

**The Workshop will begin promptly at 12:00pm**

Due to the number of participants, you will be automatically placed on mute as you join to ensure good quality sound. If you would like to comment or ask a question, please use the “chat feature”

Send your questions to the host via the chat window in the Zoom meeting.

Q+A will open at the end of the presentation.

**Follow-up questions?**

**Contact**



Elaine Henry

[ehenry@healthmanagement.com](mailto:ehenry@healthmanagement.com)

# TELEHEALTH IN A POST-PANDEMIC ERA: SUSTAINABLE APPROACHES TO SUPPORT INTEGRATED CARE



**FACILITATED BY:**  
**Jean Glossa, MD, MBA, FACP**

**Wednesday,**  
**August 10, 2021**  
**12:00 – 1:30pm EST**

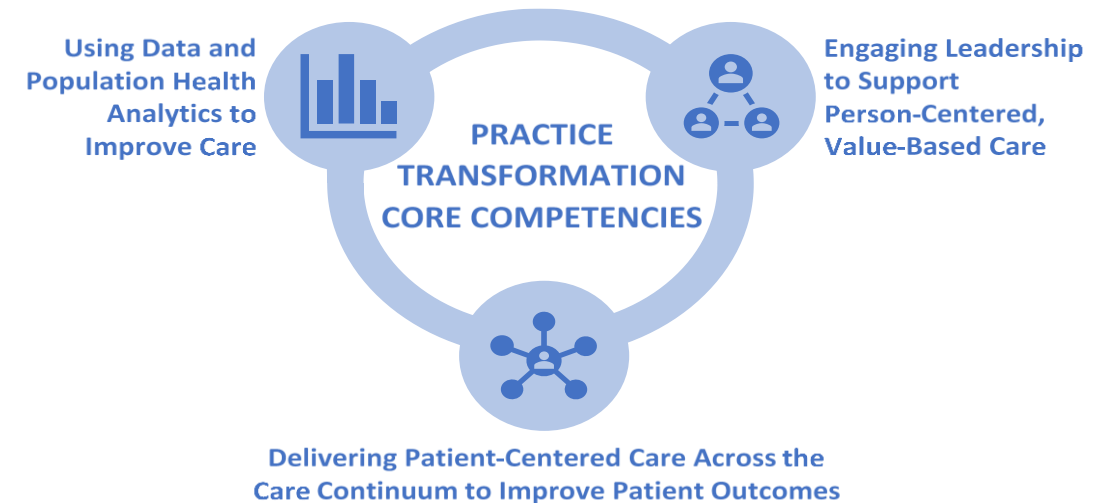
The Integrated Care Technical Assistance Program (ICTA) is managed by the DC Department of Health Care Finance (DHCF) in partnership with the DC Department of Behavioral Health (DBH). This project is supported by the Centers for Medicare and Medicaid Services (CMS) of the U.S. Department of Health and Human Services (HHS) as part of a financial assistance award totaling \$4,616,075.00 with 100 percent funded by CMS/HHS. The contents are those of the author(s) and do not necessarily represent the official views of, or an endorsement by, CMS/HHS, or the U.S. Government.

# WHAT IS THE ICTA PROGRAM?



- >> The Integrated Care Technical Assistance Program (ICTA) is a five-year program aimed to enhance Medicaid providers' capacity and core competencies to deliver whole person care for physical, behavioral health, SUD and social needs of beneficiaries.
- >> The ICTA Program is managed by the DC Department of Health Care Finance (DHCF) in partnership with the DC Department of Behavioral Health (DBH). Health Management Associates will provide the training and technical assistance.

The goal is to improve care and Medicaid beneficiary outcomes within three practice transformation core competencies:



- » The program offers several components of coaching and training. Material is presented in various formats. The content is created and delivered by HMA subject matter experts with provider spotlights.
- » All material is available on the project website: [Integratedcaredc.com](https://integratedcaredc.com)
- » Educational credit is offered at no cost to attendees for select elements.



# SPEAKERS



**Jean Glossa, MD, MBA, FACP**  
ICTA Project Director, TA Coach, SME  
Health Management Associates

**Erin Holve, PhD, MPH, MPP**  
Director, Health Care Reform and Innovation Administration  
Department of Health Care Finance

**Eduarda Koch**  
Health IT Project Manager  
Department of Health Care Finance

**Gerald “Jerry” Wilson**  
Director, Division of Program Integrity  
Department of Health Care Finance

**Carrie Ojo**  
Director of Population Health  
So Others Might Eat (SOME)

**Neal Sikka, MD**  
Professor, GWU Emergency Medicine  
Director, Innovative Practice and Telehealth Section  
Chief, Innovative Practice & Telemedicine Section, Department of Emergency Medicine

**Melissa Long, MD**  
Pediatrician, Children’s Health Center at Children’s National Hospital  
Assistant professor, GWU School of Medicine & Health Sciences  
Director, DC Mental Health Access in Pediatrics (DC MAP)

**Zarfishan Zahid, MD**  
Director of Clinical Operations  
Medical Home Development Group

# DISCLOSURES



Faculty	Nature of Commercial Interest
Jean Glossa, MD, MBA, FACP	Dr. Glossa discloses she is an employee of Health Management Associates, a national research and consulting firm providing technical assistance to a diverse group of healthcare clients
Erin Holve, PhD, MPH, MPP	Dr. Holve discloses that she has a financial relationship or commercial interest with Regenstrief Institute and is an employee of Department of Health Care Finance.
Eduarda Koch	Ms. Koch discloses she is an employee of Department of Healthcare Finance.
Gerald “Jerry” Wilson	Mr. Wilson discloses that he is an employee of Fox Rehabilitation and the Department of Health Care Finance.
Carrie Ojo	Ms. Ojo discloses she is an employee of So Others Might Eat (SOME).
Zarfishan Zahid, MD	Dr. Zahid discloses she is an employee of Medical Home Development Group
Neal Sikka, MD	Dr. Sikka discloses that he has a financial relationship or commercial interest with MTEC, SonoStik, EMI, and Qualcomm Wireless Reach and is an employee of George Washington University.
Melissa Long, MD	Dr. Long discloses that she has a family member who previously was on the board for Masimo and is an employee of Children’s National Hospital.
Elizabeth Wolff, MD, MPA CME Reviewer	Dr. Wolff discloses that she is an employee of Health Management Associates, a national research and consulting firm providing technical assistance to a diverse group of healthcare clients.

## Telehealth in A Post- Pandemic Era: Sustainable Approaches to Support Integrated Care

- » Welcome and Program Announcements
- » DC Landscape to Support Telehealth
- » Telehealth Models Used Right Now
  - » Opportunities for Telehealth expansions and barriers/suggestions for expansion
  - » Improving access to integrated care through technology
  - » Introducing eConsult/peer-to-peer consultation
- » Q&A and Next Steps

# OBJECTIVES

1. Describe Medicaid coverage updates, expectations for documentation post-public health emergency, and potential opportunities to expand support for digital health among Medicaid providers.
2. Describe 4 different telehealth models currently in place across District Medicaid providers, and discuss workflow and sustainability considerations for each.
3. Identify current uses of telehealth/eConsult and any barriers for expansion.
4. Review the Telehealth Assessment tool and discuss goals for Part II of the workshop.



