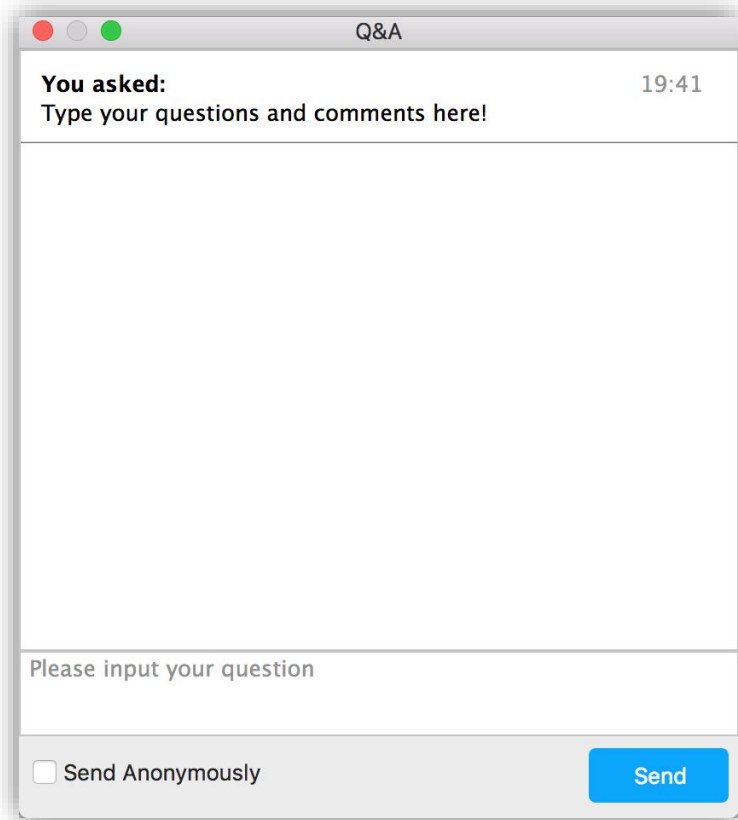
April 2020

Learning Objectives

Overarching objective is to support our Provider shift to telehealth during pandemic

- Beacon's position on expanding access via telehealth during COVID-19
- How telehealth enables continuous care during COVID-19
- Implementing Telehealth – platforms, etiquette, HIPAA compliance
- Technology options/best practices
- Resources – Beacon and the National Telehealth Resource Center

House Keeping Items



1. Today's webinar is 1 hour including Q&A
2. All participants will be muted during the webinar
3. Please use the Q&A function vs. chat. We will monitor questions throughout and answer as many as possible at the end.
4. This webinar is being recorded and will be posted within 24 hours at www.beaconhealthoptions.com/coronavirus/ so you have continued access to the information and resources

Beacon/MBHP's Position on Telehealth

Telehealth can be an effective way for members to begin or continue their care through a mental health from their homes.

Based on MA guidance and to aid in the start or continuity of care:

- Beacon/MBHP will cover telehealth services, including telephone and live video, as means by which members may access all clinically appropriate, medically necessary covered services.
- When clinically appropriate, we are currently encouraging providers to use technologies to communicate with individuals in a confidential and secure manner.
- If you have questions about how a particular service is covered please call:
 - Beacon's MA Provider Service Line at 800-397-1630 (Monday-Friday, 8 a.m.- 8 p.m. ET)
 - MBHP's Provider Service Line at 800-495-0086 (Monday-Friday, 8 a.m.- 5 p.m. ET)
 - Contact your Provider Relations contact

MA Requirements for Telehealth

Consent

- Follow consent and patient information protocol consistent with in person visits.

Identification and Authentication

- Properly ID the patient using, at a minimum, the patient's name, date of birth, and identification.
- Disclose and validate the provider's identity and credentials, such as the provider's license, title, and, if applicable, specialty and board certifications.
- Inform patients of your location rendering services via telehealth and obtain the location of the patient.

Accessibility, Planning, and Emergency Care

- Inform patient of how to see a clinician in-person in the event of an emergency or as needed.

MA Requirements for Telehealth

Confidentiality

- To the extent feasible, ensure the same rights to confidentiality and security as provided in face-to-face services. Inform members of relevant privacy considerations.

Review of Medical History

- For an initial appointment with new patient, review the patient's relevant medical history and any available medical records with the patient before initiating service.
- For existing provider-patient relationships, the provider must review the patient's medical history and any available medical records with the patient during the service.

YOUR RESOURCE FOR TELEHEALTH SUCCESS

CALIFORNIA TELEHEALTH RESOURCE CENTER



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The California Telehealth Resource Center (CTRC) was established as a federally designated Telehealth Resource Center in 2006. We are nationally recognized as one of fourteen HRSA funded [Telehealth Resource Centers](#) around the country.

The 12 regional and 2 national TRCs are expertly staffed and have come together under one consortium to further the advancement and accessibility of telehealth with a focus in rural healthcare.

CTRC has worked with hundreds of programs, providers, universities, government agencies, and equipment developers to identify best program practices, newly emerging technologies and trends, and studies that identify the impact of telemedicine services.

