

Too Soon Old, Too Late Smart

Bavarian Telemedicine Day Panel

Demographic Changes in Medicine ---Telemedicine Practitioners Needed

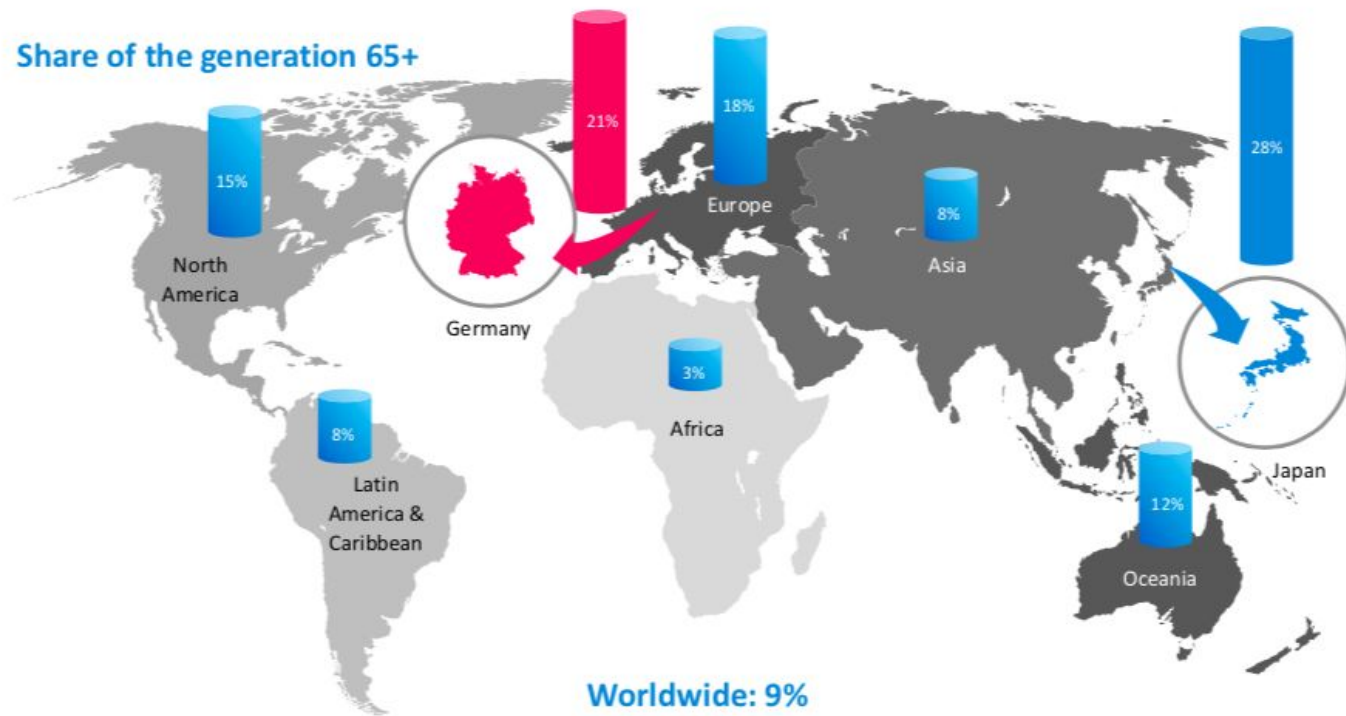
21 March 2019

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Demographic Change

The German population is one of the “oldest” worldwide, stimulating the demand for healthcare products and services

Share of the generation 65+



Source: German Foundation for World Population (DSW) 2018, Population Reference Bureau 2018

Demographic Challenges

Growing demand for healthcare services drives the development of digital healthcare solutions in Germany



Aging Society

- 2035: 24 million people aged 65 years or older (31 percent of the population)