Image permitted by DC Department of Health Care Finance

# DC LANDSCAPE TO SUPPORT TELEHEALTH

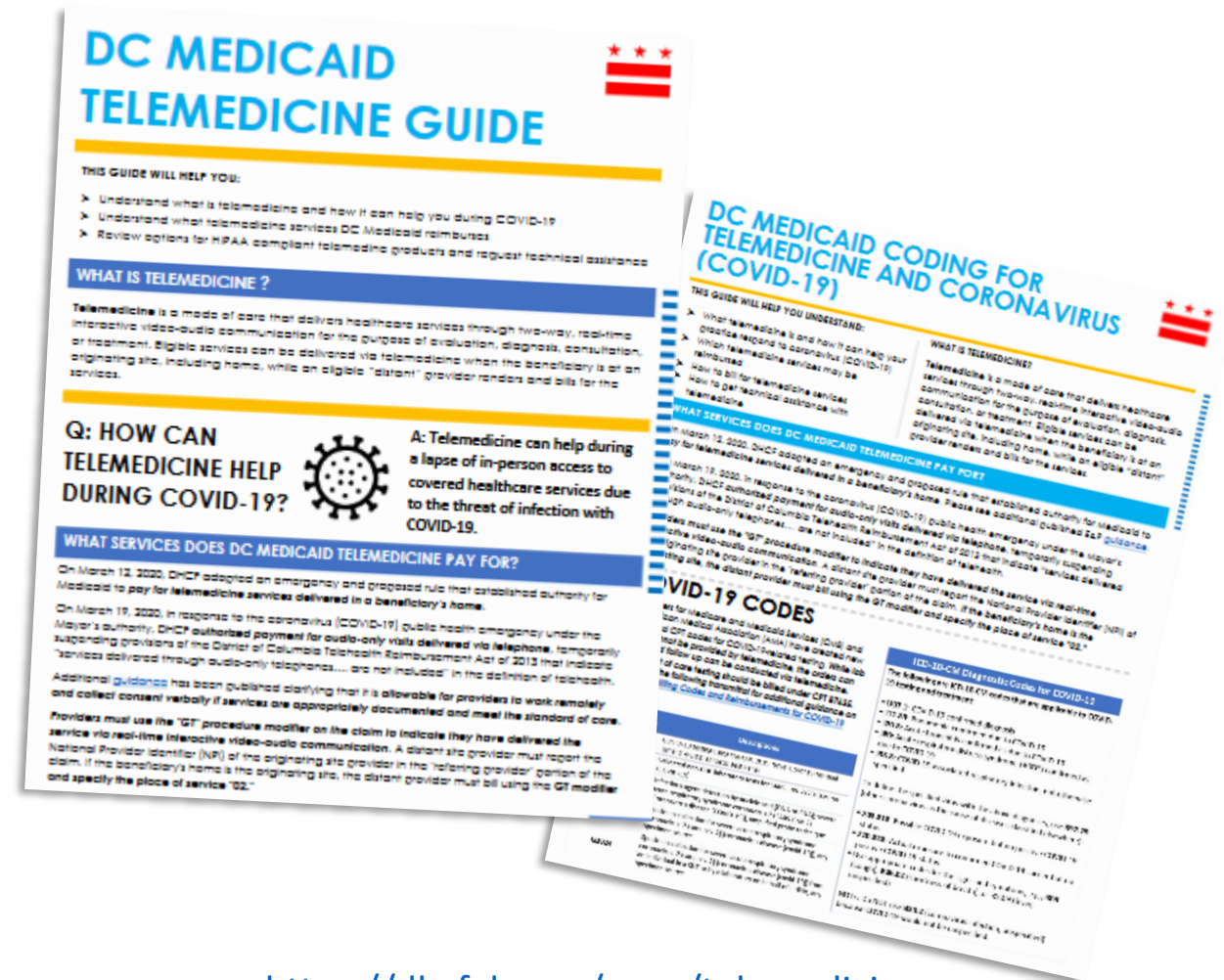
# Ongoing Support for Telehealth in the District's Medicaid Program



**August 10, 2021**

# Medicaid Telehealth Policy Firmly Supports Telehealth as a Modality of Care

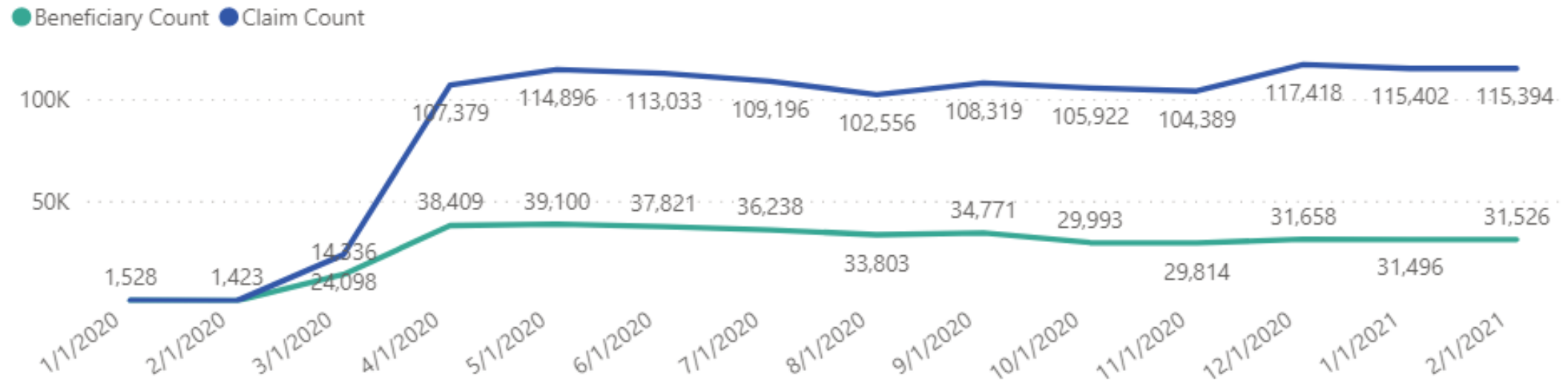
- Services may be rendered via telemedicine if
  - Already included in the Department of Healthcare Finance (DHCF) fee schedule within broad categories specified in the DHCF telemedicine rule
  - Can be delivered as the standard of care
- Home as an originating site is allowable
- Providers have flexibility to work remotely
- Authorized during the public health emergency – *with intent to continue post-PHE*:
  - Audio-only services
  - Consent may be documented in clinical notes
  - Flexibilities on using services non-HIPAA compliant technology (per HHS)