The California Telehealth Resource Center (CTRC) and all resources and activities produced or supported by the CTRC are made possible by grant number G22RH30349 from the Office for the Advancement of Telehealth, Health Resources and Services Administration, DHHS. This information or content and conclusions are those of the CTRC and should not be construed as the official position or policy of, nor should any endorsements be inferred by HRSA, HHS or the U.S. Government.

Portions of the information in these slides have been provided in part by other regional Telehealth Resource Centers located throughout the country. This information is used with permission from each of these TRCs.

This telehealth 101 presentation is for health care providers who wish to implement web-based video to interact with their patients during the COVID-19 pandemic.

Under normal circumstances, the development and implementation of telehealth is best accomplished through a thorough, deliberate planning process.

However, due to the current public health emergency, health care providers are encouraged to utilize telehealth when possible in lieu of seeing patients in person.

This presentation does not cover other types of telehealth, such as store and-forward, remote patient monitoring, or the use of other telehealth technologies such as telemedicine carts or medical peripherals. All of these are excellent and often appropriate means of caring for patients, but are not covered here.

The Telehealth Landscape

Drivers

- Public Health Emergency
- Aging population
- Consumer demand
- Expanding Reimbursement
- Provider shortages
- Payment reform
- Readmission penalties
- Competitive forces



Barriers

- Access to broadband and/or technology
- Privacy and security concerns
- Provider resistance to change
- Legal/regulatory questions



COVID-19

- Governor's Executive Order: Carriers are required to allow in-network providers to offer telehealth
- MassHealth Bulletin: Providers are permitted to provide clinically appropriate, medically necessary services, via telehealth (including telephone and live video). There are no specific technology requirements.
- Managed Care entities are required to cover telehealth services.

Software and Equipment: What do I really need to start ASAP?



It is generally good to take a long view when selecting technology. However, during the current national public health emergency, the federal government has provided flexibility in the video equipment that can be used.

Many vendors are offering free or reduced prices for the next few months in support of a quick ramp-up of telehealth services.



Off-the-Shelf products for providers and consumers

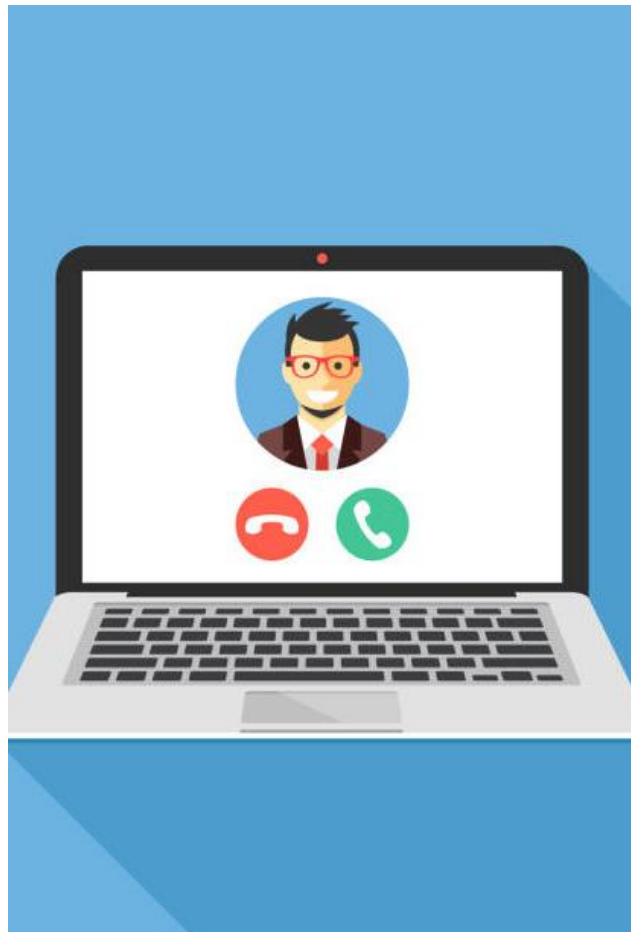


Camera Stability

Mobile devices such as tablets and cellphones: use a stand or mount to *keep the device still*.



Video Platforms



The federal Office of Civil Rights (OCR) has temporarily relaxed its enforcement standards during this national emergency to allow covered health care providers to use video technologies that do not fully comply with HIPAA rules.

Health care providers choosing to use these products should inform patients that there may be privacy risks. Health care providers seeking more privacy for patients should consider products that use encryption and tools such as passcodes to restrict the session, and vendors that will sign HIPAA Business Associates Agreements (BAAs) in connection with their video solutions.

