

Telemedicine Solutions During the Pandemic and the Path Forward

Dr. Raj Shah, MD, MBA, FACC, FACP

Rutgers Business School

President and CEO, SmartCareDoc
Chairman, Health Council and Board Member
WHEELS Global Foundation
Associate Professor of Clinical Medicine
Temple and Drexel University School of Medicine
Research Fellow: Blanche and Irwin Center for the Study of Pharmaceutical Management





The Traditional Healthcare Delivery

A short 30 seconds video play

During Pandemics, the traditional in-person healthcare is not possible Because of Imposed

Lock-downs / Curfews / Lack of transportation & Severe travel restrictions

What is the Alternative?

Remote Healthcare Delivery: Telemedicine

SmartClinic

Medical Video Consult with Diagnostic Devices

From Home/Clinic/Nursing Home/Pharmacy/Schools/Offices



Patient View





Doctor View



Optional Devices









smart care doc

Echocardiogram

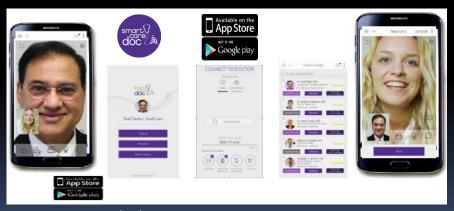
Ultrasound

Leads ECG

SmartVideoCall

Medical Video Consult/Store & Forward

A familiar, user-friendly video visit experience with extensive capabilities including scheduling Remote diagnostic capture, wellness tracking, insurance billing and patient record management



Download App and Login

Video Visit or Get Opinion

Choose Doctor

SmartOpinion

Upload Reports/Images/Videos for Consultation on any connected devices

Realities and Challenges of Rural Areas





- Poverty
- Lack of education
- Lack of clean water supply & sanitation
- Lack of energy supply

- ➤ No healthcare providers
- > No clinics or hospitals
- > No Medical supplies and equipment
- ➤ No infrastructures: Roads/Transportation

The Challenge

How to deliver Healthcare to 800+m rural population

Mission

Provide Access to Affordable Healthcare

Vision

Using Technology Enabled Cost-Effective Healthcare Easy Access for Rural-Community via Telemedicine **'HEART' Centers**













Residents of village are selected and trained as Sahayak (Telemedicine Operators) and given Telemedicine Kit ~\$500 Donated by WHEELS Global Foundation



Technology Partner Evolko Provides on-site training software and hardware Support and maintenance



Doctor

The Lessons Learned

- Preparedness and Planning before the disaster strikes is the most important lesson:
 - ❖ Access to Affordable healthcare
 - Healthcare facilities
 - Healthcare workers education, training and supply
 - Adequate reserve and rapid production of life-saving medical equipment like ventilators, O2 generators & supply, diagnostic devices, PPE
 - Management of supply chains
- ➤ A single disaster management Agency empowered to take control and command based on data and science without political interference:
 - ❖ Accurate data collection, analytics, modelling and single platform
 - Emergency procurement and production
 - ❖ Development of rapid testing, development of treatment and preventive mesures including vaccines
 - ***** Economic help for medical care, food, and shelter
 - Licensing reciprocity for healthcare workers and mitigating professional liabilities for charity works during emergency
 - Mass education and awareness to alleviate fear and anxiety

The Path Forward

TeleMedicine: 'HEART' Center





Scale



Blood Glucose

Software and Hardware Training





Doctor

PHC/Hospital

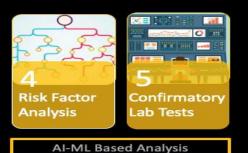
Sahayaks (Telemedicine Operators) Given Telemedicine Kit

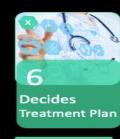
- Remote Access
- Screening
- Triage
- TeleConsult
- Prescriptions
- Follow up