<https://dhcf.dc.gov/page/telemedicine>

# Telehealth Utilization Has Leveled Off Yet Continues To Be a Widely-used Modality of Care

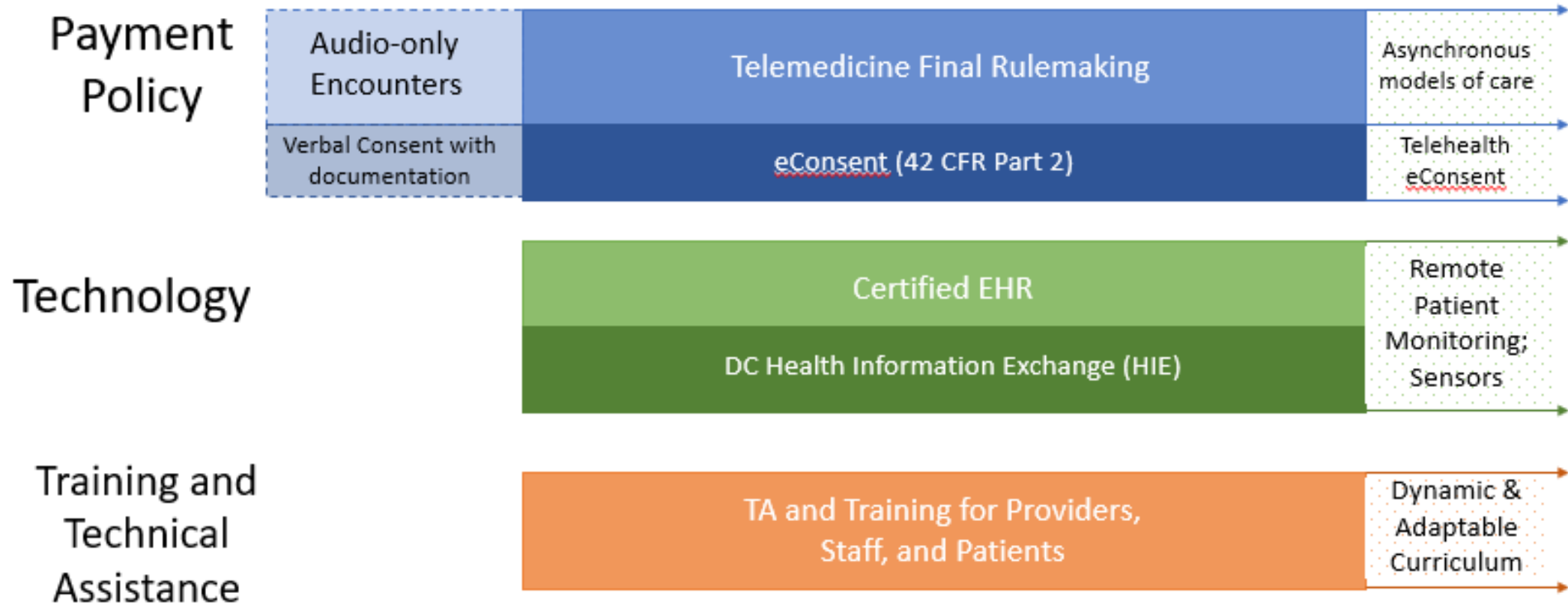
Monthly Telehealth Claim & Beneficiary Count (January 2020 – February 2021)



- In January and February 2020, telehealth accounted for just 0.3% of outpatient claims and only 0.8% of beneficiaries had a telehealth service
- Between October 1, 2020 and February 28, 2021, approximately 21% of all outpatient claims were for telehealth services, and 22% of Medicaid beneficiaries used at least one telehealth service.

# Health IT → Telehealth → *Digital Health*

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# Telehealth Documentation Must Include Information on Service Modality and Contacts

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- Effective January 1, 2021, for the purposes of services delivered via telemedicine, for providers to “maintain complete and accurate beneficiary records of services provided,” providers must document for each clinical encounter:
  - The modality of service used to deliver the service (e.g. audio/visual, audio-only, etc.);
  - The patient’s telephone number, cellphone number, or other information on how communications were established with the patient based on the mode of communication used to deliver the service via telemedicine;
  - Any other requirements applicable to the specific health service, per District law or regulation.

\*Providers can record this documentation in the providers’ clinical notes or other fields in the electronic health record (EHR).

GOVERNMENT OF THE DISTRICT OF COLUMBIA  
Department of Health Care Finance



Office of the Senior Deputy Director/Medicaid Director

Transmittal # 20-42

TO: District of Columbia Medicaid Providers

FROM: Melisa Byrd  
Senior Deputy Director and State Medicaid Director

DATE: November 30, 2020

SUBJECT: **Documentation Standards for Services Delivered Via Telemedicine**

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**Purpose**

The purpose of this transmittal is to provide additional guidance regarding documentation standards for services delivered via telemedicine, effective January 1, 2021, interpreting DHCF’s final Telemedicine rule, issued on August 14, 2020.

**Background**

On August 14, 2020, DHCF issued a final rule to amend Section 910 of Chapter 9 (Medicaid Program) of Title 29 (Public Welfare) of the District of Columbia Municipal Regulations, entitled “Medicaid-Reimbursable Telemedicine Services.” Under this rule, DHCF established standards required for Medicaid-covered services to be provided using the telemedicine modality, including recordkeeping and documentation requirements.

Specifically, the rule required under 29 DCMR 910.19, that telemedicine providers must “maintain complete and accurate beneficiary records of services provided (not to include videos) for each beneficiary that document the specific healthcare services provided to each beneficiary for a period of ten (10) years or until all audits are completed, whichever is longer.”

# ARPA Provides a One Time Opportunity to Enhance Home & Community Based Services (HCBS)

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- The American Rescue Plan (ARPA) of 2021 was signed into law on March 11, 2021
  - ARPA Section 9817 Enhances Medicaid Funding for Medicaid Home and Community Based Services
    - 10% Federal Medical Assistance Percentages (FMAP) bump for services provided between April 1, 2021, and March 31, 2022;
    - New funds must supplement not supplant level of state funds for programs in effect as of April 1, 2021
    - Eligibility for enhanced match requires states to enhance, expand, and strengthen home and community-based services under the state's Medicaid program
- Funds are not administered like traditional grant funds; states must maintain current service / benefit levels and new initiatives must be sustainable
- District submitted an initial and ongoing spending plan detailing proposed enhancement activities. The plan is now pending review and approval by CMS. Refer to pages 13-14 for proposed EHR incentive program and telehealth support
  - <https://dhcf.dc.gov/page/arpa-hcbs-planning>

# Extension of the EHR Incentive Program (ARPA HCBS): Proposed Program Tracks/Milestones *per practice*

## Program Stage

### Track 1: Implement a new EHR

- Milestone 1.1:** Participation Agreement
- Milestone 1.2:** Complete TA Training and Education
- Milestone 1.3:** EHR Go-Live
- Milestone 1.4:** Connect to the DC HIE to view clinical information
- Milestone 1.5:** Send patient encounter information to the DC HIE
- Milestone 1.6:** Send clinical notes to the DC HIE

### Track 2: Upgrade existing EHR to a CEHRT

- Milestone 2.1:** Participation Agreement
- Milestone 2.2:** Complete TA Training and Education
- Milestone 2.3:** EHR upgrade
- Milestone 2.4:** Connect to the DC HIE to view clinical information
- Milestone 2.5:** Send patient encounter information to the DC HIE
- Milestone 2.6:** Send clinical notes to the DC HIE

### Track 3: Optimize Existing EHR or Case Management System

- Milestone 3.1:** Participation Agreement
- Milestone 3.2:** Complete TA Training and Education
- Milestone 3.3:** Purchase gap tools or direct integration tools to connect to DC HIE
- Milestone 3.4:** Connect to the DC HIE to view clinical information
- Milestone 3.5:** Send patient encounter information to the DC HIE
- Milestone 3.6:** Send clinical notes to the DC HIE

## Three Tracks Based on Provider Need:

- **Track 1:** *Purchase new* ONC Certified EHR that meets DC's interoperability requirements
- **Track 2:** *Upgrade* to ONC Certified EHR that meets DC's interoperability requirements
  - E.g. Credible -> 2015 Certified Credible
- **Track 3:** *Optimize* electronic reporting and DC HIE connectivity

# ONC Certified Electronic Health Record Technology (CEHRT) Ensures District Providers are “Interoperability-Ready”

[illegible]

