Challenges of Aging

The longevity has increased from 50 to 80 years in last 100 years

- Physical and Health related: Mobility is the major hurdle
- Financial: Fixed income and higher expenses
- Social: Empty nest and Loneliness
- Too many Providers operating in their own silos
- Third party reimbursements
- Dealing with Regulatory agencies

Did you Know?

- 33% of seniors are aging at home alone
- 70% of seniors are more than 50 miles away from their loved ones.
- 70% or more hospitalizations could have been avoided with care coordination

The Biggest Challenge:
Cost-effective and easily accessible Quality Healthcare

Technology to the Rescue

Technology: Greek tekhnē, art, skill + Greek -logiā, study
Science or knowledge put into practical use to solve problems or invent useful tools.

Stone Age: Simple tools from wood or shards of rock and the discovery of fire, which provided a way to cook food and create heat and light; were technological developments which allowed people to accomplish tasks more easily and quickly.

Bronze and Iron Age: Metal gave the ability to form stronger tools, and the introduction of the wheel allowed people greater ability to travel and communicate.

Agricultural Revolution: Began more than 12000 years ago.

Industrial Revolution: started in 1760

Digital Revolution: 20th Century. It is the change from mechanical and analogue electronicto digital technologies which began anywhere from the late 1950s to the late 1970s with the adoption and proliferation of digital computers and digital recording equipment. It also refers to the sweeping changes brought about by digital computing and communication technologies during (and after) the latter half of the 20th century.

The Digital Revolution marked the beginning of the Information Age. An example of technology in medicine are ultrasound, MRI, CAT scans and other forms of nuclear imaging, which allow doctors to see inside the human body using a blending of medical technology, nuclear technology and computer technology.
The application of Technology to overcome challenges of Aging

**Digital HealthCare Delivery**
From In-Person

Patient        Provider

To On-line

**TeleMedicine**
Audio-Video Interface
Integrated Diagnostic Devices
In-home Monitoring

"Tele" Prefix means distant:
Telephone, Telegraph, Television, Telemetry

**The Fine Art of Digital Aging**

**Our Vision and Mission**
Technology Enabled Healthcare Delivery
Alternative to Traditional In-Person care

Easy Access  Lower Cost  Quality Care = Value

Our flexible telemedicine platform is adoptable to many clinical settings

SmartCareDoc TeleMedicine System

- **SmartCareDoc Virtual Clinic:**
  - Video Consult with Diagnostic Devices
  - Nursing Homes, Assisted/Independent Livings
  - Home Health Care Agencies
  - Hospitals, affiliated Facilities, Secure Gpocs
  - Medical/Pharm and SpO2 and Wireless ECG
  - Physician Office, Endoscopy, OBGYN, etc.
  - Health/Fluency screening, e.g., Diabetic retinopathy

- **SmartCareDoc HomeConnect System:** "A Seamless Ecosystem"
  - Home Care and Home Health Monitoring System
  - Home Health Care Agencies
  - Population Health
  - Chronic Disease Management
  - Independent and Assisted Living
  - Gracious Aging at Home

- **SmartCareDoc Connect:**
  - Video Consult without Devices
  - Medical Practices
  - Hospitals
  - ACOs
  - Concierge Medicine

Optional Devices
- Echocardiogram
- Ultrasound
- 12 Leads ECG
- Spirometer
- Retinal Camera

http://www.smartcaredoc.com
CONFIDENTIAL

SmartCareDoc
Convenient and Cost-Effective Access to Care

A Versatile and Easy to Use TeleMedicine Platform

- Secure HIPAA Compliant Real-time Face-to-face Doctor Visit
- Enhanced Diagnostic Accuracy Of Medical Exam By Integrated Devices
- Meets Medicare & Insurer’s Guidelines For Reimbursements
- Meaningful Use And ICD-10 Compliant
- CCHIT Certified HL7 Standards Based EMR and PHR
- Interoperable With Clients’ Existing EMR
- Electronic Billing, Prescription And Practice Management
- Easy To Use Like Using Skype, Facetime Or Any Videoconferencing
- Reimbursed By CMS, Medicaid & Private Insurers In 29 States + DC
- Supplements Revenue And Expands Medical Practice
- SmartCareDoc Is Cost-effective And Affordable
- Comprehensive, yet Modular & Flexible For Use In Many Settings

Deployed in
The Clinic at Walmart
April 2012-14

SmartCareDoc™ was the first and only provider of retail-based telemedicine services in “The Clinic at Walmart” in two suburban locations in Philadelphia.

Our experience validated SmartCareDoc’s ease of use and accuracy in diagnosing and delivering effective, efficient and easily accessible quality healthcare at affordable cost of $59/visit to more than 1000 patients.

