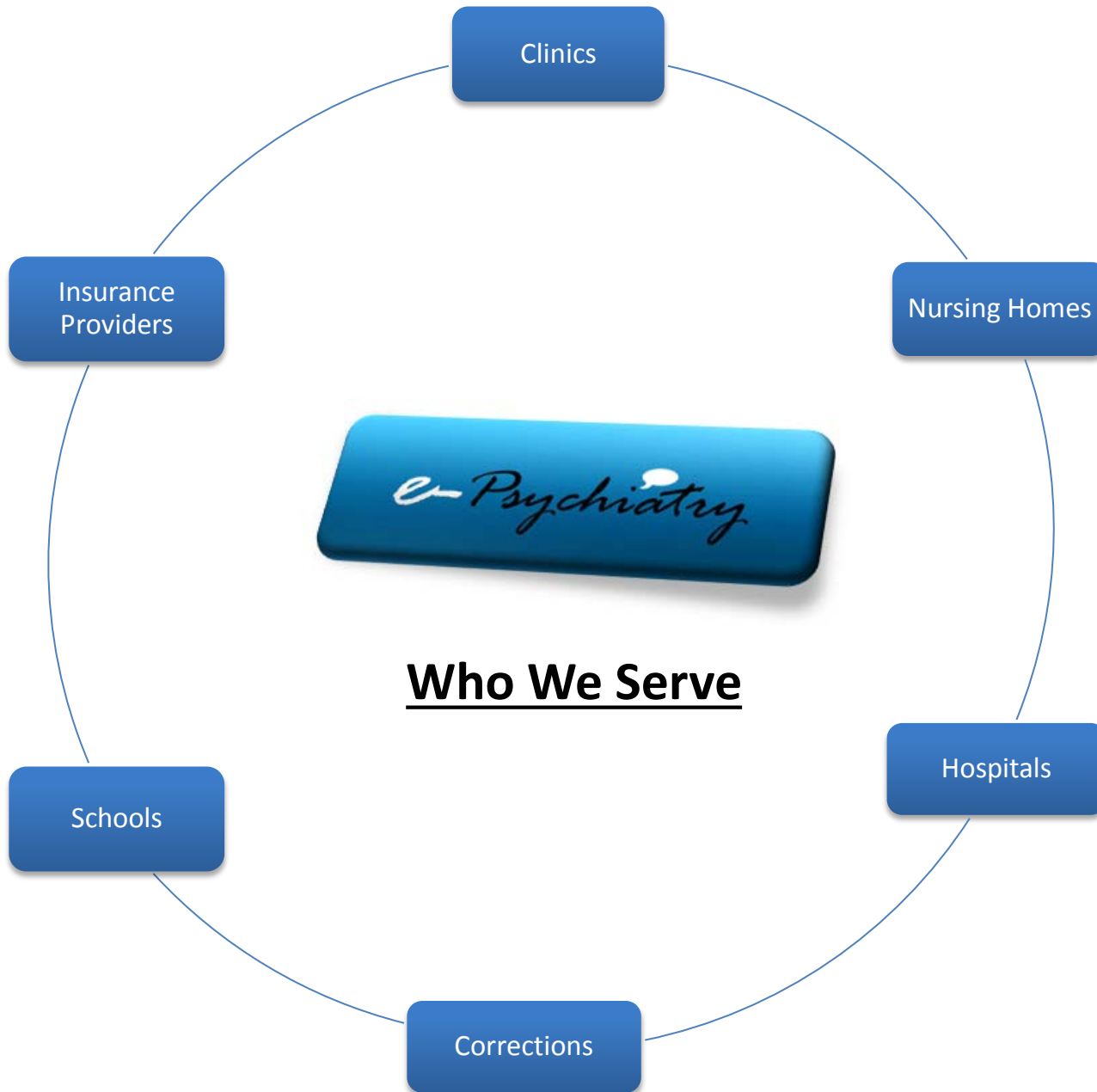# Telepsychiatry Presentation

e-Psychiatry was established in 2009 as one of the nation's earliest telepsychiatry companies. We are a telepsychiatry company that provides mental health clinics, hospitals, employers, groups, insurance providers and many other organizations a way to connect with a psychiatrist through telepsychiatry.