# TELEHEALTH MODELS USED RIGHT NOW

## PROVIDER SHOWCASE AND PANEL DISCUSSION: SPECIFIC MODELS SHOWCASED



- **Improving access to care with the implementation of patient kiosks – Carrie Ojo, So Others Might Eat (SOME)**
- **Helping patients use technology to access their health care – Dr. Neal Sikka, Department of Emergency Medicine, George Washington University**
- **Supporting primary care providers through peer-to-peer tele-mental health consultations – Dr. Melissa Long, DC MAP (Mental Health Access in Pediatrics)**
- **Using technology to address the treatment of complex conditions including Substance Use Disorder – Dr. Zarfshan Zahid, Medical Home Development Group**

# IMPROVING ACCESS TO CARE WITH THE IMPLEMENTATION OF PATIENT KIOSKS



**Carrie Ojo**

*Director of Population Health*  
So Others Might Eat (SOME)



SO OTHERS MIGHT EAT

# TELEHEALTH KIOSKS

*Let's get you seen!*

Hours:

Issues: [thealth@some.org](mailto:thealth@some.org)



- Male
- 65 +years old
- African American
- Unhoused
- Limited Income
- 6th Grade Education
- Low Digital Literacy Level
- Multiple Comorbidities

## WHO WE SERVE

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*"Mr. Some"*





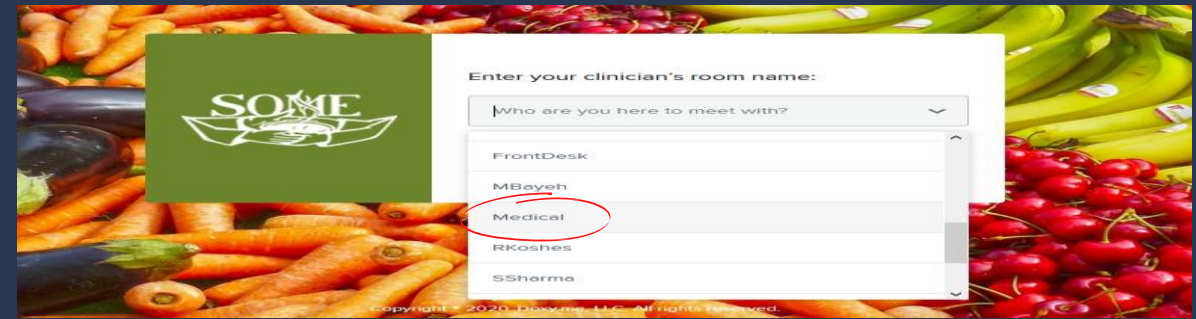
TELEHEALTH GUIDE

# START A SESSION

3 Simple Steps

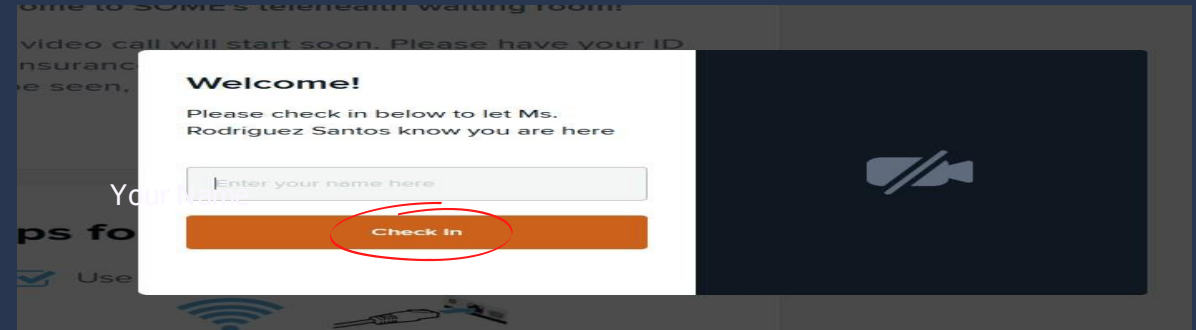
Issues: [thealth@some.org](mailto:thealth@some.org)

1



Chose Who You Want To See

2



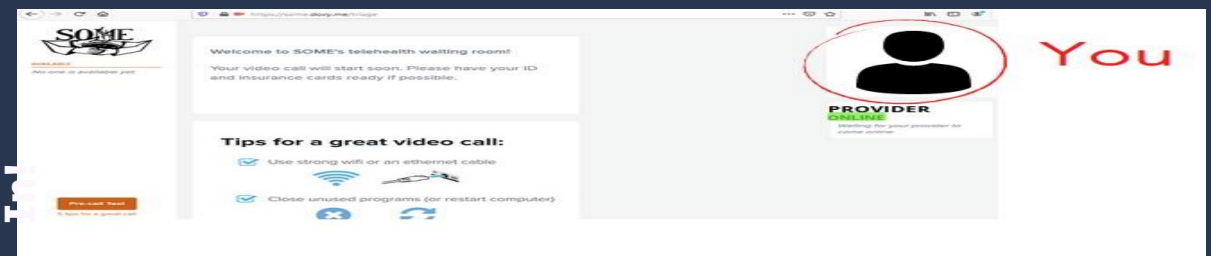
Type Your Name

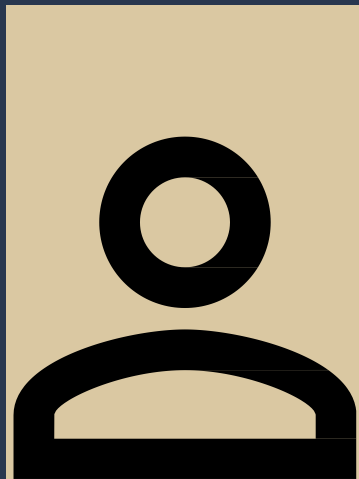
3



Turn On Camera & Microphone

You're





# TELEHEALTH PROVIDERS

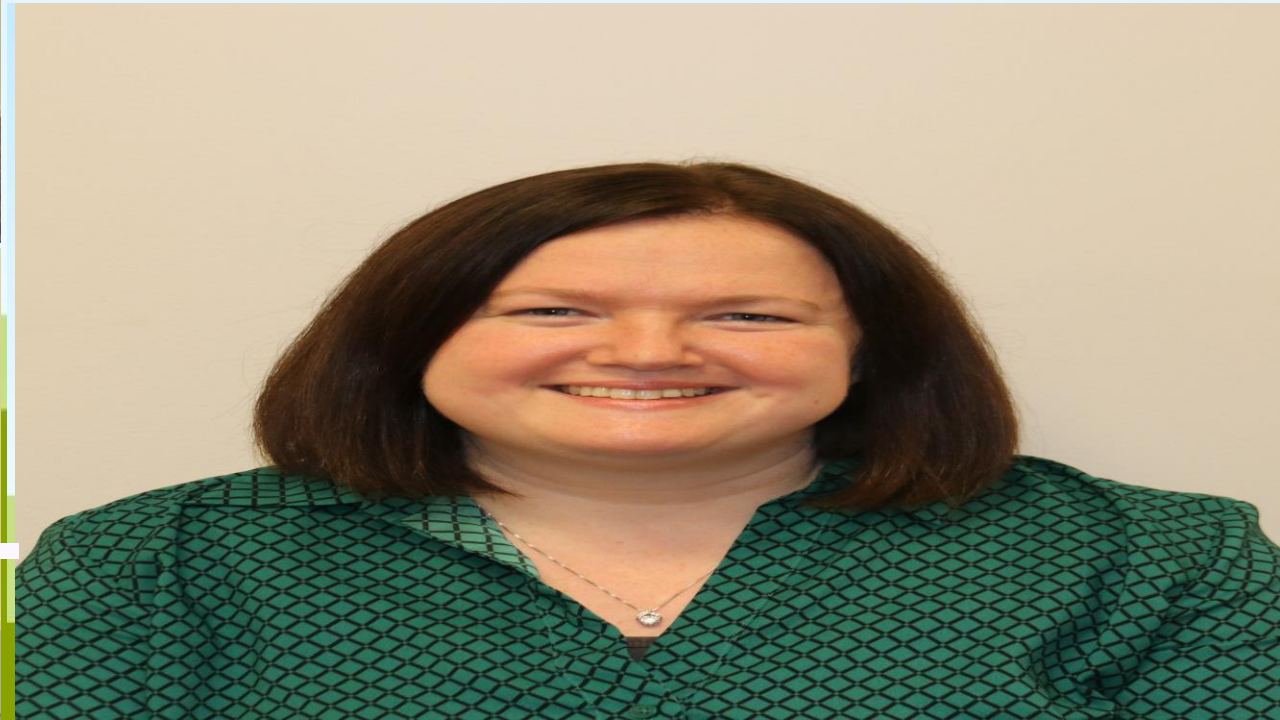
*MEDICAL TEAM*

Hours:

Issues: [thealth@some.org](mailto:thealth@some.org)



**TELEHEALTH  
PROVIDERS**  
*MENTAL HEALTH TEAM*



# HELPING PATIENTS USE TECHNOLOGY TO ACCESS THEIR HEALTH CARE



**Neal Sikka, MD**

*Professor, GWU Emergency Medicine*

*Director, Innovative Practice and Telehealth Section*

*Chief, Innovative Practice & Telemedicine Section, Department of Emergency Medicine*

# HEALTH DESK

Neal Sikka, MD

Professor

Department of Emergency Medicine

George Washington University





# What is HealthDesk?

- A mobile desk with a mission to maximize the benefits of digital health technologies and platforms to improve individual health and well-being in Wards 5,7 and 8 of Washington, D.C
- What does HealthDesk do?
  - Provides curated health information and resources
  - Utilizes volunteer digital health coaches (DHCs) to introduce residents to digital health applications & phone optimization settings based on their needs
  - Helps make device/technological navigation easier and straightforward for residents with low digital health literacy



# Outputs

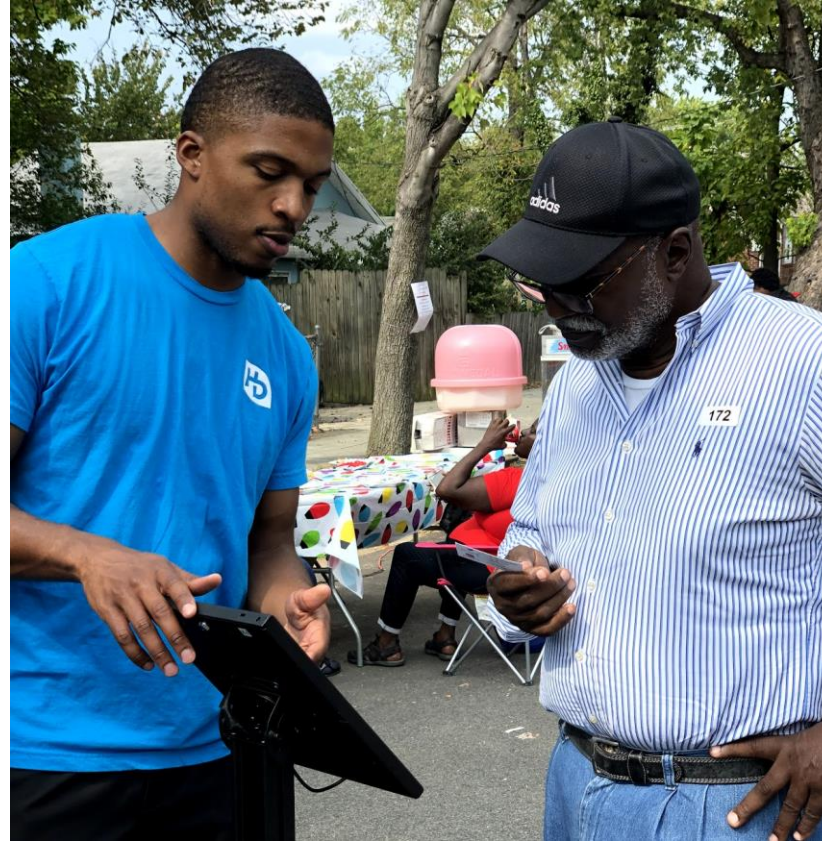
- Trained 8 community members who trained 22 more
- Developed a Community based Pop-up model

Most Interested In	
Diabetes	11%
HTN	36%
Healthy Lifestyle	34%
Stress	11%
Stroke	6%

- Nearly 300 residents
- Median Age 61

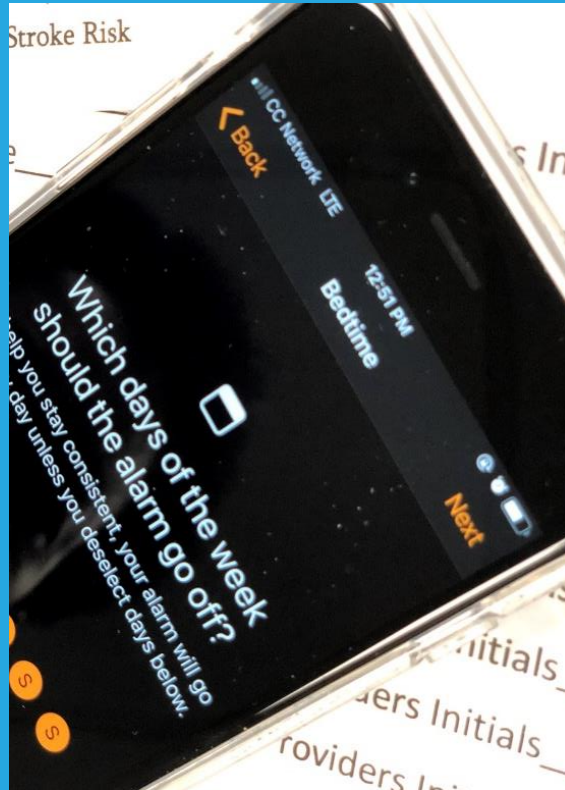


Phone	Apps
In Case of Emergency	Patient Portal
Med reminders/Alarms	Meditation/Stress Management Apps
Font Size	Medication Discounts
Color Blind Features	
Stroke	



## Impact

- Builds cultural competency and humility by working with and serving Washington, D.C. residents
- Increases understanding of barriers to health, especially in the digital health space
- Helps identify ways in which digital health applications can be utilized in their future practice



# Digital Health Coach

HealthDesk helps coaches support residents to improve digital health literacy (DHL)

- Downloading patient portal
- Optimizing phone- Alarms or Medical ID
- Providing curated Apps (i.e Head Space, BabyScripts...)

