



CLIENT SUCCESS STORY: BEAM HEALTHCARE

Extending care through a telemedicine hospitalist program



58%

cost savings with telemedicine



I like that telemedicine allows small hospitals to survive the demands of providing full care to even the sickest of patients because of the access to primary and specialty doctors.

Dr. Chris Wenniger, MD
Family Medicine Provider

Summary

Beam Healthcare partners with rural and metro facilities grappling with healthcare access, limited services and dwindling provider presence. By leveraging telemedicine, Beam has set out to supplement the current healthcare system with a telemedicine solution fit to refocus and improve the way in which patients receive healthcare.

Challenge

Rural healthcare systems lack physicians, specialists and ancillary staff compared to urban medicine. Additionally, recruitment and retention of quality clinicians can be costly and time-consuming, stealing valuable resources from the patients who need them most.

Another challenge is the aging population. By 2032, the population of seniors over age 65 in the U.S. will grow by 48%; this aging includes one-third of currently licensed U.S. physicians.¹

To provide accessible, high-quality, cost-effective healthcare, Beam Healthcare has found creative methods to address the various gaps facing patients and providers today, as well as in the future.



CLOSER LOOK

The challenges facing rural health systems

100

rural hospitals have closed in the last decade²

Providing high-quality, cost-effective and accessible healthcare poses a significant challenge, especially in rural communities. Rural healthcare can be overshadowed by urban medical centers, which often leads to fewer providers, specialists and ancillary staff in the rural setting.

Together, these challenges—staff shortages and low retention rates—create disparities of financial and clinical resources in smaller healthcare facilities and exacerbate an already difficult baseline margin.

Approach

Partner

- Criteria for a telemedicine solution included a focus on simplicity and dependability centered on high-quality patient care
- With the right technology and clear vision, a team-based approach was implemented to catapult the patient care capabilities of their rural partners

Results

Beam's telemedicine solution delivered on its promise to provide cost-effective healthcare with increased access for patients while keeping them close to home. Key improvements included reduced costs, increased management and education services for healthcare (MESH) acuity, avoided transfers and better surge coverage during the pandemic. With the success of the initial telehospitalist program, Beam built out supporting multi-tele-specialty solutions for cardiology, infectious disease, pulmonary and more.

Promote

- The team-based solution between on-site and telemedicine hospitalists proved valuable in high acuity settings like the ICU and medical-surgical floor
- This hybrid model solved the physician shortage problem while promoting synergy to maintain patient care continuity

Stats

122,000

Current primary care and specialist physician shortage³

95,000

Additional doctors are needed to bridge the gap³

3.9 to 5.0

Increase of MESH acuity

¹ American Hospital Association. 2019. "Futurescan 2019-2024: Health Care Trends and Implications." January 2019. See Mann, 2017.

² American Hospital Association. 2020. "TrendWatch: Hospital and Health System Workforce Strategic Planning." January 2020.

³ Zhang, Xiaoming., Lin, Daniel, Pforsich, Hugh, et al. 2020. "Physician workforce in the United States of America: forecasting nationwide shortages." *Human Resources for Health* 18, 8 (2020).

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