TELEPRACTICE IMPLEMENTATION
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WHAT WE NEEDED TO KNOW
* Is the time right?
* What are the barriers to success?
  * What technology is needed?
  * Who is going to pay?
  * What kind of training is necessary?
* Where do we start?

IS THIS THE RIGHT TIME?
* Innovators - Those folks on the cutting edge of any new invention - Visionaries
* The Early Adopters - The well respected opinion leaders in the community - Pragmatists
* Early Majority - A large number of people begin to participate of community
* Late Majority - The wait and see crowd
* Laggards - Let’s do it the traditional way

Tipping Point, Malcolm Gladwell, Little Brown, 2000
TECHNICAL BARRIERS

- What’s an avatar and what does that have to do with speech therapy?
- If not Skype then what?
- Assuring that both the therapist and the client have the right hardware
- Internet access with enough bandwidth

REIMBURSEMENT BARRIERS

- Virginia Telemedicine Law
- Virginia Medicaid
- OK so you have a law on your side how do you get insurance companies to cover these services?

MEETING WITH CARE FIRST
DR. WINN
MEDICAL DIRECTOR

Making the Case for SLP Services

- Proposed a deliberate thoughtful Telepractice Service Model Implementation Plan that included:
  - Policies and Procedures
  - Selection criteria
  - Pilot program
  - Feed-back plan- to determine how both the practice and billing were progressing
POLICY AND PROCEDURE HIGHLIGHTS

- Services can only be provided only by clinicians trained per protocol.
- Services can only be provided to patients approved through the standardized assessment process.
- Services available to patients who have already been evaluated in a face to face session.
- Services available to patients who receive an acceptable score on the Telepractice Screening Assessment.
- Parents of children participating in Telepractice must sign a consent form specific to this service model.
- Parents must agree to provide their own computer and adequate internet connection. Parents must verify that their computer and internet are adequate for this service model.
- The initial Telepractice session is provided free of charge so that technology problems can be corrected prior to the first billed session.
- Parents must be present throughout the Telepractice session.

SCREENING HIGHLIGHTS

- Attendance
- Attention
- Hearing
- Visual Acuity
- Ability to Follow Directions
- Behavior
- Manual Dexterity
- Sitting Tolerance

PREPARATION BARRIERS

- Training
  - Michael Towey, Waldo County General Hospital
- Resources
- Equipment
- Therapy Materials
- Internet access
- Patient Selection
- Gremlins
HOW ARE WE DOING?

**Successes**
- Kids and Families engaged and happy
- Cancellation Rate Decreased
- Expanding eligibility
- Many more families interested

**Remaining Barriers**
- Insurance Companies
  - Private
  - Medicare
  - Tri-Care
- Licensing

SAMPLE LESSON

[Link](https://cctc.webex.com/cctc/ldr.php?AT=pb&SP=MC&rID=51245177&rKey=46bee5b5fca28e0b)

QUESTIONS?