HIPAA Compliant Platform Examples



EHR/Practice
Management System
with integrated live
video telehealth
capabilities



Direct To Consumer Considerations

Seeing clients in their home is fine, but recognize the potential risks:

- ✓ You lose any physical control of the patient and surroundings
- ✓ You rely on their equipment and network
- ✓ You may need to verify the patient's location (for safety reasons)

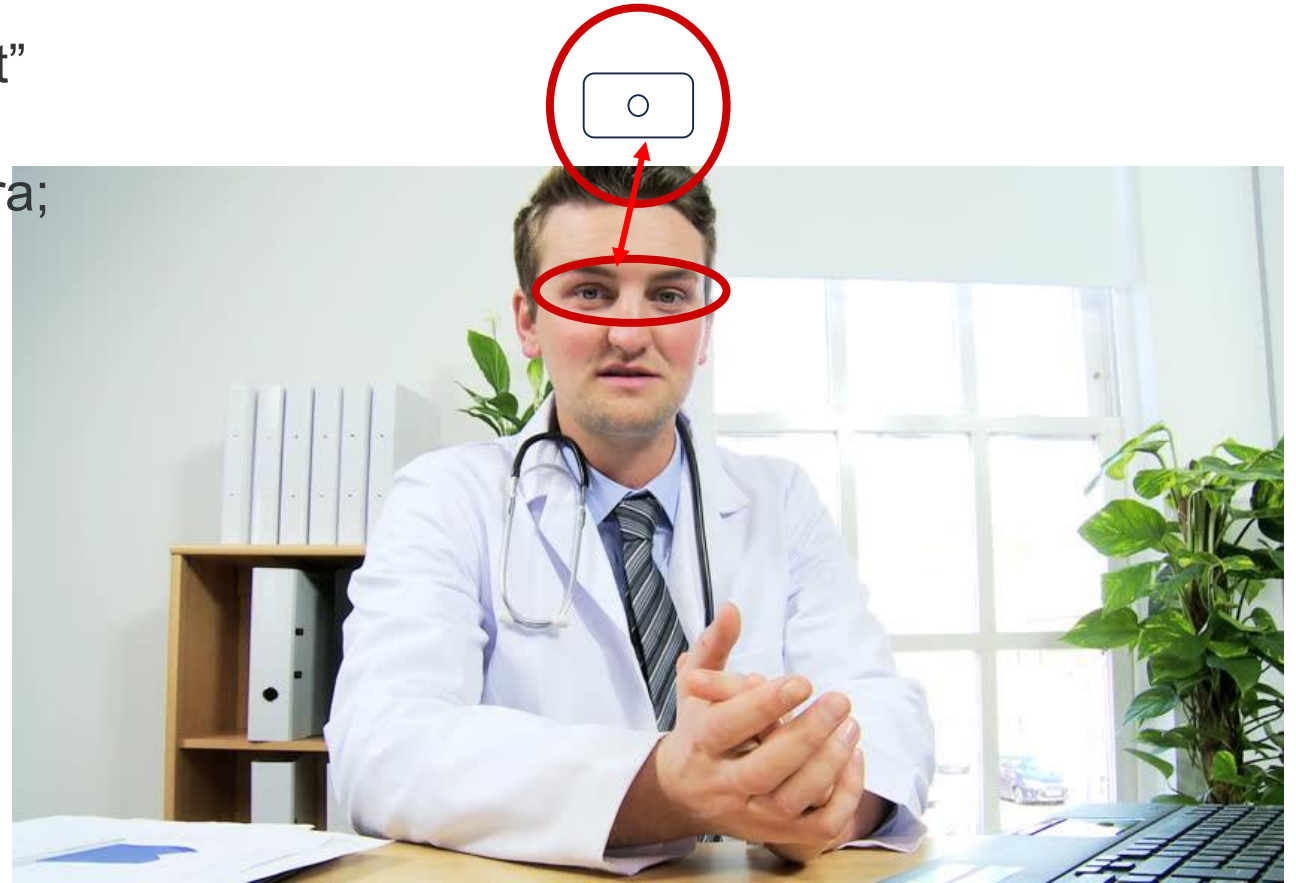
There is no one correct solution to these risks and it may be impossible to provide appropriate treatment in some locations.



Camera Location

Camera Location - the illusion of “eye contact”

- a. Camera centered on screen
 - b. Remote “face” is directly under the camera;
as close to the camera as possible
- “Lower the camera, raise the image”**



Lighting

- Standard workplace lighting is often “good enough”
- General principle: bright, diffuse, from the front
- Things to avoid
 - Harsh light, glossy surfaces, reflections
 - Unbalanced light and “point” sources
 - Lamps throw shadows
 - Backlighting and windows behind
 - Bright or reflective background



Privacy & Security



Work area has insufficient privacy allowing co-workers to unintentionally intrude



Secure office location, but the glass behind the user creates a distraction and privacy concern

Framing & Background

- Camera at head level
- Fill the frame to the top
- Include your hands
- Avoid intrusive backgrounds
- Avoid backlighting



Sound

- Lots of mic styles available - choose the least intrusive
- Feedback - usually from two connections in the same room
- Echo - the one causing the problem can't hear it

Pro Tip: The mute button is your friend



Universal Video Etiquette

Everybody in the room should be on screen (or at least should come on screen to be introduced)

Everybody should be identified by name and role

Patient consent should be obtained, and any questions about the technology answered

