

RelyMD



Agenda

- Introduction
 - Background
 - How RelyMD Works
- Limitations to Adoption
- State Impact
 - Utilization
 - Cost Savings
 - Disaster Relief
- Additional Current/Future Use Cases



Background

- Formed by Wake Emergency Physicians, PA (WEPPA) in 2013
 - “Deliver patients access to quality, convenient, local access to health care”
- RelyMD went live to the public in 2015
 - Coverage in North Carolina
 - Expansion to border states
 - Over 8,000 consultations for unscheduled, urgent care conditions
 - 120,000+ covered lives
 - Less than 10 minute wait times
- Staffed 24/7/365
 - Emergency Medicine MDs and APPs
 - Family Practice MDs



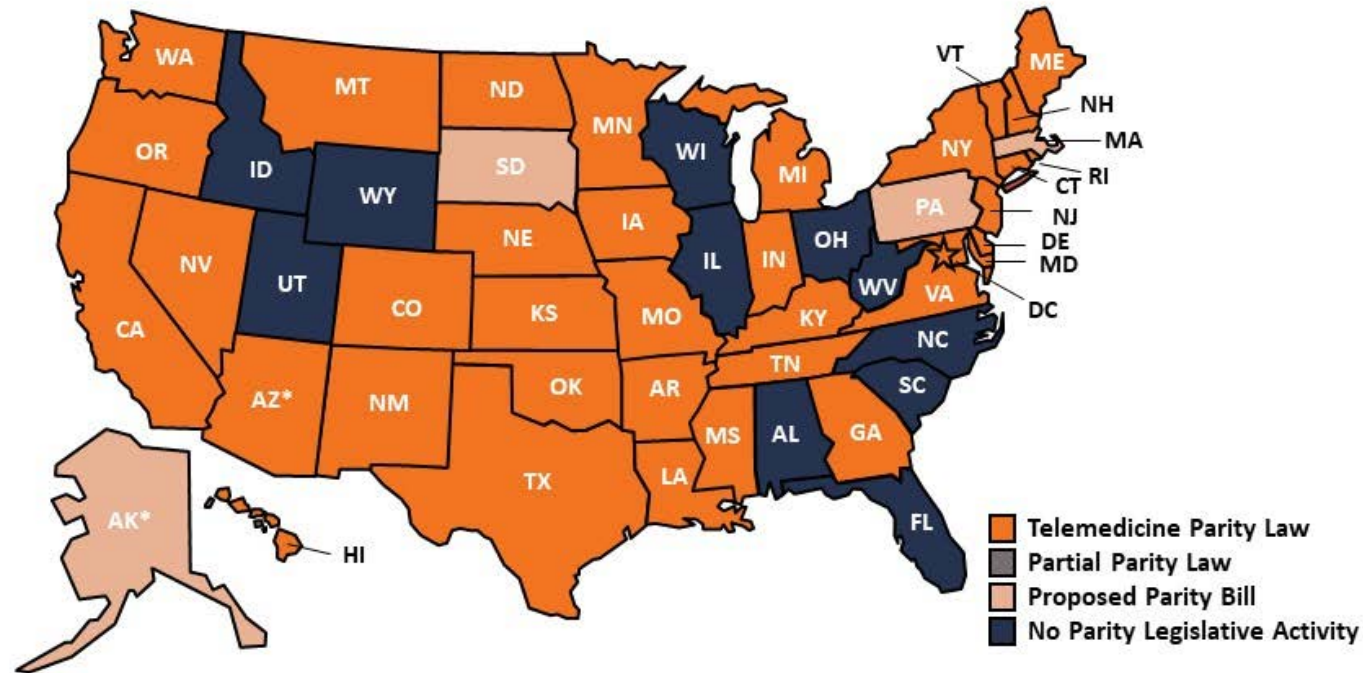
How RelyMD Works

- [Local News Report](#)

