

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

50% 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...

- Improved patient satisfaction (28%)
- Increased revenue (28%)
- Better clinical outcomes (21%)
- Incorporating more digital care throughout their organization (23%)



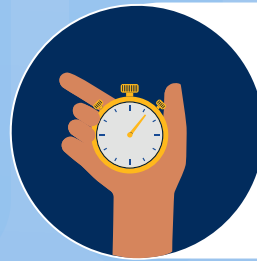
Even with all the successes, a few challenges with onboarding patients still remained for RTM organizations.

- 49%** Struggled with getting patient buy-in
- 33%** Found time management difficult



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

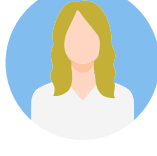
In their own words...



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

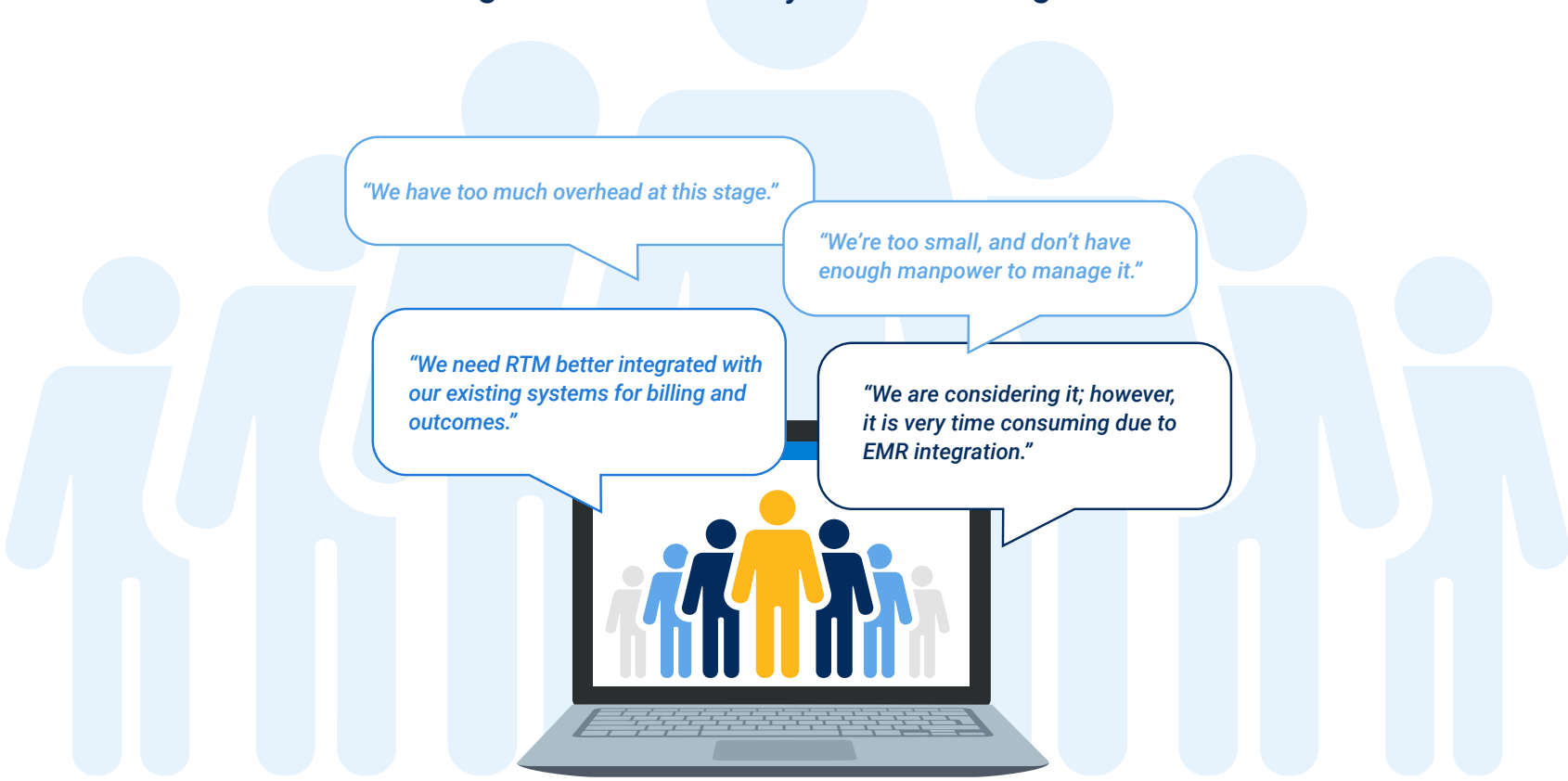


"Currently do not have the time to create processes and train staff."

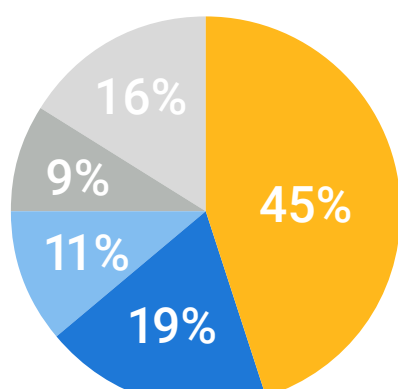


"Unsure how to implement it in a practice/clinic setting."

Some organizations haven't yet embraced digital health.



The Future of RTM Is Bright

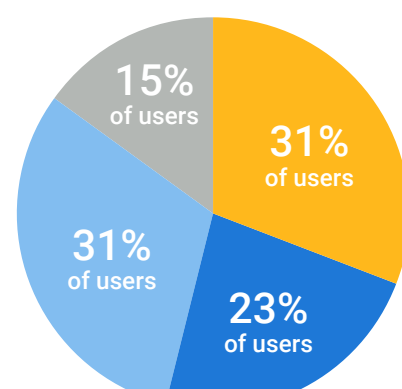


In 2023, organizations are considering these digital health initiatives...

- 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 these organizations also aren't reaching their full maximum reimbursement potential yet per patient per 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 is an important part of their patient care strategy in 2023.

- 64%** agree or strongly agree
- ONLY 5%** disagree or strongly disagree

How MedBridge Helps

Digital care is a critical part of patient care in 2023, and to make the most of your reimbursement opportunities, you're going to need an RTM solution. And as the survey showed, it is effective—with the right tools. How effective is it? By adding RTM to their existing care model, CORA Health Services, 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.

With MedBridge, CORA Health Services was able to:

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

MedBridge has proven success implementing RTM and makes it easy to get started so that you can retain more patients and improve outcomes today. Best of all, because MedBridge has no upfront costs, you risk nothing by trying it out. **Your peers are ready for RTM—are you?**

For more information on how you can leverage digital patient care to increase staff satisfaction and patient engagement, [reach out to a MedBridge representative for a demo today.](#)