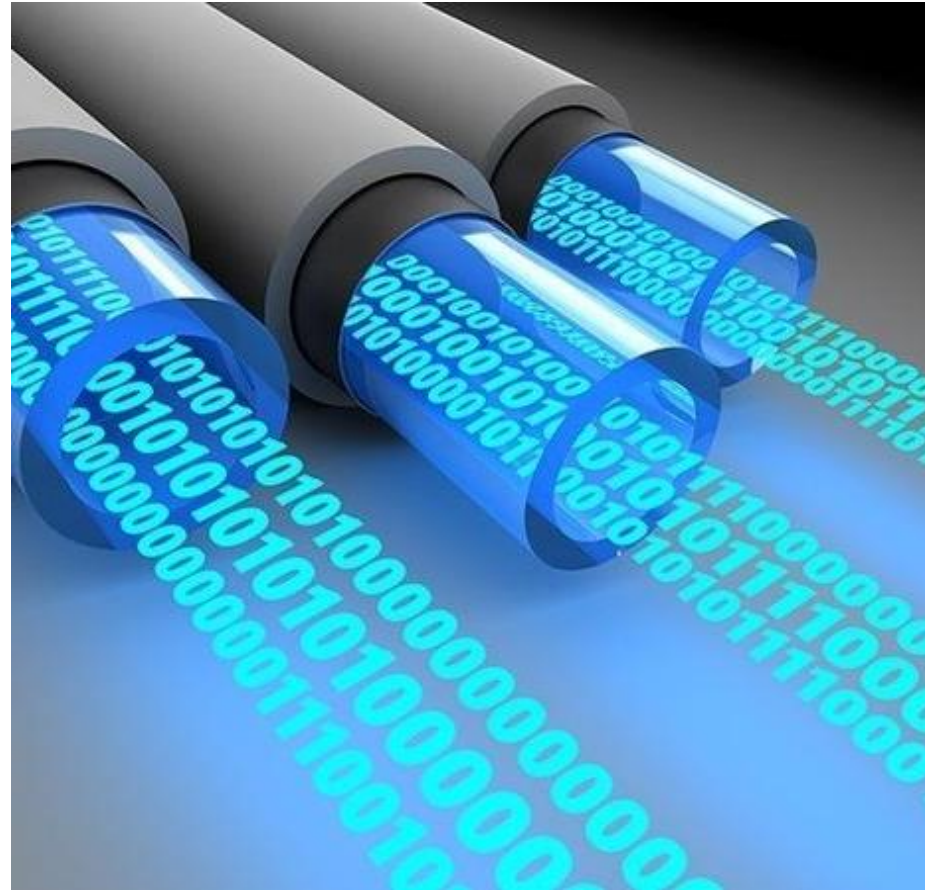


Internet Bandwidth Considerations

Successful video requires adequate bandwidth to the home/phone and within it, a device (phone, tablet, or laptop) with a camera and microphone, a person able to manage it, and a little patience.

While many homes have decent bandwidth and wireless plans, with parents and children all home working and taking classes online, watching movies, gaming, etc., there can be a lot of competition for that bandwidth.

Similarly, video running on a laptop with several windows running may also compete for adequate resources.



Tips for success

- ✓ If possible, complete a pre-test call with patients. This is often best done by a front office staff or MA who functions as a super user.
- ✓ Check to see if both ends can see and hear each other
- ✓ Check to be sure that audio and video aren't muted on one end
- ✓ If the connection isn't great, limit what else is connected to bandwidth and close extra windows on the device.
- ✓ Help patients become comfortable with the experience. Keeping it simple and providing a little familiarity with the technology goes a long way.
- ✓ Have a back-up plan if the technology doesn't work: Can the call be moved to telephone only or does the patient need to be seen in person? Decide in advance.
- ✓ **Relax!** Patients of all ages tend to enjoy the connection with their health care providers that telehealth provides.

If a provider, or patient, has one bad encounter, they will need 10 good encounters to regain trust!

Best Practices

Building Rapport

- Talk normally
- Look at the patient (ensure their face is near the camera)
 - Place your “self-view” frame as near the camera as possible
- Use gestures - be animated
 - Make sure your gestures are on camera/in the frame