Care Dependency

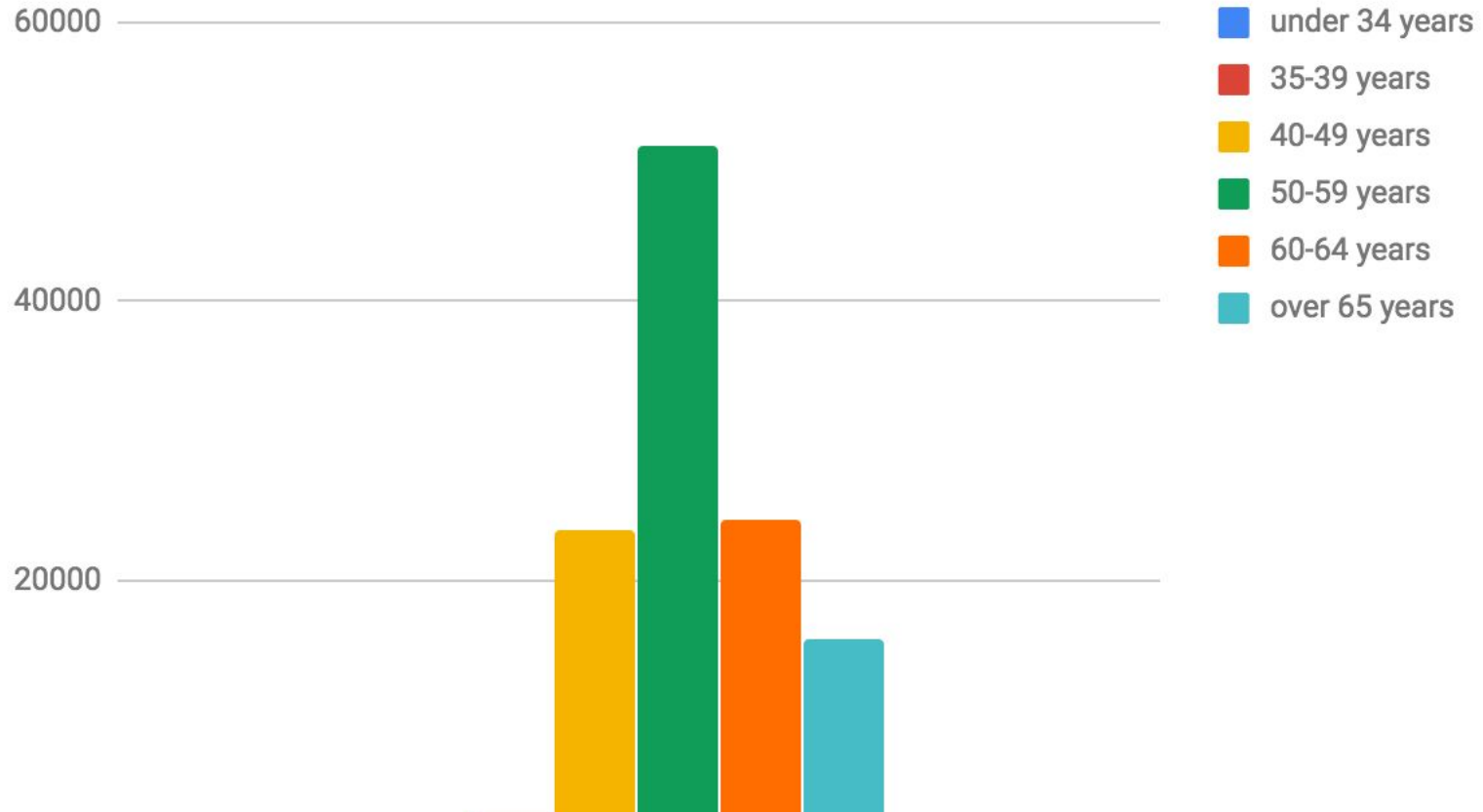
- 2020: 2.5 to 3 million
- 2050: 3.25 to 4 million



Chronic Diseases

- Chronic and long-term diseases account for about 80 percent of German healthcare spending (EUR 200 billion)
- Within 14 years the number of people with diabetes mellitus has risen from 5.8 to 7.2 million people

German physicians by Age Cohort



Definitions

- **Telemedicine:** The use of telecommunication technologies to evaluate, diagnose, and treat (including prescriptions) patients at a site physically removed from the location of the physician.

Physician to physician consultation, Physician to patient, Patient to physician

- **Telehealth:** The use of telecommunications technologies to provide healthcare services to patients at a site other than the location of the clinician.

Behavioral health, RHM/ Nursing care, Nutrition counseling, Medication management

Barriers to Physician Telemedicine Adoption

Education

Mid to late career physicians

Physicians in training

Physician regulators and policy makers

Reimbursement

Telemedicine Policy Recommendations

Standardize nationwide technology agnostic definitions and rules

Incorporate telemedicine education into all healthcare curricula

Incorporate telemedicine best practices into the medical standard of care

Integrate all telemedicine visit records into the EHR and the e-Health card

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