



SCAG Emerging Technologies Committee



Who is AMD Global Telemedicine

- Industry pioneer applying telemedicine solutions across the care continuum since 1991
- Frost & Sullivan – Telemedicine Market Leader 2018
- A global presence: Over 10,000 customers end-points in 100+ countries throughout each of the 7 continents
- Seamless real-time integration of largest portfolio of certified medical devices as well as leading EHR platforms
- Client base range from small rural clinics to large enterprise-wide healthcare systems
- Secure, reliable, and HIPAA compliant cloud based solution offering
- Quality: All Products FDA Certified; ISO 13485; and FDA GMP; Offer BAA
- Financially Stable – we are not going away



Customers Span 104+ Countries, Across 7 Continents



Medical Specialties & Applications



- Rural Clinics & Hospitals
- Hospital Systems
- Correctional Facilities
- Schools Health Centers
- Mobile Clinics
- Retail/Pharmacy Clinics
- Urgent Care Facilities
- Shipping /Transportation / Industrial



Primary Care



Dermatology



Women's Health



Pediatrics



Cardiology



Radiology



Emergency



Ears, Nose, Throat



Ophthalmology

Behavioral/Mental Health



© Copyright AMD Global Telemedicine



Customer Sampling

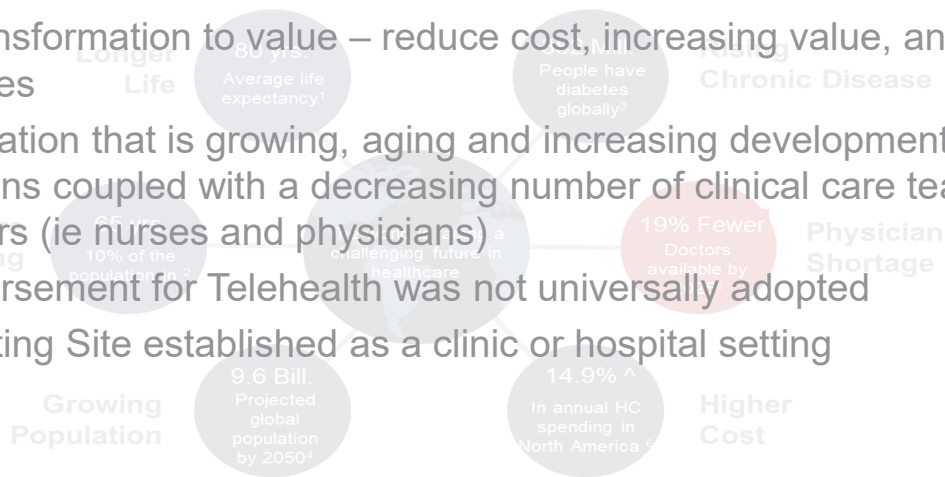


Customer Sampling (cont'd)



Pre-COVID Marco Trends

- The transformation to value – reduce cost, increasing value, and improve outcomes
- A population that is growing, aging and increasing development of chronic conditions coupled with a decreasing number of clinical care team members (ie nurses and physicians)
- Reimbursement for Telehealth was not universally adopted
- Originating Site established as a clinic or hospital setting



Source: 1: Life expectancy data, World Health Organization, 2012; 2: Global life sciences outlook, Deloitte, 2014; 3: American Association Medical College, 2010; 4: UN population projections



