Telemedicine For Vascular Surgery: Is It Feasible? What Is Its Status And What Are Its Limitations And Risks?

Clifford M. Sales, MD, MBA, FACS
The Cardiovascular Care Group
Chief, Vascular Surgery
Overlook Medical Center
Summit, New Jersey

A Paradigm Shift

• Electronic information age
• Immediacy of everything
• Global availability / competition

A Paradigm Shift

• Paradigm Shift?
• “What’s Old Is New”
• Regulatory Hurdles

What’s Old is New

History Taking!
The Industry

- $240m → $2.2b (2018)
- Outside US, very popular
- Patient demand will drive this
- Payers will want this
- Physicians at risk will want this

Telemedicine and Vascular Surgery

- Not ready for Prime Time
- May be useful for follow-up visits
- Post-operative visits
- Supports Vein Business

The Limitations

- Federal regulations
  - Rural areas
  - Point of care facility
  - Live only (except HI and AK)
  - Medicare Parity Act of 2014
- State licensing an issue
- Medicaid-specific rules

Telemedicine For Vascular Surgery: Is It Feasible?
What Is Its Status And What Are Its Limitations And Risks?

Clifford M. Sales, MD, MBA, FACS
The Cardiovascular Care Group
Chief, Vascular Surgery
Overlook Medical Center
Summit, New Jersey