The Fine Art of Digital Aging
Live Demo

How vitals are collected
www.smartcaredoc.com

Nursing Homes
Independent Living

- Acute care
- Chronic Disease management
- Teledermatology
- Wound Care
- Telepsychiatry

Home Visit

- Physician connect virtually
  - EMR/PHR
  - Secure data storage
  - Scheduling
  - Billing
  - ePrescription

Real-time data sharing with specialists

Bucks County Current user of SmartCareDoc
Path to Innovation Realization is a Path of User Discovery:

January 15, 2016 Smart Care Doc (SCD) signed agreement to work with a major Medicare Advantage Plan (MAP).

- First Applications: Homebound or "lost" patients and those needing specialists
- Rural and urban settings are targeted equally – need is MAP determining factor
- Partners include Primary Care Practices, Regional VNA, HHA and specialty providers
- Next Level Applications: Dedicated specialty clinics (Retina Screening), community connected care, aging in place support and coordination
- MUCH MORE TO COME!

TeleDermatology

Specialty services when difficult to obtain

Click this link to watch TeleDermatology demo

SmartCareDoc TeleDermatology

Live Demo

SmartCareDoc TeleDermatology
Diabetic Retinopathy Screening
by SmartCareDoc Virtual Clinic at
TEMPLE UNIVERSITY

Click this link to watch TeleRetinoscopy demo
SmartCareDoc TeleRetinopathy

Forbes / Pharma & Healthcare #PublicHealth
A Quick Picture Of Your Eye Could Help Spot Diabetes Sooner

"Dr. Rajnikant Shah, associate professor of clinical medicine at Drexel University College of Medicine, in an interview...diabetic retinopathy is the most common cause of vision loss among people with diabetes and a leading cause of blindness among working-age adults....

Shah came across Canon's technology as an entrepreneur. As the founder of a telemedicine company, Telemed Ventures...that there was a need for diabetes screening at the primary care level because many people don't see an ophthalmologist regularly.

Temple University is now using Canon's non-mydriatic camera, which is integrated with Telemed Ventures' telemedicine platform, to provide retinal screenings for diabetes. So far, 200 patients have been screened over two months."

SmartCareDoc HomeConnect System

Comprehensive Home Health Care Management
Home Monitoring

"SmartCareDoc Genie" Tablet
Age at Home but Not Alone

* Using the SmartCareDoc GENIE, you can connect your own care circle—big or small—doctors, nurses, volunteers, or just your loved ones in a single convenient space. When you need them, they are there. You are well-prepared to age in place and stay happy.

* You decide how much care connectivity you want, and you set it up. If someday you decide to add a home-monitoring option so you can reduce dependence on costly home-care aids, it is there at a click of a button. Think of the Genie as your own set of digital building blocks for confident aging. Enjoy a better quality of life!

* SCD digital aging support puts you in charge of your life at a time when you need it most. A single ecosystem that can connect you to friends/family, manage important care issues, monitor your own wellness and even entertain you.

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**SmartCareDoc HomeConnect**

A Cloud Based Software Platform
- Fully customized to patient’s needs
- Discreetly blends technology to assist without being intrusive

Hospital at Home
- Remote patient monitoring system
- Medications reminders
- Fully integrated with clinical charts
- Patient engagement tools

Empowers Aging in Place and Healthcare Management

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**Applicable to Innovative Business Models**

- Participate in IDN/ACO, bundled models
- Value based and cost saving initiatives
- Community health programs
- Disease management/chronic care
- Transitional care models
- Medical center home
- Closed system/capitated/Risk based models
- Aging at home programs
- Primary care adjunct health management
- Life/care management
- Preventable/predictive/proactive care programs

Opportunities Bring Revenue, Operational Excellence Brings Efficiency
Traditional clinical, operational and billing process flow

+ Care Monitoring (Broadest range of remote patient monitoring, patient engagement tools and devices)
+ Care Coordination System
+ Community & Family Integration
+ Care Ledger (End of Life, Emergency Financial Planning)
+ Social Media & Network Marketing System
+ Care Store - Supplies and Inventory Management System
+ Population Management Tools (Under Development)
+ Clinical Analytics (Under Development)

Care-Continuum

Seamless Care Transition Process Flow Under Various Payors

Live Demo
SmartCareDoc Connect
TeleVisit Consultation without Devices

Empowers Doctors to Reach Patients Directly

Physician
• Log into system
• Accepts call from patient
• Starts video consultation
• Prescribes treatment
• Completes EMR

Patient
• Creates account with user ID and password
• Selects from list of available physicians
• Clicks for instant access or schedule appointment
• Pays by credit card and/or insurance if accepted
• Enters demographic and clinical information
• Clicks green highlighted video sign to start visit

Live Demo
Appendix

- My Story
- In the News
- Screen Shots

My Story

“Revolution through Evolution”

