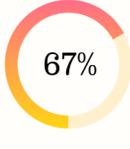


Survey Says: Clinicians Using RTM Love It, While Others Are Still Doing Their Research

You've heard the buzz around remote therapeutic monitoring but you probably still have questions around how it's performing for early adopters. In a recent survey of over 250 RTM users and non-users, we set out to get answers to the question, "What do you think of RTM?"

RTM: A Game-Changer for Users

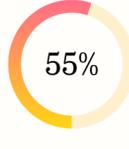
Your peers are seeing positive results!



67% of survey respondents said their patients responded positively or very positively to RTM



More than 50% agree or strongly agree RTM is easy to use and set up



55% agree or strongly agree RTM increases revenue

Organizations that maximized RTM said the biggest advantage was...



Even with all the successes, a few challenges with onboarding patients still remained for RTM organizations.

33%

found time management difficult

49%

struggled with getting patient buy-in

Nevertheless, an overwhelming majority of staff surveyed supported RTM.

90%

have clinician buy-in

92%

did **not** have time-constraint issues when training staff on RTM

That's because without the proper tools, RTM billing could cost organizations extra minutes per patient every month. With the right tools, however, RTM is an efficient process.

86%

said they spent just 10 to 20 minutes on RTM billing every month



It's hard to get 9/10 people to agree on a pizza topping! But staff agree on RTM—they're ready, and so are your peers.

For Those Not Using RTM, the Jury Is Still Out

What are the main concerns?

42% were unfamiliar with RTM

18% didn't believe it would be worth it or profitable

15% were concerned about poor patient buy-in

13% were concerned about poor clinician buy-in

12% believed it was too time consuming

In their own words:



"Currently do not have the time to create processes and train staff."



"Not sure it is available, not familiar with the costs, benefits, and reimbursements."



"Unsure how to implement it in a practice/clinic setting."

Some organizations haven't yet embraced digital health.



We're too small, and don't have enough manpower to manage it.



We are considering it; however, it is very time consuming due to EMR integration.

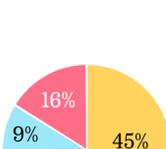


We need RTM better integrated with our existing systems for billing and outcomes.



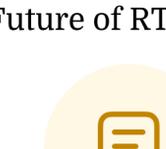
We have too much overhead at this stage.

The Future of RTM Is Bright

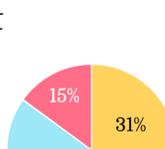


Organizations are considering these digital health initiatives...

- RTM for therapy
- RTM for orthopedics
- E-visits with MSK management options
- Digital care for MSK
- Other



Most organizations haven't yet scaled their RTM programs—only 23% use RTM for more than 20 patients, with the majority only using 10 or less.



Many of the organizations using RTM also aren't reaching their full reimbursement potential per patient episode:

- \$0 - \$20
- \$20 - \$40
- \$40 - \$80
- \$80 - \$120

The Bottom Line

RTM is working for those using it, but non-users are still doing their research. Either way, most of your peers believe that RTM will be an important part of their patient care strategy in the future.

64%

agree or strongly agree that RTM will be a key part of their patient care going forward

Only 5%

disagree or strongly disagree that they'll use RTM

How Medbridge Helps

As digital patient care adoption increases each year, remote therapeutic monitoring becomes more important as a tool to increase patient engagement and boost revenue. As the survey showed, RTM is effective—with the right tools. By adding RTM to its existing care model, a top-10 national provider of outpatient therapy services improved patient retention, adherence, outcomes, and satisfaction across the board, indicating that patients found more value in both in-person and online care when enrolled in RTM.

Medbridge's RTM solution is included in Medbridge One Care, helping organizations easily enable RTM for patients and automatically collect patient engagement data as they progress their care program. One Care was built to support highly engaging and effective digital care and enables you to easily monitor your patients, message them, and ultimately drive better adherence—which leads to better outcomes.

With Medbridge, a major outpatient rehabilitation provider was able to:

- Boost patient retention by 69%, from 38% to 66% (defined as more than 6 visits)
- Increase patient activation from 20.3% to 69.72% — a 243% improvement!
- Improve FOTO effectiveness scores by 27% from a baseline of 41% to 52%
- Elevate FOTO patient satisfaction to 98.5%

Medbridge has proven success implementing RTM and makes it easy to get started with One Care. Best of all, incorporating RTM can offer additional financial incentives that help offset the cost of digital platforms and other operational costs while helping to keep patients engaged between visits—a win-win for clinicians and organizations. **Your peers are ready for RTM—are you?**

For more information on how One Care can help you make RTM part of your digital patient engagement strategy with our simple setup and management, [reach out to a Medbridge representative for a demo today.](#)