



## COVID-19 Resource Center: Complimentary Telehealth Consult

With the extraordinary strain on the delivery of healthcare services due to COVID-19, telehealth's expansion may be a lifeline for patients as well as healthcare providers. Access, reimbursement expansion, and technology waivers have contributed to telehealth being more widely deployed...and quite possibly is offering a look at the future norms for healthcare delivery. These unprecedented circumstances are creating opportunities to assess ways that healthcare providers may currently adopt telehealth solutions that can pay long term dividends.

In this new environment, healthcare providers are likely experiences disruptions in cash flow. To the extent that telehealth connectivity solutions can provide immediate help with remote patient contact and monitoring that creates revenue opportunities, such technology should be considered for expansion of patient care.

Telehealth has traditionally been expensive and even onerous to implement in order to comply with regulatory requirements and limitations that can often challenge the ability to earn a return on the investment necessary to provide such access. While these challenges have been a mitigated to some extent during the COVID-19 response by the relaxation of certain requirements,

regulatory requirements and limitations will continue to exist and must be navigated to take full advantage of market opportunities. For example, while it may be easier to deploy systems and engage with professionals in telehealth encounters across the country, telehealth must still address and pay close attention to privacy requirements like HIPAA and the use of technology that may be user friendly but less secure. Furthermore, if you have not already invested in the technology to drive a telehealth solution, access to capital and the ability to show a material return on any investment will also need to be carefully considered. That said, now may be an opportune time to take steps to develop a long term telehealth strategy.

In response to the growing demand and interest in telehealth strategies, for a limited time we are offering our clients and prospective clients a complimentary **30-minute telehealth consultation with experienced members of the Benesch Healthcare+ team**. In addition, should you have questions that may touch on other topics of interest during this difficult time, we can include other Benesch attorneys in this consultation who may be able to help with some guidance to benefit your business.

To schedule a complimentary initial telehealth consult with members of the **Benesch Healthcare+** team, please [click here](#) and complete the registration form including all necessary information related to you and your organization and any information related to the subject matter(s) to be covered during the consultation. Please indicate if there are particular dates and/or times that are best for you.