# Digital Health Applications & Topics

## Digital Health Applications

- Patient Portals
- Medical ID (In Case of Emergency)
- Phone Apps: (Headspace, BabyScripts etc)

## Phone Optimization Settings

- Font Size
- Color blind settings
- Medication alarms
- Voice-enabled



# HealthDesk & COVID19

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- Provide content that will make residents more comfortable with video telehealth appointments
- Work to enhance remote patient monitoring for COVID-19 patients
- Utilize DHCs to assist residents with digital health technology set-up/ use
- Set up monthly Q&A webinars with community partners
- Create videos on specific digital health tools/technologies



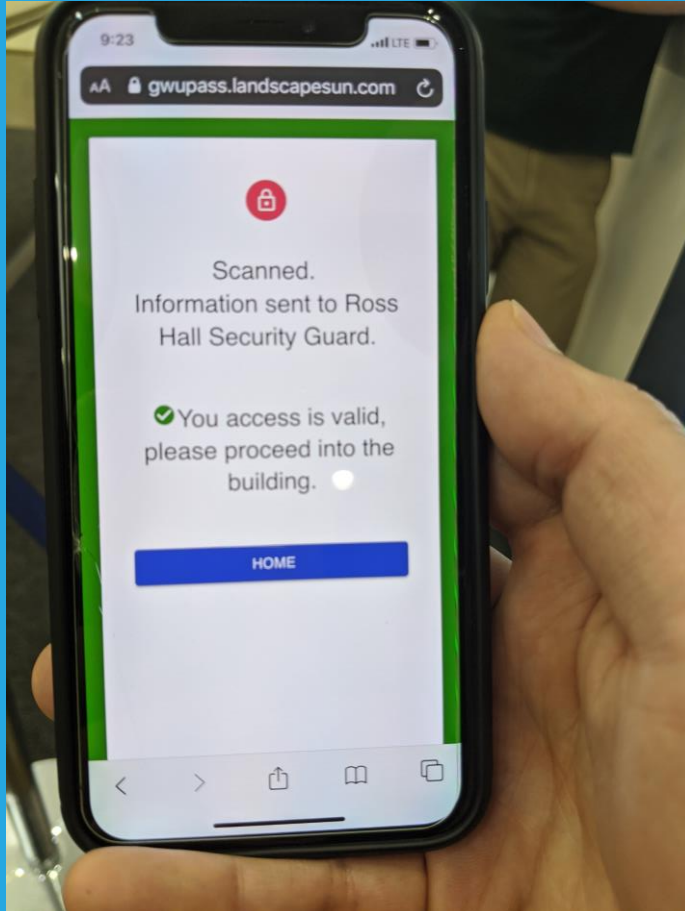
Interviews with Doctors

-COVID-19 Mythbusters

-COVID-19 Telehealth

-COVID-19 Emergency Care

# Identifying Challenges to Adoption



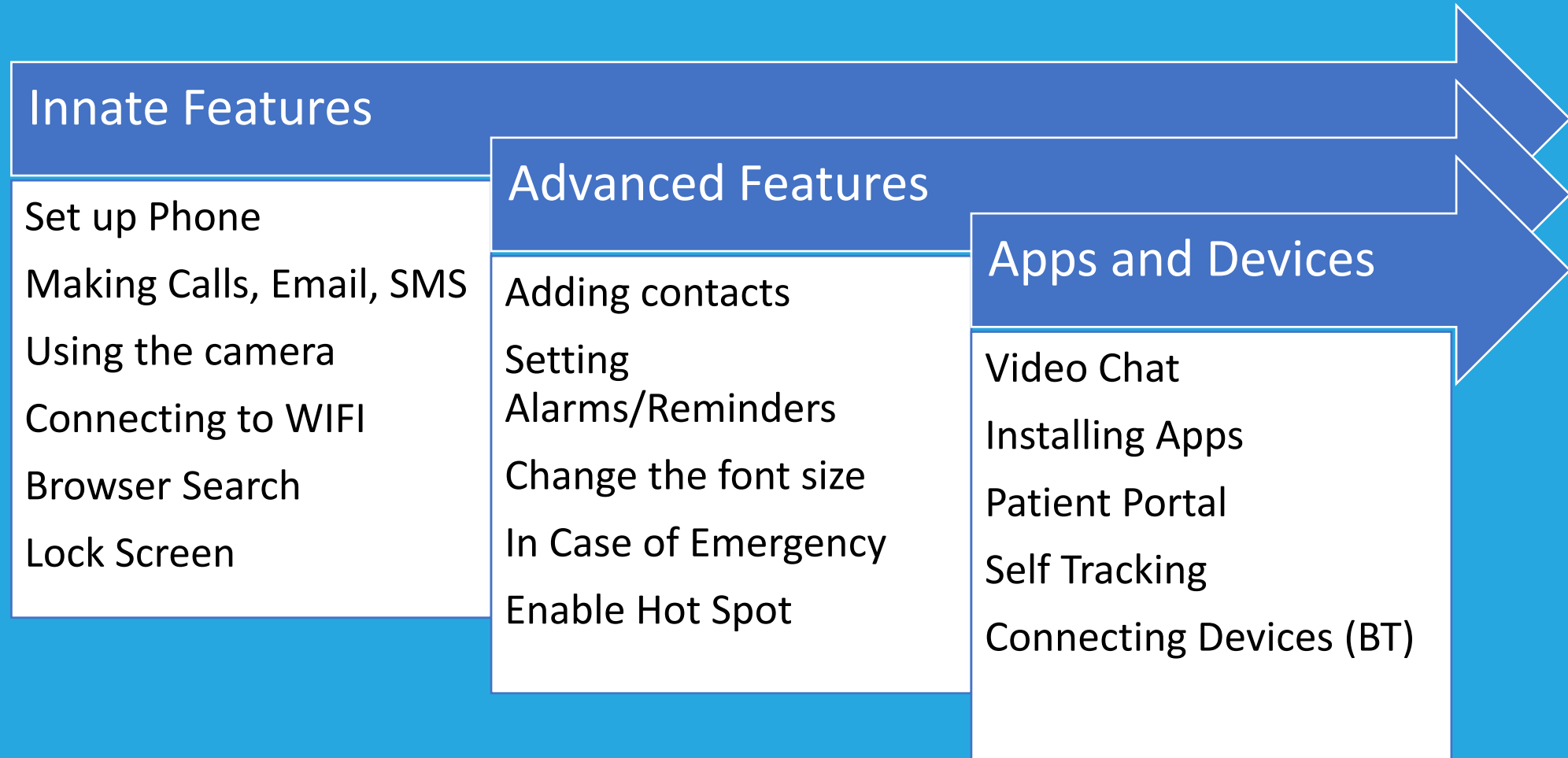
- New to Smartphone
- How people utilized device (what are their main activities?)
- What are their concern about utilizing their device to help manage their health?

# Developing Strategies for Engagement

- Awareness
- Access to devices/service (FCC Lifeline, Medicaid, other)
- Promotion



# Tiered Approach



# Implementation

- Healthcare Team member education
- Prioritize digital health literacy
- At the bedside and in the community



# Questions?

- Neal Sikka
- [nsikka@mfa.gwu.edu](mailto:nsikka@mfa.gwu.edu)
- HealthDesk
- <https://smhs.gwu.edu/healthdesk/>

# USING TECHNOLOGY TO ADDRESS THE TREATMENT OF COMPLEX CONDITIONS INCLUDING SUBSTANCE USE DISORDER



**Zarfishan Zahid, MD**  
*Director of Clinical Operations*  
Medical Home Development Group

# Using Technology to Address the Treatment of Complex Conditions Including Substance Use Disorder



Zarfishan Zahid, M D



NCQA recognized PCMH  
that provides primary care  
services with a specialty in  
addiction medicine