Reimbursement



I know what you're thinking.....
Just tell me how to get paid already

Beacon/MBHP Billing

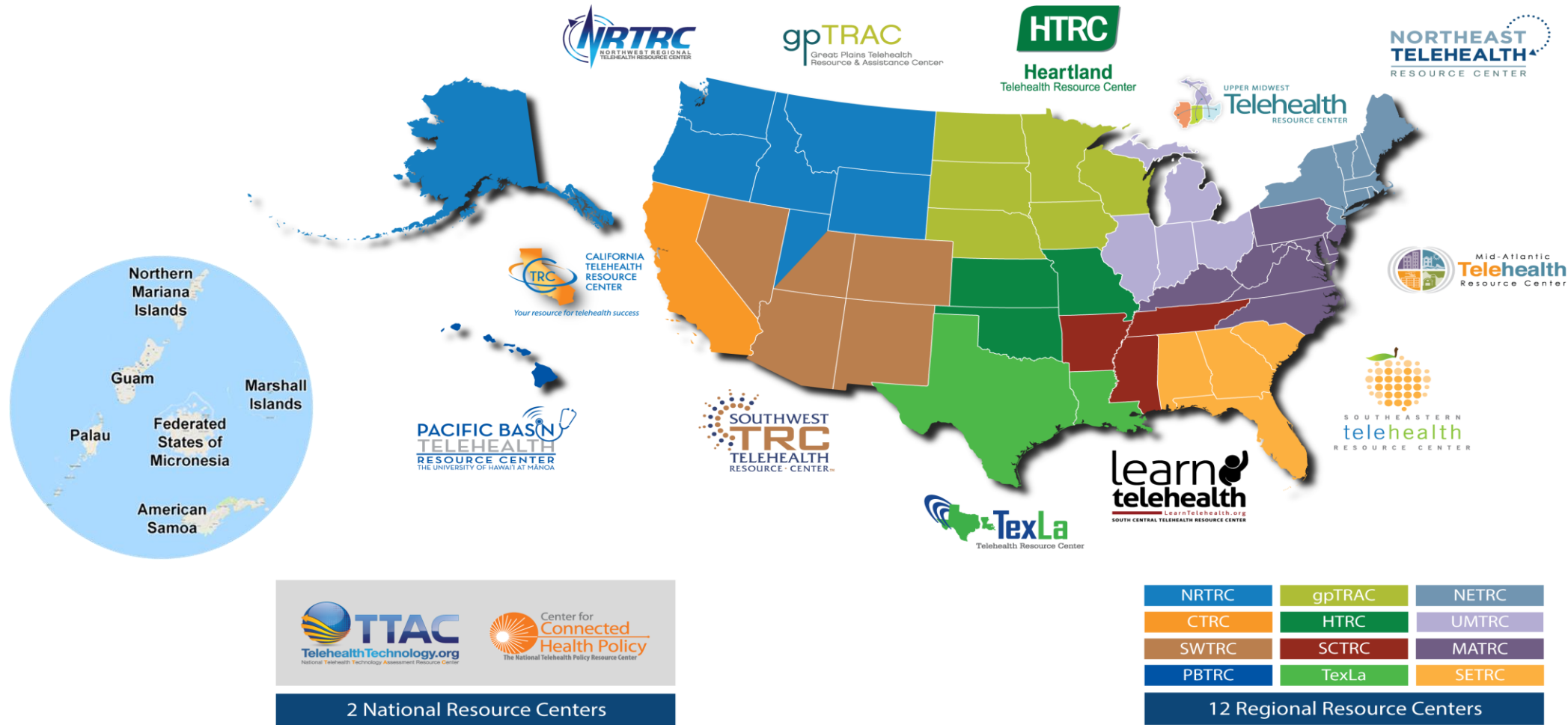
Expectation of services are equivalent to those delivered for an in-office visit

- Submit claims in the same format
- Utilize the appropriate CPT code in concert with the type of service and duration of each visit
- Providers must include Place of Service Code 02 when submitting a claim for services delivered via telehealth. A telehealth indicator, such as a 95 or GT modifier is encouraged, but not required
- Reimbursement for a telehealth service is the same amount as a traditional office visit
- May bill for dates of service back to March 12, 2020

**Where can you go
to learn more
about telehealth?**




TelehealthResourceCenters.org



The National Consortium of Telehealth Resource Centers (NCTRC) is an affiliation of the 14 Telehealth Resource Centers funded individually through cooperative agreements from the Health Resources & Services Administration, Office for the Advancement of Telehealth. The goal of the NCTRC is to increase the consistency, efficiency, and impact of federally funded telehealth technical assistance services. This presentation was made possible by 14 Telehealth Resource Centers and administered through grant #G22RH30365 from the Office for the Advancement of Telehealth, Federal Office of Rural Health Policy, Health Resources and Services Administration, Department of Health and Human Services.

NCTRC Resource Documents



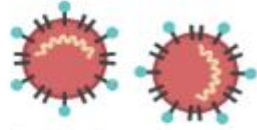
**National Consortium of
Telehealth Resource Centers**

COVID-19 Telehealth Toolkit

March 18, 2020

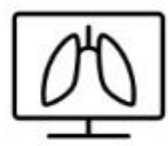
What is COVID-19?

Coronavirus disease 2019 (COVID-19) is a novel coronavirus that has not been previously identified. Symptoms include cough, difficulty breathing, fever, and mild to severe respiratory illness. According to the [Centers for Disease Control and Prevention \(CDC\)](#), the virus currently seems to be easily spreading throughout communities in the United States ([community spread](#)), meaning "some people have been infected and it is not known how or where they became exposed".



What is Telehealth?

The [Health Resources and Services Administration \(HRSA\)](#) of the [U.S. Department of Health and Human Services](#) defines telehealth as the use of electronic information and telecommunications technologies to support and promote long-distance clinical health care, patient and professional health-related education, public health and health administration.



Telehealth can address COVID-19 and other epidemic situations by limiting exposure to infection for vulnerable populations and health care workers. Telehealth can also expand the reach of resources to communities that have limited access to needed services. This allows patients to receive health services away from settings where potential for contracting COVID-19 are high, such as hospitals, health clinic waiting rooms, private practices, etc.

The [National Consortium of Telehealth Resource Centers \(NCTRC\)](#) is composed of 12 regional and 2 national federally-funded telehealth resource centers (TRCs) who offer assistance and resources for the planning and implementation of telehealth operations. [Reach out to your regional TRC](#) for more information on telehealth and COVID-19. For a comprehensive collection of resources related to telehealth and COVID-19 response refer to the [Northeast Telehealth Resource Center \(NETRC\) COVID-19 Epidemic Telehealth Webography Toolkit](#).