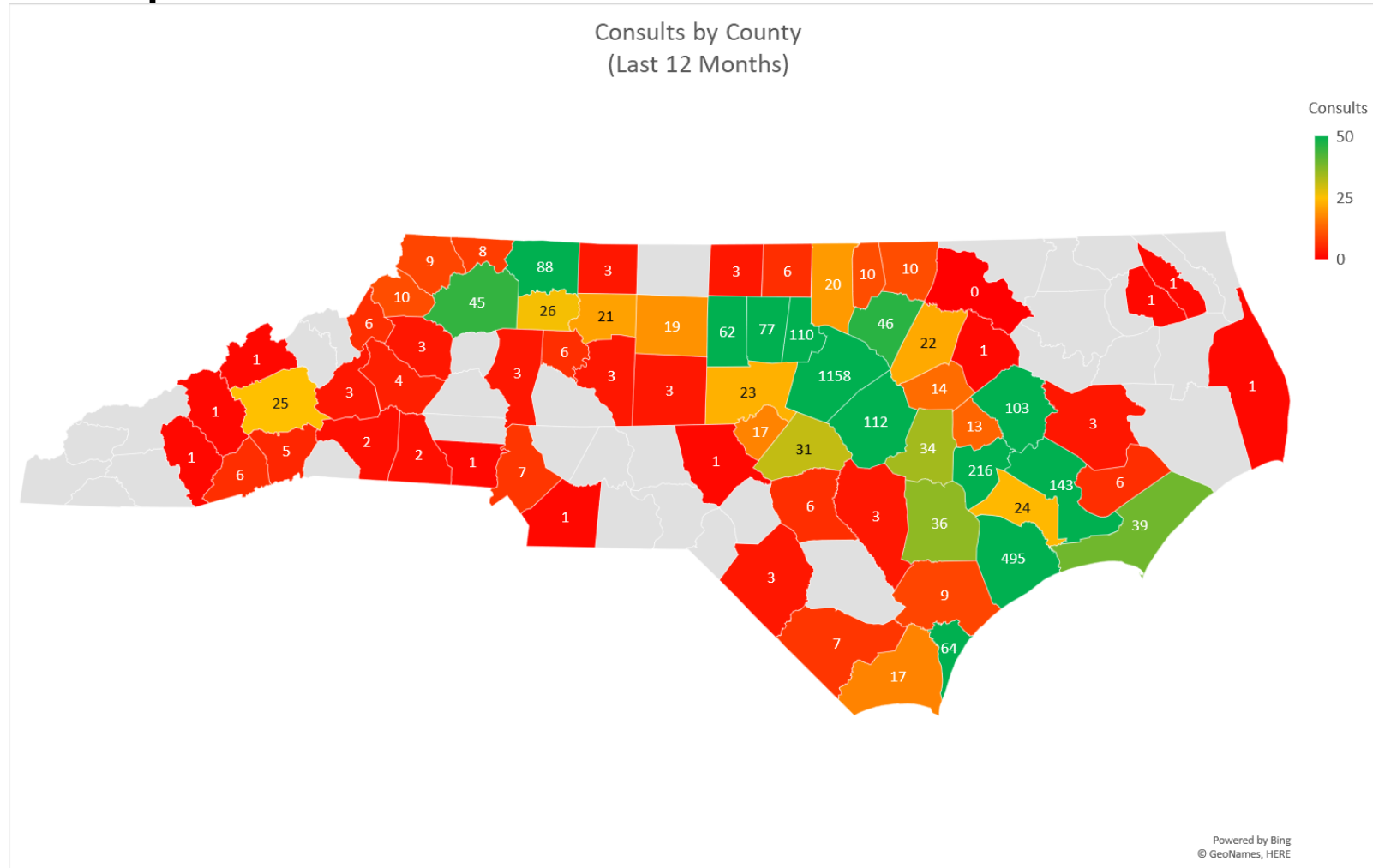


Limitations to Adoption

States with Parity Laws for Private Insurance Coverage of Telemedicine (2018)



State Impact - Utilization



State Impact – Cost Savings

Diversions	
Urgent Care	43.5%
Emergency Departments	8.3%
Medical Resolution Rate	84.2%
Return To Work Faster	83%
*Average Savings Per Visit	\$258.58

* Based on estimated costs: ED - \$1233, UC - \$212, PCP - \$100, Productivity - \$90



State Impact – Disaster Relief

- Hurricane Florence Shelter Initiative

- 1100 coastal evacuees in 6 Raleigh-area shelters
- Chronic and acute medical conditions
- Deployed into all 6 shelters within 24 hours
- Evaluated and managed patients with DMAT nurse teams
- Evaluated 95 patients
- 84% ER diversion rate
- 9 patients were directed to ER; 3 of those patients were admitted


\$1,200
*Average Cost Per
Emergency Visit*

×


33
*Number of People
Using RelyMD during
Hurricane Florence*


\$415
*Average Cost Per
Ambulance Trip*

×


33
*Number of People
Using RelyMD during
Hurricane Florence*

*Estimated Cost Savings
from Emergency Visit
Avoidances*
\$39,600

+

*Estimated Cost Savings
from Ambulance
Avoidances*
\$16,600

ESTIMATED SAVINGS FOR ONE EMERGENCY:



\$56,200
+ 20 LABOR HOURS



Additional Current/Future Use Cases

- EMS Transports
- Nursing Homes/Assisted Living
- Rural Areas
- Schools
- Prison Systems



Questions?