Artificial Intelligence (AI) & Machine Learning (ML) Based Technology











Doctor

Al based Monitoring

- Saves Doctor's Time
- **Baseline Medical** Information of patients
- **Detects Unassociated Disease Conditions**
- **Builds Database for** Analytics

TMO

A Technology equipped person from the community helps patients



Prepare for Doctor Interaction

- **Triaging for Current Illness**
- Screening for NCDs
- Vitals with ECG
- Relevant Tests

Interaction with Doctor

- Coordinate Video Consult
- **Explains Treatment Advice**

"HEART" Centers: A Financially Self-Sustaining Model

Initial Startup Cost per site (~\$1000): Paid by WGF

From the donations:

- Equipment: Supplied as listed per site serving population of 3000 to 5000
- Residents of local community are selected & trained as Sahayaks (TeleMedicine Operator)
- Installation and On-Site Training of one male and one female TMOs per site
- Operational Cost ₹ 110 (\$1.5)/Visit:

Doctors Fee: GP/Specialist ₹50/Visit

Sahayak's Fee: ₹30/visit

Technology Support & Maintenance ₹30/visit

Operational Cost paid by Patient or reduced by anyone or more cost components amount covered by the Charities from Organizations NGOs/Hospitals/Free Clinics

- ➤ Net Saving for the Patient: ₹500 to ₹2000/visit
- \triangleright Impact: \$1m for 1000 sites x10 patients/day = 10,000/day...3.6m/yr.



TeleMedicine Kit

Two (2) Kits per site:

- Redmi 9A Smartphones
- Jio SIMS for Internet connectivity
- Omron Infrared Thermometer
- Omron Digital BP Monitor
- Omron Pulse Oximeter
- Accucheck (Glucometer and 50 strips, lancets, Alcohol swabs)
- Stature mete
- Apollo Weighing scale
- Canon LBP 6030w Printer/site







Smartphone

ie Thermometer Pulse Ox







BP

Scale

Blood Glucose



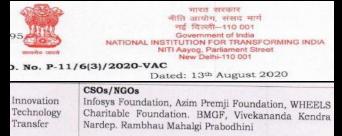


Printer

ECG

WHEELS Global Foundation is recognized by Government of India for Innovation & Technology Transfer

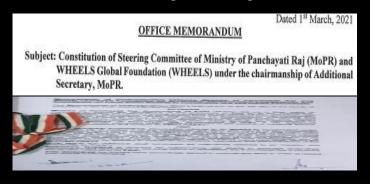


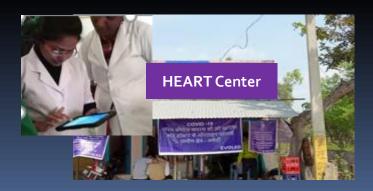


Integrated SMART Village Program in cooperation with Panchayati Raj



S= Strengths
M= Measurable
A= Achievable
R= Replicable
T= Technology









- > Wearable Biometric sensors: Apple and Android watches, Clothes
- Portable Smartphone Lab: U. of U of Cincinnati develops, The lab, which is the size of a credit card, plugs into your phone, connecting it automatically to a doctor's office through a custom app that can diagnose infectious diseases such as coronavirus, malaria, HIV, or Lyme disease or countless other health conditions like depression and anxiety. Delivers Test Results in 'Split' Second from point of care (Feb 2020)
- > Apple and Google partner on COVID-19 contact tracing technology (April 2020)
- ➤ U of Washington, Microsoft developing platform to capture patient vitals via smartphone camera (April 2021)
- Researchers Create mHealth Patch to Monitor COVID-19 Patients at Home:

 Developed at Northwestern University, the mHealth patch attaches to the base of the throat and monitors throat movement and breathing, as well as heart rate and temperature. (May 2020)
- MIT working to launch app that uses AI to detect COVID-19 in coughing sound (October 2020)

Would You Like to Get Involved and Join our Mission to Change Lives of Rural India?

Please Contact

Raj Shah, MD, MBA Chairman, Health Council M: +1 215 431 8326 raj.shah@wheelsglobal.org