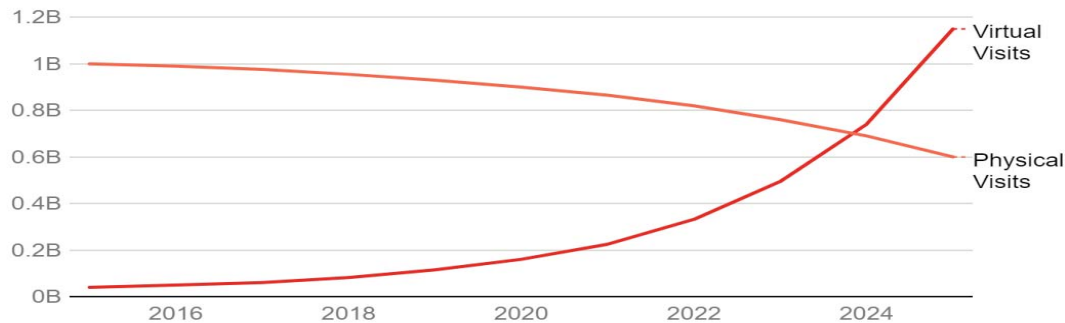
The New Norm

- Wellness becomes a priority:
 - Use a mask, wash your hands, social distancing
 - Exercising and taking vitamins
- Rapid adoption of a virtual care delivery model
 - Limited patient contact in the facilities
 - Originating site shifting to the home
 - Acceleration of health system creation of a digital front door
- Anticipated three waves of COVID
 1. Limited access to care; elective procedures deferred
 2. Ambulatory and Acute care services reopen yet minimize contact regarding new models to support patient needs; while consumers differ treatment for developing conditions
 3. Influx of patient demand as health systems return to full business – virtual care delivery and remote patient monitoring services is an integrated into standard business models



Projected Number of Office Visits, 2015-25

Social forces, including the mobility of the nuclear family, the aging of populations, and the rapid adoption of technology are expected to expand the use of telemedicine visits.



Source: University of Rochester Medical Center

FORTUNE

Global Telehealth Market

2016: \$21.17B

2027: \$71.44B

CAGR: 16.4%

Source: Verified Market Research, July 16, 2020



Paramedics delivering in home care

- AMD's Portable TeleClinic used by Mediclink MD
- <https://www.youtube.com/watch?v=NcIT6OrC5pc&feature=youtu.be>



Post Acute and Skilled Nursing Physician Services Using Telemedicine

Introducing: Telehealth Solution

- Dr. Sam Ghannam CEO and Founder
- ([Live Zoom Link Goes here](#))



School Based Wellness

- School based telemedicine:

<https://www.youtube.com/watch?v=n7miYnbSikM&feature=youtu.be>



Case Study: Gage Middle School

Overview:

- Gage Middle School
- Principal David Manzo



Challenge/Need:

- The school provides healthcare to the student body and the surrounding neighborhood thru a School Based Health Care Center
- The school needed a Telemedicine solution for Patient Diagnostics & Treatment, and direct communication with Physicians, Hospitals & Medical Centers for best delivery of care
- The school did not have the financial resources acquire a Telemedicine solution

Grant Source:

- The Solutionz Grant Program Service assisted the school in finding a School-Based Healthcare Grant for which they could
- The Grant would require no matching funds to cover a technology solution



Case Study: Gage Middle School

Technical Solution:

- Solutionz and AMD Telemedicine worked together to provide a package that included Clinical Assist Carts and a Desk Station
- The Clinical Assist Carts are used to diagnose, connect via video to outside entities and transfer patient information as needed
- The Solution is HIPAA compliant



Case Study: Gage Middle School



The Bridge:

- Los Angeles Unified School District Grant Specialist applied for the School based Health Care Grant
- The District also put the technology solution request to bid and selected a vendor
- The School was awarded a \$100,000 SBHC Grant
- The award covered the acquisition of the technology solution and the Adoption/Training Program that supports the package
- The School engaged the Audio-Visual Integrator and AMD telemedicine to integrate the new solution



Case Study: Gage Middle School



The Result

- Gage Middle School now has a fully functional Telemedicine systems in the Health Care Center
- The School is being recognized within the District as a Leader in Healthcare and First Response to their student body



Solution Portfolio

Connect N'Care

AGNES

Urgent Care

Payer & Employer

Acute Care

Scheduled

P2P Consult



Features/ Benefits

- Auto adjustment to device form factor
- Evidence-Based medical intake process
- eRx Integration
- Scheduling
- Secure text, image and video messaging
- Easily customizable features and private branding
- Multiple payment processing models
- Patient resources: PHR Management, educational material
- Analytics and administrative dashboard
- Seamless medical device integration
- EHR Integration
- Secure, scalable, cloud based enterprise grade diagnostic Telemedicine solution



Thank You

