

WORKING TOGETHER:

Common strategic telehealth

communication & marketing strategies

Purpose

- To work together collaboratively to develop some communication & marketing strategies
- That can be used by everyone and tweaked for their health services individual needs

Background / Context

- 1) Project completion/sustainability
- 2) Driving & restraining forces & actions (Workshop 4)
- 3) RMA – 17 presentation
- 4) COP resources - Starter Kit /Toolkit
- 5) Key reference documents

Context

We are all at **PROJECT COMPLETION STAGE**

- Has our project made a difference?
- How can it be sustained?

Context

COP Workshop 4 – **DRIVING & RESTRAINING FORCES**

Actions

- Executive support – telehealth in organizational strategic plan
- Communication & promotion
 - Advocacy at senior levels – hosp exec, ADHA, DHHS
 - Statewide & organization wide consistent key messages/data/KPI's
 - Positive patient stories
- Improving scheduling systems & referral pathways
- Telehealth champions
- ICT infrastructure investment

Context

Rural Medicine Australia (RMA – 17) Conference presentation

Alice King & Susan Jury

Telehealth initiatives in Victoria – in summary: A LOT!

- Alfred Health
 - Burns, ID, Ortho, GI, Dialysis, HIV, Lung
- Austin
 - Respiratory & Spinal
- Ballarat
 - Persistent pain
- **Barwon South West**
 - Org-wide Specialist Clinics, Urgent Care, ICU, Community, Palliative Care, Aged Care
- Bendigo
 - Paediatrics, respiratory, endocrinology, genetics
- Eastern
 - Gastro, Hep C, Obstetrics, reducing inter-hospital transport
- **Melbourne Health**
 - ID, Refugee, neurosurgery, neurology, Endo, ICU & trauma, mental health
- Monash paediatrics
 - Across all Specialist Clinics
- **NE Health Wangaratta**
 - Centralised telehealth booking system, ICU, urgent care
- **Peter Mac**
 - Across all Specialist Clinics
- Portland
 - Chronic pain
- Flying Doctors telehealth
 - Specifically Rural North West Vic
- **RCH**
 - GP collab consult clinics including upskilling in allergy, screening neurology, burns
- Royal Eye & Ear
 - Balance, neuro-ophthalmology, cochlear implant, eyeConnect
- Loddon Mallee
 - Geri-connect (geriatrics)
- La Trobe
 - Diabetes, CHF, paediatrics
- Mildura
 - Chronic care & intensivists access
- Otway & Lorne
 - Drug & alcohol recovery
- Dental Health Services Victoria
 - Rural and regional access to specialist services
- Victorian Stroke Telemedicine Program
 - 16 EDs across Vic – 24/7 access
- VACCHO
- St Vincents
 - Physiotherapy, post arthroplasty clinic
- Wimmera
 - Oncology, Cardiac rehab

See:

<https://telehealthvictoria.org.au/health-services/>



What

- Outpatient review appointment (~15-20 minutes)

Where

- Patient at home
- Saving 720km round trip to Geelong
- Who
- Patient – Aged 82, frail, requiring family support to attend
- Her daughter

How

- Patient supported by family
- Family used computer at home on their wifi

Benefits

- Follow-up changed to occur a nearby hospital, with telehealth collaborative review
- Family feedback: *"Was great thanks, was awesome not to have to travel all the way to Geelong. Thankyou. Thankyou."*



What

- VIDS consult
- Infectious diseases advice to man with bone infection

Where

- Patient at GP rooms
- Local treating clinician at regional health service
- Saving 430km / 5 hour round trip
- Who
- 80 year old patient
- His GP
- Local regional clinician
- VIDs staff



The Royal
Melbourne Hospital

How

- 3-way consult between sites
- Patient supported at GP
- Regional clinician supported by local telehealth support

Benefits

- All players involved in current and future care heard the same information about patient wishes and treatment options, at the same time
- Upskilling of regional clinician



Northeast Health Wangaratta
Every patient, Every time



What

- Cochlear mapping appointment with RVEEH

Where

- Northeast Health Wangaratta
- Saving a 480km round trip in a community car and a whole day

Who

- Irene from Wangaratta, in her 70s
- NE Health RN, trained by RVEEH
- RVEEH audiologist

How

- Irene catches a taxi 1.5km
- Supported by local clinician
- Mapping program on local PC, accessed remotely by E&E audiologist

Benefits

- Irene: *“It beats spending the whole day travelling to and from Melbourne for a 1 or 2 hour appointment”*
- Irene is able to take part in a regular pool session on the same day.
- Follow up requirements to cochlear implant surgery no longer a barrier for rural patients considering this option



What

- Gastroenterology - [Hep C clinic at Box Hill](#)

Where

- Healesville, Yarra Junction, Alexandra, Lilydale, Kinglake

Who

- [23 patients](#)
- Nurse consultant with patients
- Gastroenterologist

How

- Patient supported by local clinician at local hospital

Benefits

[One clinic has saved](#)

- [816 km](#)
- [939 min](#)
- [\\$553.08](#) (est. travel costs for pt)

Patient attends one (slightly longer) appointment instead of two

- [FTA rate reduced rate from 22 to 14%](#)

Improved access for a patient cohort ...