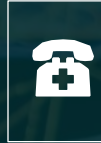
# SERVICES

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## Extended Office Hours

Mon - Fri: 7:00AM to 9:00PM  
Sat-Sun: 8:00AM-6:00PM



## Primary Care



## MAT Services



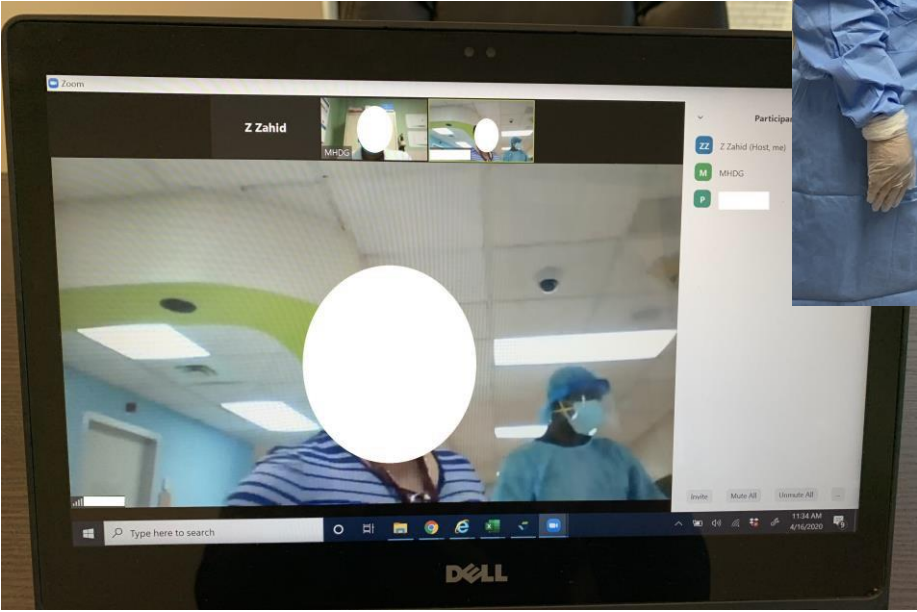
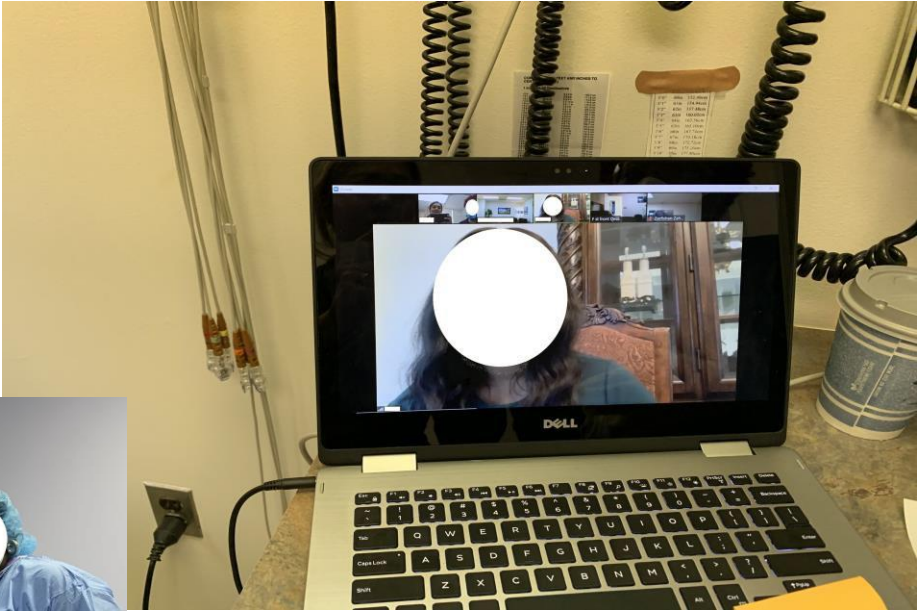
## Peer Recovery Support



## Integrated Care

# IMPACT of COVID19







# THANKYOU

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Zarfishan Zahid, MD



[zzahid@mhdgroups.net](mailto:zzahid@mhdgroups.net)

# SUPPORTING PRIMARY CARE PROVIDERS THROUGH PEER-TO-PEER TELE-MENTAL HEALTH CONSULTATIONS



**Melissa Long, MD**

*Pediatrician, Children's Health Center at Children's National Hospital  
Assistant Professor, GWU School of Medicine & Health Sciences  
Director, DC Mental Health Access in Pediatrics (DC MAP)*



# DC Mental Health Access in Pediatrics

Melissa Long, MD  
Pediatrician, Children's Health Center, Children's National Hospital  
Director, DC MAP  
Assistant Professor, GW School of Medicine & Health Sciences

August 10, 2021



# Mental Health Access Programs

Mental Health Access Programs (MAPs or MHAPs -HRSA grantees)

AKA Child Psychiatry Access Programs (CPAPs)

**Goal: to enhance the ability of primary care providers to promote and manage the behavioral health needs of their patients**

Started in Massachusetts in 2004

- Massachusetts Child Psychiatry Access Program (MCPAP)

Spread to 40+ states and counting...



# Mental Health Access Programs: The Rationale

- Child mental health problems are common
- Most families present in the pediatric primary care provider's office
- 65% of pediatricians endorse inadequate training in treatment of child mental health problems
- Child psychiatrists (and other mental health professionals) are in short supply

# District of Columbia Mental Health Access in Pediatrics (DC MAP)



## Consultation

Primary care clinician telephone consultation with child mental health specialists

## Referrals

Community resource referrals and face-to-face consultations as clinically indicated

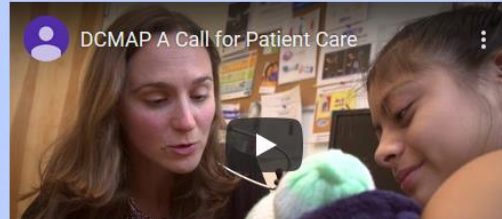
## Education

Mental health education and training in primary care

We understand the challenges you face managing the mental health needs of your patients within a busy practice setting and are here to help!

DC MAP (Mental Health Access in Pediatrics) is a program aimed at improving mental health integration within pediatric primary care. Staffed collaboratively by a **team of mental health clinicians** (psychiatrists, psychologists, social workers and a care coordinator) from Children's National Health System and MedStar Georgetown University Hospital, the DC MAP team is excited to offer consultation and training to your practice to help you manage the mental health concerns of your patients and their families.

Please **contact us** with questions or to learn more.  
We look forward to working you!



Watch this video to better understand how to use DC MAP and the role we can play in your practice.