Telepsychiatry Services

The shortage of psychiatrists makes it difficult for mental health clinics and other behavorial health facilities to recruit, staff and retain a psychiatrist. This can be very time consuming and expensive. We provide facilities a way to avoid all of the overhead costs associated with recruitment and hiring a full-time or part-time psychiatrist through telepsychiatry.
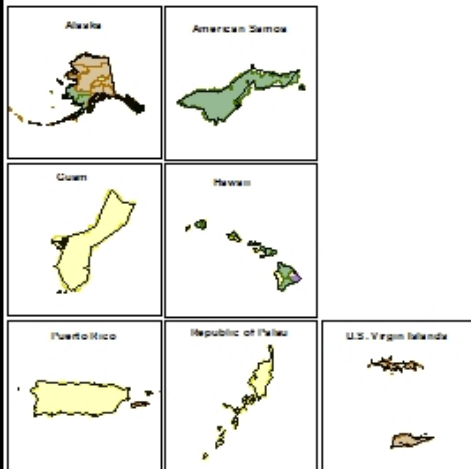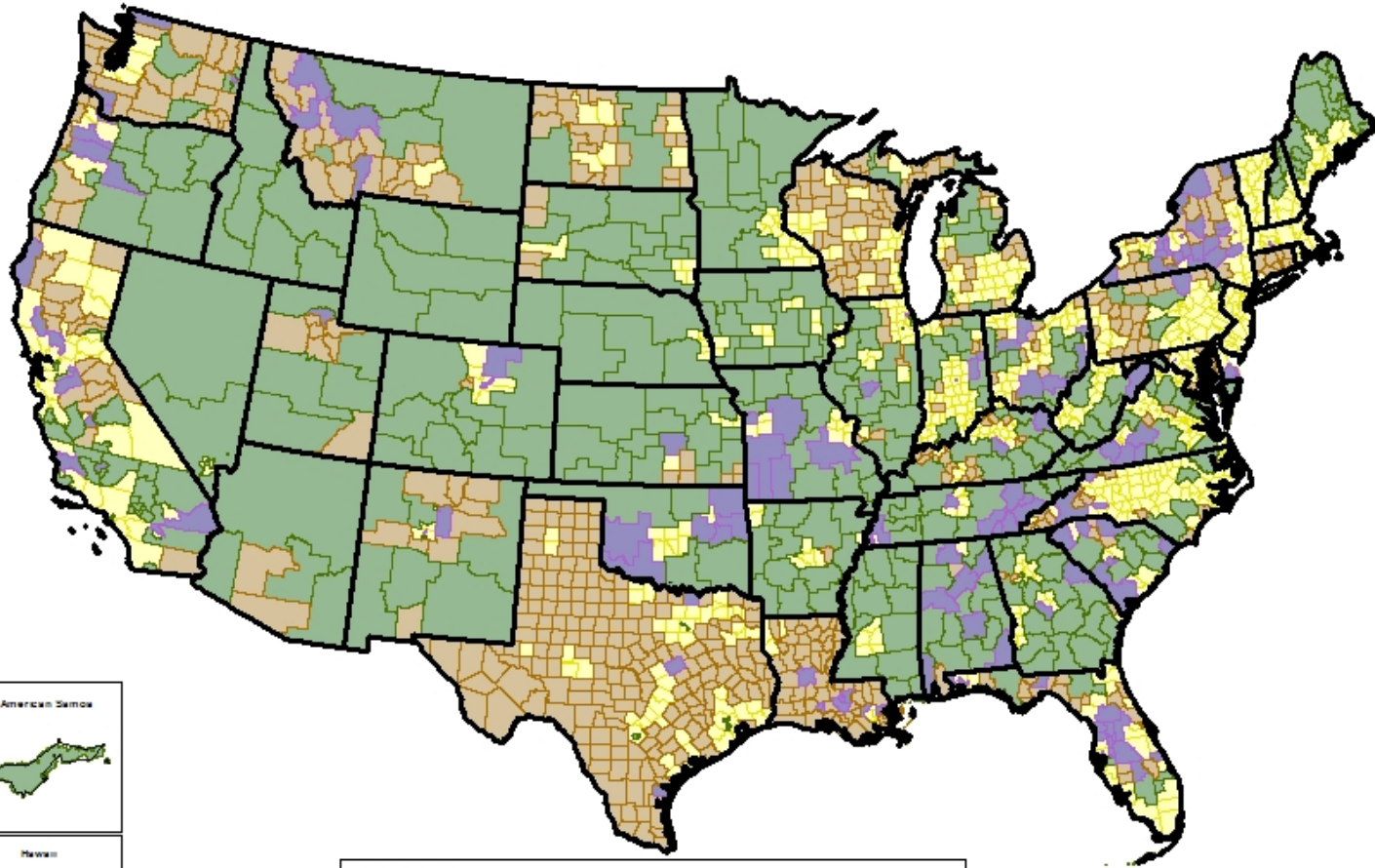
What is Telepsychiatry?

Telepsychiatry, also known as e-psychiatry, is the application of telemedicine in psychiatry. It has become a popular solution for health care facilities providing mental health services to patients that have a difficult time hiring and retaining psychiatrists due to the national shortage of behavioral health providers. As of 2014, telepsychiatry has been the most successful of all the telemedicine applications to date, as it typically only needs adequate videoconferencing equipment between the patient and the psychiatrist. E-Psychiatry provides both the video conferencing equipment and the mental health provider to facilities across the country.