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**NATIONAL CONSORTIUM OF
TELEHEALTH
RESOURCE CENTERS**

March 2020 www.TelehealthResourceCenter.org



How Patients Can Engage Telehealth

Telehealth is a way to receive healthcare services digitally. Telehealth lets you videoconference with doctors through computers, tablets, or smartphones and virtually connect to your local clinic or other health locations without leaving your home.

Ask yourself these questions before trying out telehealth:

How Can I Start Receiving Telehealth Services?

Many healthcare organizations are already set up to provide telehealth. Depending on your needs, telehealth can be used for many different health care services. For example, telehealth is widely used for behavioral health needs, such as therapy or medication management.


What Equipment Do I Need?

Stable internet and a computer, tablet, or smartphone are all that's needed to use telehealth. If you are going to a clinic, doctors office, hospital, or other health care location to receive telehealth services, you do not need to bring your own equipment.

Is My Personal Health Information Safe?

All health care organizations already ensure your health information is safe and protected. The same thing goes for telehealth – there is no exception. If you're worried about your protected health information, ask your doctor how they're keeping your information safe.

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**NATIONAL CONSORTIUM OF
TELEHEALTH
RESOURCE CENTERS**

HIPAA & Telehealth

A Stepwise Guide to Compliance

Should I Be Concerned?

STEP 1 DOES HIPAA APPLY TO ME AND MY TELEHEALTH PRACTICE? HIPAA applies to you if you are a healthcare provider that transmits personal health information (PHI) in electronic form. If you do, you ARE a covered entity (CE).

STEP 2 IS THE INFORMATION I AM TRANSMITTING CONSIDERED PHI? There are 18 types of identifiers considered PHI. Examples related to telehealth include names, phone numbers, birthdates, IP addresses, email addresses, device identifiers, and photos/images.

STEP 3 DO I HAVE BUSINESS ASSOCIATES? A business associate is anyone who creates, receives, maintains or transmits PHI on your behalf, or has the ability to come in contact with PHI in your practice. See PHI examples above.

OK, NOW I'M WORRIED! Keep Reading To Find Out What You Can Do!

Did You Know?

- If you are sharing any type of PHI with Business Associates, you must make sure they are protecting the security and privacy of your data as yours too. YOU are still responsible.
- Your compliance is now dependent on their practices.
- You can protect yourself by having a Business Associate Agreement (BAA) documenting how they are protecting your PHI and by performing reasonable due diligence to verify their security practices.
- Do not discuss PHI to any Business Associate unwilling to sign a BAA.**

Complying With HIPAA

HIPAA compliance is a combination of physical, administrative and technical safeguards. Technology alone cannot be HIPAA compliant or make you HIPAA compliant. Here are the things you and your Business Associates should do and document:

RISK ASSESSMENT: Conduct a comprehensive review of where you store or access PHI and how secure it is in each case. Take appropriate steps to secure it in a way that fits for your organization. Consult and document your security policies and procedures. Train your employees regularly and consistently.

INFORMATION SYSTEMS ACTIVITY REVIEW: Conduct and document periodic reviews of access logs or other records for unauthorized activity. It might be bad news if you find some, but YOU want to be the first one to find it. Report the breach and implement a fix immediately. Confer with counsel about what to do next.

You might also want to consider ways to configure your system so that PHI is not stored or shared.

COVID-19 Telehealth Toolkit

A special document released to assist organizations implement telehealth during the COVID-19 outbreak.

How Patients Can Engage Telehealth

HIPAA and Telehealth

A stepwise guide to compliance.

But Wait... There's More!

- Toolkits
- Checklists
- Templates
- Reports



CTRC Telehealth Program Developer Kit

The genesis of this kit is the implementation methodology developed for the University of California schools and hospitals, as well as the safety net clinic referring partners throughout the state.



gpTRAC Initiating Telehealth Services Checklist

This resource is designed to provide you with prompts for some of the questions you need to consider as you look to implement a telehealth site or new service.



Heartland Telehealth Resource Center

HTRC Telehealth Etiquette Checklist

HTRC's checklist lines out best etiquette practices for telehealth providers. This resource will help you keep in mind appointment preparation, video presence, and audio tips.



MATRC Remote Patient Monitoring Toolkit

This Toolkit provides a series of videos, designed to help many different audiences quickly understand Remote Patient Monitoring and define the responsibilities of each role.



NETRC Telehealth Library

NETRC hosts a Telehealth Resource Library containing a robust collection of peer-reviewed articles on telehealth. This library is regularly maintained.



SCTRC Video: A Telemedicine Tale

This video illustrates the benefits of telehealth at the consumer level. As a patient, telehealth overcomes common barriers to quality healthcare. This is just one of many videos created by SCTRC, visit their website to find more.



SWTRC Service Provider Directory

The Telemedicine & Telehealth Service Provider Directory is a service of the Arizona Telemedicine Program. The directory is a resource for hospital and healthcare administrators and other decision-makers who want to expand or improve their healthcare services.



UMTRC Reimbursement Snapshot

UMTRC covers several of the upper midwest states. This document gives a snapshot of reimbursable services in their covered states.



CCHP 50 State Report

CCHP's Spring 2019 release of its report on "State Telehealth Laws and Reimbursement Policies" offers policymakers, health advocates, and other interested health care professionals a summary guide of telehealth-related policies, laws, and regulations for all 50 states.