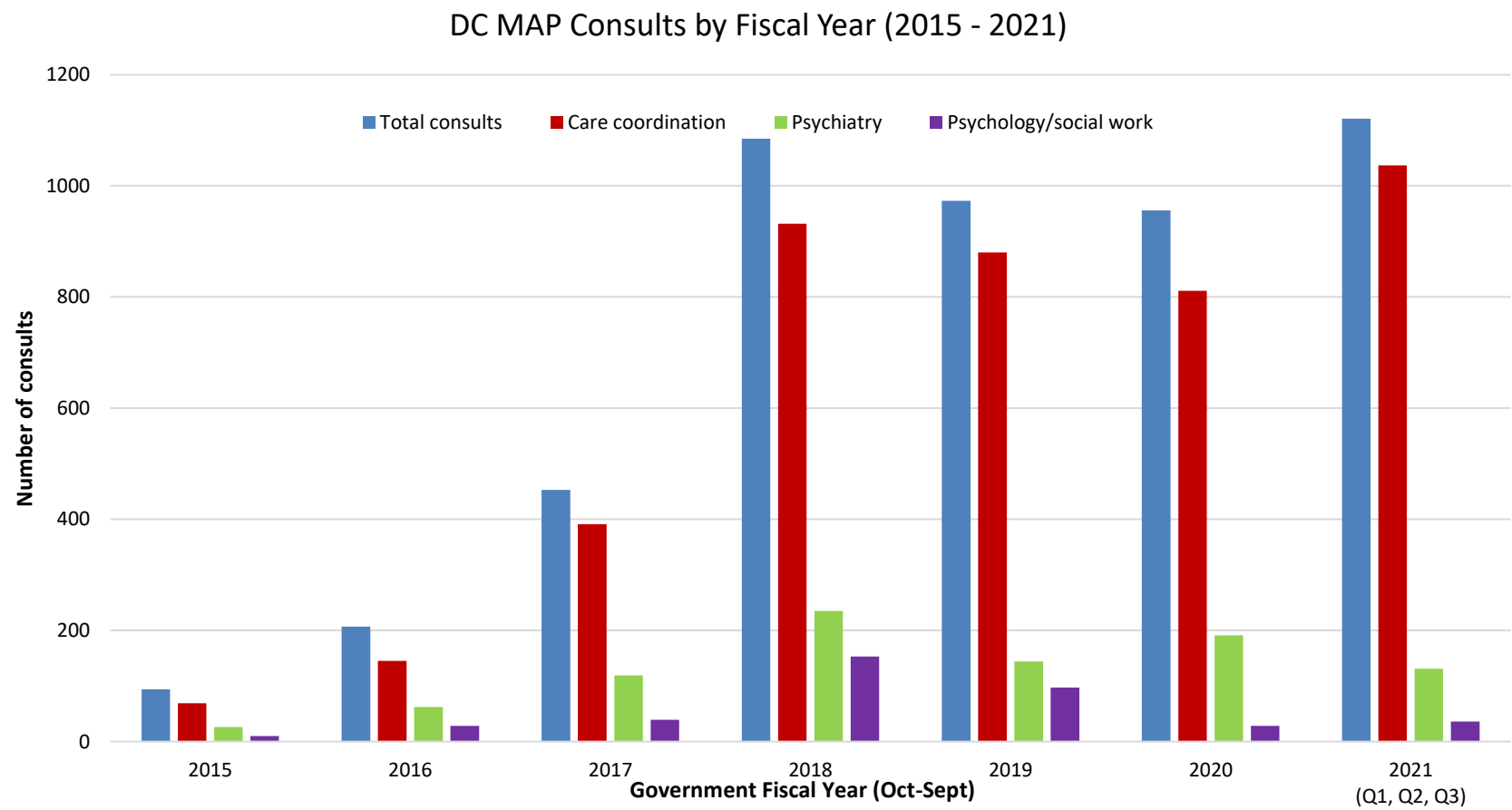


Mental Health Access in Pediatrics



## DC MAP: Core Services

- Telephone consultations
  - Child psychiatrist, psychologist, social worker
- Care Coordination
- Face-to-face consultation (when indicated)
- Training and education for pediatric primary care providers
- DC Child & Adolescent Mental Health Resource Guide



# DC MAP Outcomes

- Provider satisfaction
  - 95% would recommend DC MAP to colleague
- Increased access to MH care
  - 75% endorsed increased comfort with MH treatment
  - 88% say DC MAP improves patient access to MH care
- Decreased utilization of emergency services
  - In consultations with psychiatrists where safety was a concern, 42% of patients were able to be managed in primary care

# Challenges/Discussion

- How can we help to move pediatric PCPs from screening/referring for MH concerns to screening/diagnosing/managing MH concerns?
- Sustainable funding



# PARTICIPANT TELEHEALTH ASSESSMENT RESULTS

# TELEHEALTH ASSESSMENT AT A GLANCE



- » 46 respondents
- » Predominantly BH/SUD, FHQCs and non-FQHC community health centers.

Practice Type	N	%
Behavioral health/SUD practice	23	50%
FQHC	7	15%
Community health center (other than FQHC, RHC)	7	15%
Primary care	6	13%
Government/BH Authority	6	13%
School based health center	4	9%
Residential treatment	4	9%
Multi-specialty practice including primary care	2	4%
Specialty practice	2	4%
Public health clinic	2	4%
Mental Health Clubhouse	2	4%
Private practice	1	2%
Home Health	1	2%
Hospital Association	1	2%

# EXPERIENCE PROVIDING/RECEIVING TELEHEALTH



- » Majority have experience with virtual visits and texting/direct messaging to patients
- » Patient portal and eConsult referrals are also common, but not used by the majority

	Yes	Partial	No
	%	%	%
Virtual video visits (live, interactive)	76%	0%	24%
Texting or direct messaging to patients	57%	13%	30%
Patient Portal	28%	11%	61%
eConsult referral platform for specialty consultations	17%	7%	76%
Project ECHO or other specialty telehealth consultation service	13%	13%	74%
Remote patient monitoring such as scales, continuous glucose monitoring or BP monitoring	11%	7%	83%
Store and forward to specialists such as teledermatology	0%	9%	91%

# BENEFITS/SUCCESSSES OF TELEHEALTH PROGRAM



- >> Single biggest benefit: improved BH access
- >> All other options were viewed as benefits of their telehealth program by at least two-thirds of assessment participants, except for improved access to primary care

	Biggest benefit		Benefit (but not biggest)		Not a benefit	
	N	%	N	%	N	%
Improved access to behavioral health	27	59%	15	33%	4	9%
Reduced no show rate for appointments	12	26%	23	50%	11	24%
Improved patient follow up	11	24%	25	54%	10	22%
Improved appointment scheduling process	10	22%	23	50%	13	28%
Improved provider satisfaction	9	20%	28	61%	9	20%
Improved patient satisfaction	7	15%	30	65%	9	20%
Improved access to primary care	6	13%	21	46%	18	39%
Improved access to different providers across sites	5	11%	27	59%	13	28%

46 respondents

# BARRIERS TO TELEHEALTH IMPLEMENTATION/EXPANSION



- » Single biggest barrier: patient access to needed capabilities
- » Digital literacy/comfort level of patients was a reported barrier of their telehealth program by at least two-thirds of assessment participants
- » Less than half of assessment participants thought that lack of payment/coverage policies or scheduling were barriers

	Biggest barrier		Barrier (but not biggest)		Not a barrier	
	N	%	N	%	N	%
Patient access to needed capabilities (smartphone, internet access, etc)	26	57%	17	37%	3	7%
Digital literacy/telehealth comfort level of patients	12	26%	26	57%	8	17%
Documentation barriers	6	13%	19	41%	21	46%
Digital literacy/telehealth comfort level of providers	5	11%	20	43%	21	46%
Lack of payment or coverage policies	5	11%	14	30%	26	57%
Concerns about privacy	5	11%	20	43%	21	46%
Cost of equipment and software	4	9%	22	48%	20	43%
Scheduling barriers	2	4%	16	35%	27	59%

As a result of this workshop, I understand (check all that apply):

- a. Medicaid coverage updates in the District
- b. Expectations for documentation post – PHE and opportunities to expand support for digital health among Medicaid providers
- c. The 4 different telehealth models currently in place across District Medicaid providers
- d. Current uses of telehealth/eConsult and any barriers for expansion

- >> Please complete the online evaluation! **If you would like to receive CME credit, the evaluation will need to be completed.** You will receive a link to the evaluation shortly after this workshop.
  
- >> The workshop recording will be available within a few days at:  
<https://www.integratedcaredc.com/learning/>
  
- >> **Upcoming Webinar/TA Office Hour:**
  - >> Stay tuned for Part II of this workshop in September!
  
- >> For more information about the DC Integrated Care Technical Assistance Program, please visit: <https://www.integratedcaredc.com/>