- St. Mary Hospital, Langhorne, PA: Chief, Cardiology Section (1975-1997)
  - Developed Cardiac Non-invasive Testing programs, Cardiac Cath Lab, Heart Surgery and Electrophysiology program.
- Lester Reber Story... Xerox copy ECG (1975)
- Medical Office Computerization... Using CPM OS (1982)
- MBA Project...“Leveraging Internet for Healthcare Delivery” (1995)
- Patient Passport... Web based Personal Health Record (1998)
- Remote Monitoring...CNN “Inside Business” (2009)
- Video Visit with Real Time Medical Examination (2010)
- EMR and Patient Portal Integration (2012)
- First Telemedicine Retail Clinic in America at Walmart (2012-14)
- 3Fivetwo Group....Joint Venture Agreement (2013)
- SmartCareDoc and DotcomDoctor System in Belfast, NI, UK (2016)
- SmartCareDoc TeleRetinal Screening at Temple University (2016)

SmartCareDoc's Story on CNN-CNBC “Inside Business”
SmartCareDoc CNN Money Matters
Cardiologist launches telemedicine business at Walmart

MedCityNews By Stephanie Baum 6-S-2012

A cardiologist with an MBA has launched a telemedicine business starting with international retailer Walmart (NYSE:WMT) with the goal of providing affordable healthcare in areas underserved by providers.

Dr. Raj Shah, who runs a 37 year-old, 10 physician cardiology and internal medicine practice in Langhorne, Pennsylvania, is the founder of Telemed Ventures and CEO of Smart Care Doc. He opened its first telemedicine unit in Bensalem in suburban Philadelphia and another is scheduled to open in Willow Grove, Pennsylvania later this month.

Pennsylvania Medical Society News
A few good minutes with Raj Shah, MD 3-14-2014

Video: Physician Perspective on Telemedicine
One PAMED member, Raj Shah, MD, a cardiologist from Bucks County, says many telemedicine systems do not fit into a physician’s workflow. Dr. Shah aimed to make a physician-friendly system when he founded SmartCareDoc.
In the video below, Dr. Shah provides a physician’s perspective on telemedicine and addresses one of the biggest barriers that keep this industry from growing in the Commonwealth.

“Early adopter” embracing telemed

Philadelphia Business Journal
Feb 20, 2015
By John George

Bucks County Cardiologist Rolling Out Low Cost Video Check-up

“Dr. Raj Shah with his telehealth tools that allow him to remotely interact with patients…..My system includes a laptop and all the electronic devices used for exams at the patient’s side…..”

Appendix

- Screen shots
Replicates the workflow of Doctor’s visit

• Step 1: Registration and upload reports. Documents etc.
• Step 2: Taking vitals and ready for encounter
• Step 3: Encounter
• Step 4: Fee ticket, electronic billing and prescriptions
• Step 5: Completing EMR
SmartCareDoc Televisit Solution Captures Vitals in Real-Time

Electronic stethoscope capturing heart sounds

Otoscope capturing real-time ear examination

EMR Documentation
SmartCareDoc Virtual Clinic

SmartCareDoc Virtual Clinic Demo with EMR

SmartCareDoc Connect
TeleVisit Consultation without Devices

Reaching directly to consumers
Patient Registration

Only few fields are mandatory:

- Name
- Username
- Phone
- eMail Address

Patient Login

If already registered, patients or physicians log in here

If new patient, or new physician, then they click here to register

Patient Process Wizard

- I have read the policies concerning health privacy and HIPAA security.
- I understand that a telehealth visit is a condensed version of a regular physician office visit and there are inherent limitations as they cannot perform an in-depth physical exam, gather accurate health data from medical equipment, and cannot prescribe certain medications through this method of examination. I also understand that if this is a true medical emergency I should call 911 or go to the nearest hospital emergency room.
- I will be responsible for payment for this visit.

Signature Box
Patient Process Wizard

Please choose your method of payment for this visit:
- Credit card already on file
- Credit card information to be entered
- Bank routing already on file
- Bank routing information to be entered
- SmartCareDoc accepted insurance already on file
- SmartCareDoc accepted insurance information to be entered

Insurance or payment eligibility checked before next step

Patient Process Wizard

Provide information below to help doctor:

Medical Conditions: check all that apply and use space below for other conditions
- Heart disease
- COPD/Asthma
- High blood pressure
- Diabetes
- Cancer

Current Medications: None

Allergies: None

Patient Dashboard

Welcome! Today is Tuesday, October

Various quick tasks here will be configured to allow your patients to do whatever you wish them to be able to do, for example here:
- Set up profile deeper for future calls and more of a patient record (care ledger)
- Set up payment information for quicker process for future calls
- Request a televisit with a specific physician or Search Provider
- Set up medication profile
- See payment history for view, pdf email, etax, print
- See and attach documents (labs, diagnostic results, etc)
- Records release and records request authorization quick task
Patient
Available Providers
• The video icon will be green if provider is online and available for consult or appointment with the provider.
• Patient may choose to schedule appointment with the provider.