Why Telepsychiatry?

- Telepsychiatry has come largely out of need
- Not enough mental health providers to go around
- 50% of children in the U.S. who have psychiatric disorders such as generalized anxiety disorder and depression are not being treated by a psychiatrist or other mental-health professional
- 23 million Americans are currently addicted to drugs and alcohol. Only one in 10 of them (2.3 million) receives the treatment they need
- High costs associated with salaries, advertising and recruitment costs

Health Professional Shortage Areas - Mental Health

Data as of Aug 11 2014

Legend

Health Professional Shortage Areas - Mental Health

HPSA_TYP_DESC

- Geographical Area
- Population Group
- Single County
- Not Mental Health Care HPSA

Alaska

American Samoa

Guam

Hawaii

Puerto Rico

Republic of Palau

U.S. Virgin Islands

HPSA Summary

3,712 Mental Health HPSAs with 87.7 million people living in them. It would take 5,834 practitioners to meet their need for mental health providers (a population to practitioner ratio of 10,000:1)

Telepsychiatry Solutions

- Add a Medical Specialty or Sub-Specialty to your practice or clinic
- Avoid High Salaries – (Average salary for a psychiatrist is in between $175,000-$249,000 plus 20% for payroll taxes and benefits)
- Avoid High Advertisement and Recruitment Costs – (Advertising and Recruitment average is around $61,200. *This is not factoring in turnover rates and revenue lost which can lead to millions of dollars*)
- Holidays, Vacations and Sick Leave takes away approximately 30 days of service performed by psychiatrists
- An average 35% to 46% of no-shows and cancelations were reported around the country at various mental health clinics across the country which is costly when you pay a salary.

On-Site Psychiatrist vs. Telepsychiatrist

On-Site Psychiatrist

- Recruitment = $61,200
- Relocation = $7,800
- Salary = $195,648 yr.
- 20% Benefits = $39,129 yr.
- 30 missed days of revenue(sick, vac)
- Workman's Comp
- Maternity/Paternity Leave
- Absent/ Late due to Traffic/Weather Conditions resulting in lost revenue
- Expensive Locum Tenens Physicians
- Years of Retirement Benefits

Telepsychiatrist

- No Recruitment Fees
- No Relocation
- Between $150 to $200 per hr.
- No Benefits
- We cover Sick/Vacation Days
- No Workman's Comp
- We cover Maternity/Paternity Leave
- No issues causing our providers to be late or absent
- We handle all cross coverage
- No Retirement Benefits

Why e-Psychiatry?

- Since 2007, the founders of e-Psychiatry have worked in field of Telemedicine and understand the value of this exciting new technology

- The founders consists of Stephen Maddaloni, Richard Maddaloni, Amanda Maddaloni, Luanne Maddaloni.

- Stephen, Richard, Amanda and Luanne Maddaloni have been responsible with the implementation of several different telemedicine applications in a variety of fields.

Telepsychiatry Licensure Requirements

- State licensing boards and legislatures view the location of the patient as the place where "the practice of medicine" occurs

- Most States require the Physician to have a license where the patient resides

- Restrictive licensure laws may require a practitioner to obtain a full license to deliver telemedicine care across state lines

- States with restrictive licensure laws also have several exceptions (varying from state to state) that may release an out-of-state practitioner from the additional burden of obtaining a full license

- In some states, a physician can receive a telemedicine license in order to practice telepsychiatry in the state.

Telepsychiatry Hardware

- Computer - minimum 2GB Ram and core-2 duo
- A minimum transmission speed of 5mb upload and download
- Web Cam (approximately $20 to $50 although web cams usually come standard with most PC's and Mac's)
- Microphone and Speakers (Microphone approx. $10 to $40, Speakers approx. $10 to $40, these items usually come standard with most computers)
- We follow all the standards set forth by the American Telemedicine Association (ATA)
- Practice guidelines from the ATA also contain technology standards

Telepsychiatry Software

- Typically we work with multiple VC platforms to keep our costs to you and your patients as low as possible

- Our years of experience has given us the ability to choose the best VC programs for your facility

- We make sure each VC platform we use is HIPAA compliant and a preferred vendor of the ATA (American Telemedicine Association)

- Typically we work with our clients EMR but we can also provide an EMR program for our clients if needed.

In Closing

- e-Psychiatry's vision for the future is where patients can get the care from their psychiatrist quickly, easily and cost effectively and where telepsychiatry becomes the preferred way the majority of psychiatry patient provider interactions are carried out.

- Our role is to contribute to the transformation of psychiatry by making our convenient, cost effective and safe care setting the solution for providers, patients and the employers and groups they work with.

- There is absolutely no risk to try and you can use our service only when you need us.

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