- Who don't like travelling in to built up suburbs
- Who are often socio-economically disadvantaged and travel by public transport (1-2 hours travel)

What

- Anaesthetic review pre-op – new diagnosis
- Discussion of medication management

Where

- 2.5 hours away from Peter Mac Cancer Centre
- Camping with her family!

Who

- Amelia
- Peter Mac treating team

How

- In her car, in the rain
- Using her phone and 4G
- Her children were outside setting up the tent!

Benefits

- Amelia could continue with the family holiday – especially important at this time
- Treating team able to assess her face to face



Context

- 1) Project completion/sustainability
- 2) Driving & restraining forces & actions (Workshop 4)
- 3) RMA – 17 presentation
- 4) COP resources - Starter Kit /Toolkit**
- 5) Key reference documents

Context

- 1) Project completion/sustainability
- 2) Driving & restraining forces & actions (Workshop 4)
- 3) RMA – 17 presentation
- 4) COP resources - Starter Kit /Toolkit
- 5) Key reference documents

Australia's National Digital Health Strategy



Shifting The Dial – 5 Year Productivity Review

What matters?

Healthier Australians

Benefits assessment: conservatively in excess of \$8.5 billion over 5 years

PROBLEMS	SOLUTIONS	BENEFITS
INTEGRATED CARE		
<ul style="list-style-type: none"> Primary and hospital care poorly integrated Information flows do not follow the patient Funding is too little focused on long-run health or prevention Insufficiently devolved funding prevents locally efficient solutions 	<ul style="list-style-type: none"> New regionally-located care model offering funding and fostering attitude changes Regional alliances between Local Hospital Networks, Primary Health Networks and others Move retail pharmacy into an integrated care system Use information effectively (see below) 	<ul style="list-style-type: none"> Direct structured support for disease prevention and management Less duplication of services Care takes place in the right place Data follow patients as they move through the system
PATIENT-CENTRED CARE		
<ul style="list-style-type: none"> Insufficient attention to patient experiences and outcomes Weak capacity for partnerships between patients and clinicians Poor level of patient literacy Low levels of choice 	<ul style="list-style-type: none"> Develop Patient Reported Experience and Outcome Measures, and publish Use My Health Record to improve information flows to patients and increase health literacy Identify and focus on high users of system 	<ul style="list-style-type: none"> Improved clinical outcomes Greater empowerment Self-management Fewer medication problems Patient convenience Lower costs
FUNDING FOR HEALTH		
<ul style="list-style-type: none"> Funding not oriented towards innovation or outcomes. Rewards activity instead Commonwealth/State funding split 	<ul style="list-style-type: none"> Funding pools for Local Hospital Networks and Primary Health Networks to use for preventative care and management of chronic conditions at the regional level 	<ul style="list-style-type: none"> Better health and reduced hospitalisations and other costs More experimentation and innovation, including in prevention

Shifting The Dial – 5 Year Productivity Review

creates poor incentives to integrate	› Provide greater autonomy to allow regional solutions	› Capacity to tailor solutions to specific regional communities
QUALITY OF HEALTH		
› Too many services known to be ineffective or outdated are still funded	› Require fast-track assessment of low-value care identified by overseas agencies	› Better patient outcomes
› Too many hospital-acquired complications	› Educate clinicians and measure and divulge their use of low-value procedures	› Less waste and more ability to redirect savings to new and effective procedures
	› Improve patient literacy	› Reduced outlays on rebates
	› Defund demonstrably low-value procedures	
	› Remove subsidies for ancillaries in private health insurance	
USING INFORMATION EFFECTIVELY		
› Data and information flows are inadequate for genuinely integrated care, and frustrate research into 'what works'	› Follow recommendations of the Commission's 2017 inquiry into <i>Data Availability and Use</i>	› Quicker learning about best practice
› Innovation lessons are disseminated too slowly, including process innovations	› Adoption of eHealth throughout the health system	› Better, more and faster research into what works
	› Disseminate best practice through existing agencies	› More integrated care with improved clinical outcomes
		› Innovation in health care delivery

Background / Context

- 1) Project completion/sustainability
- 2) Driving & restraining forces & actions (Workshop 4)
- 3) RMA – 17 presentation
- 4) COP resources - Starter Kit /Toolkit
- 5) Key reference documents

Possible focus areas

- Hospital Executive/organisational
- Consumers – (patients & carers)
- Staff – clinicians, support staff, GP's, ...

Group Activity: Small groups

1. Why? Who? What? How? When?
2. What is already available? / Who is willing to share?
3. Key principles

Group Activity: Group feedback

1. Feedback & discussion
2. Small group rework
3. Who is willing to share?
4. COP team
5. Who can reviewer?

Contact us

contact@telehealthvictoria.org.au

Lindy Johnson, Project Coordinator

Lindy.Johnson@rch.org.au

Alice King, Project Lead

ALKING@BarwonHealth.org.au

Susan Jury, Project Lead

Susan.Jury@petermac.org



The Telehealth Victoria Community of Practice (COP) enables collaboration among members of the Victorian health workforce who are involved in implementing, supporting, managing and evaluating telehealth access to their health services.