We can include a bio/CV section, reviews, or whatever information you would like the patient to see about the provider.

Clicking on Green Video sign initiates call

Physician
Login
If already registered, physicians log in here

New physician, click here to register

Physician Dashboard
Quick tasks will be configured for physicians. For example typical set up will include:
• Availability
  • Enter available times for patients to see what days/times available
• Manage encounter notes
  • Review/edit previous notes
• Submit to billing
  • Submit encounter information for billing depending on type of billing
• New cases
  • See pending requests, new patients, patient roster
• Education modules
  • Create educational modules you can use to prescribe video learning modules to your patients as part of your “prescription” from their visit.
Physician Receives call and Accepts

Video connection established

Physician Completes Brief EMR

<table>
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<tr>
<th>Lucy Sahai</th>
<th>DOB: 5/17/77</th>
<th>Gender: Female</th>
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<td>Conditions</td>
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<tr>
<td>Documents</td>
<td>Today's Encounter</td>
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HPI
Type or Dictate
SmartCareDoc TeleMedicine System
http://www.smartcaredoc.com

- **SmartCareDoc Virtual Clinic:**
  - **Video Consult with Diagnostic Devices**
    - Nursing Homes, Assisted/Independent Livings
    - Home Healthcare Agencies
    - Hospitals, affiliated Practices, Second Opinion
    - Medical Practices and Specialist Consult
    - Pharmacies, Retail Clinics, Schools, Plants, Office Complexes, etc.
    - Health/Disease Screening: e.g. Diabetic retinopathy

- **SmartCareDoc HomeConnect System: “A Seamless Ecosystem”**
  - **Home Care and Home Health Monitoring System**
    - Home Healthcare Agencies
    - Population Health
    - Chronic Disease Management
    - Independent and Assisted Living
    - Graceful Aging at Home

- **SmartCareDoc Connect:**
  - **Video Consult without Devices**
    - Medical Practices
    - Hospitals
    - ACOs
    - Concierge Medicine
**Care Delivery**
Comprehensive clinical documentation and management system that conforms to JCAHO & CHAP, supports NCQA, PCMH, PCCC, and PCMN

**Care Community & Volunteer Network**
Patient centered care delivery teams with clinicians, family members and volunteers – All are connected on a shared communications platform

**Care Management System**
Care management around multiple domains including online SmartCareDoc visit with a click

**Care Compliance**
Ensure compliance with physician’s plan of care, medication management, CMS guidelines and coming soon NCQA accreditation programs for PCMH, PCMN

Smartcaredoc now offers **CONNECT** - a platform with a suite of features like telemonitoring, televisits, exams, home monitoring, reminders and more, that make telemedicine experience more efficient and reliable

**Care Practice Management**
Built in electronic billing system for multiple payers- Medicare, Medicaid, Long term care insurance, or private payers.

**Care Education**
Health education resources for patients, family and care givers available onsite or online

**Transitional Care Management**
Care coordination and support including patient education, medication management, provider communications and home care coordination.

**Care Store**
Manage orders and delivery of daily living items, devices and equipment, from pharmacy and other distributors.

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**IMPROVED ACCESS**

**LOWER COST**

**QUALITY CARE**

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smartcaredoc.com
Providing Expert Skin Care Consultations to Extended Care Facilities

Offering on-site visits, skin care consultations and treatments under the supervision of board certified dermatologists.

A board certified dermatologist on our staff is readily available for quick on-line consultations.

EMR (Electronic Medical Records) for all patients. Printed consult reports are provided the day of our visit.

services

- Skin cancer diagnosis
- Biopsies and simple excisions
- Diagnosis and treatment of acute and chronic rashes
- In-services and staff education
- Teledermatology consultation for immediate diagnosis and treatment guidance
- Outside billing to all Insurance companies, Medicare and Medicaid
- State-of-the-art teledermatology within a HIPPA-compliant network

DERMATOLOGY MOBILE SERVICES
Oxford Valley Medical Plaza, #206
Langhorne, PA 19047
(215) 550-DERM (3376)
SmartCareDoc.com
Real time video visit between patient and provider using any internet connected device — laptop, tablet, or smart phone with diagnostic devices for medical examination.

- CCHIT certified Electronic Medical Record (EMR)
- Connects to Care Community platform
- Patients have access to PatientPassport™ Portal at no cost
- Secure, reliable and HIPAA compliant visit
- Meets CMS guidelines for reimbursement