HRSA Telehealth Compendium

This Compendium created by HRSA contains a compilation of telehealth resources for HRSA-grantees and stakeholders.



Webinar Compilation

HRSA has compiled a unique list of TRC webinars from 2011 – 2018. Downloadable Excel file is also available.



Job Description Templates Compilation

TRCs have collected several frequently referenced job descriptions. These are sourced from various organizations and websites for others to use as a reference.



- Directories
- Videos
- Library

NETRC's COVID-19 Page <https://netrc.org/COVID-19/>



**NORTHEAST
TELEHEALTH**
RESOURCE CENTER
A program of MCD Public Health

Telehealth Library Home

COVID-19 and Telehealth

NETRC COVID-19 Telehealth Resources

As the regional Telehealth Resource Center for the Northeast, the NETRC team has been very busy providing technical assistance and resources to healthcare organizations and providers looking to quickly implement telehealth services during COVID-19. As part of these efforts, we've compiled a number of key resources here on this page, including telehealth policy updates/guidance as well as training and education for providers and patients. We will continue to update and add to this page, and encourage you to visit it regularly.

Telebehavioral Health Center of Excellence

TELEBEHAVIORAL HEALTH CENTER OF EXCELLENCE

The most current information in a rapidly evolving market.

The **Telebehavioral Health Center of Excellence** is dedicated to providing the most current, vetted, practical information for starting or enhancing Telebehavioral or Telemental health-related services. These resources are intended to provide you with the most current information to help you get started. They are not comprehensive in the historical sense but represent the best of the current Telebehavioral Health resources available.

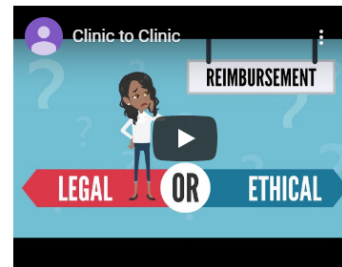
New to Telebehavioral Health? We recommend starting with the [Overview](#).



The practice of Telemental and Telebehavioral Health has proven to be safe, effective and efficient tools for Mental and Behavioral Health Providers. Improvements in reimbursement and decreased costs now make it an attractive way to provide services in new and unique ways. Browse the TBHCOE site for more.



HIPAA compliance is much more than BAA and encryption. Learn more about the nuances of how to apply HIPAA security for your telemental or telebehavioral health practice. The setup for services may be different for each setting, state, and profession. Browse the TBHCOE site for more.












Providing video clinical services from clinic-to-clinic seems straightforward on the surface. But small differences in clinic operations and clinic setting can make implementation cumbersome, eliminating the efficiencies promised by telemedicine. Get grant-funded advice about overcoming these issues from vendor-neutral industry experts and learn more about applying the best practices in clinic-to-clinic services. Browse the TBHCOE site for more.

OVERVIEW

SEARCH BY TOPIC

CHOOSE YOUR ROLE

GET STARTED

 Clinical Guidelines Clinical Guidelines for Telebehavioral Health	 Crossing State Lines State Policies for Telebehavioral Health	 Financial Financial Information for Telebehavioral Health
 HIPAA Security HIPAA Compliance and Security	 Laws/Regulations Laws and Regulations in Telebehavioral Health	 Research Telehealth Resource Library
 Technology/Software Technology and Software for Telebehavioral Health	 TeleMAT TeleMAT	 Training Training information for Telebehavioral Health

NCTRC Webinar Series

The National Consortium of Telehealth Resource Centers provides a free webinar for those interested in telehealth.

Every 3rd Thursday
11 AM – 12 PM (PST)

The TRCs have an expansive network of professionals in the field of telehealth.

The monthly topics encompass various topics ranging from policy, business models, clinical workflow, telehealth program development, etc.

Don't worry.
We record them.

Can't make the live webinars? No problem!
We record all webinars and post them on
our YouTube page within 1 business day.

Find more educational webinars:

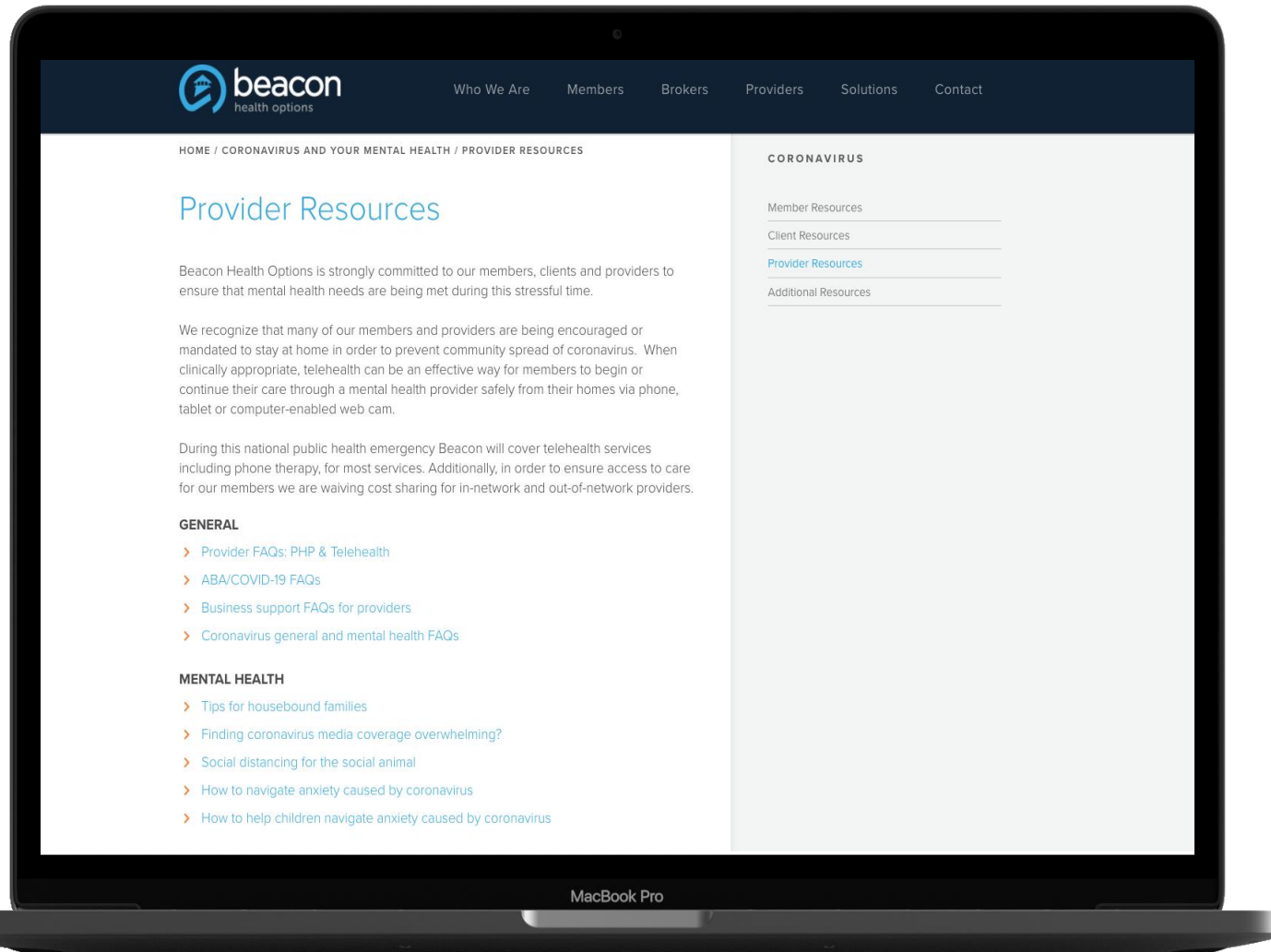
[https://www.telehealthresourcecenter.org/e
vents/category/webinars/?tribe event disp
lay=past](https://www.telehealthresourcecenter.org/events/category/webinars/?tribe_event_display=past)



Key Takeaways

1. **TELEHEALTH IS A RAPIDLY EXPANDING FIELD.** We're expecting many changes in 2020 and will continue to see changes as we move forward.
2. **CONNECT WITH US.** Shoot us an email, give us a call, visit the website, or even better, register for our regional conferences (once they resume).
3. **OUR RESOURCES.** DIY kind of person? We have numerous resources and a reliable network to get your answer. We're federally funded so our information and resources are at your disposal.
4. **THE CONSORTIUM.** If we can't answer your question, we know who can! Each TRC is backed up by the power of the National Consortium – experts nationwide, ready and willing to assist.

Beacon Resources



[Coronavirus Provider Resources \(Link\)](#)

[Telehealth Resource \(Link\)](#)

[Provider Webinars \(Link\)](#)

<https://www.masspartnership.com>

Additional Provider Webinars

1. Crisis planning
2. Compassion fatigue
3. Transitioning IOP/PHP
4. Navigating billing

and others!

Helpful Massachusetts Resources

<https://www.mass.gov/doc/march-15-2020-telehealth-order/download>

<https://www.mass.gov/doc/all-provider-bulletin-289-masshealth-coverage-and-reimbursement-policy-for-services-related-to/download>

<https://www.mass.gov/doc/all-provider-bulletin-291-masshealth-coverage-and-reimbursement-policy-for-services-related-0/download>

<https://www.mass.gov/files/documents/2020/03/27/pb-mce-22.pdf>

<https://www.mass.gov/files/documents/2020/03/17/pb-mce-21.pdf>

<https://www.mass.gov/info-details/coronavirus-disease-2019-covid-19-masshealth-provider-faq>

<https://www.mass.gov/doc/frequently-asked-questions-covid-19-and-behavioral-health-providers/download>

<https://www.mass.gov/doc/childrens-behavioral-health-initiative-cbhi-provider-frequently-asked-questions/download>

Thank you for joining us

- This presentation will be posted at www.beaconhealthoptions.com/coronavirus/
- Please take our short survey at the end of this presentation
- We will be hosting upcoming clinical COVID-19 webinars – future topics include Crisis Planning, Compassion Fatigue, Transitioning IOP/PHP to telehealth platform

CONTACT US:

Beacon's MA Provider Services Line 800-397-1630 (Monday-Friday, 8 a.m.- 8 p.m. ET)

MBHP's Provider Service Line at 800-495-0086 (Monday-Friday, 8 a.m.- 5 p.m. ET)

Contact your Provider Relations contact



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