

# Grow Your Provider Network Business with Telemedicine

## 8 Reasons Virtual Care Can Attract Top Talent and Drive Revenue

More and more hospitals are turning to provider networks like yours to meet the rising demand for timely clinical care. Not only can the extra support reduce physician burnout, but patients experience stronger outcomes, shorter waiting times and fewer unnecessary transfers.

But the complexity of today's clinical environment demands more than stopgap solutions. Healthcare organizations are looking for sustained partnerships featuring a range of clinical disciplines – which is why leading provider networks are using telemedicine to expand their offerings, reduce costs and rise above the competition.

### Here are 8 ways telemedicine can transform your provider network:

- 1** By eliminating hotel costs, telemedicine lets you offer more affordable quotes for contracted services – making you the fiscally attractive choice over competitor networks.
- 2** Your physicians can deliver services to multiple hospitals on different contracts in the same time span, increasing productivity and billable hours.
- 3** The range of telehealth specialties – such as telestroke, tele-ID, telepsych or telecardiology – increases your versatility in offering the coverage hospitals need most.
- 4** Through longer assignments, your providers can build consistent and collaborative relationships with both hospital colleagues and patients.
- 5** You're no longer restricted to using local clinicians – allowing you to recruit top talent from anywhere in the world.
- 6** Because your services are virtual, you can work with hospitals over a wider geographic region and target areas with provider shortages.
- 7** Telemedicine gives you more agility in filling staffing shortages, whether that's nocturnal coverage, ICU support or daily rounds.
- 8** Instead of moving to strange towns for weeks at a time, your clinicians can work from their own environment and enjoy better work-life balance.

### GlobalMed: Bringing Advanced Virtual Care to Top Provider Networks

As the only telemedicine solution that enables secure, evidence-based virtual care, GlobalMed solutions are designed to help provider networks achieve profitable, long-term partnerships with healthcare systems. Unlike other telehealth offerings, we are scalable and provider agnostic so any organization can adapt our solutions to their needs. Our cloud-based software and data-driven devices are engineered to collect clinical data that can integrate with your EHR; we support dozens of specialty workflows like stroke, behavioral health, cardiology, pediatrics, dentistry, audiology and more. Our all-in-one virtual care platform offers everything you need to deliver exceptional care and build a reputation as the preeminent provider network.

But we can also help you build stronger client relationships. Maybe you've already identified a hospital that needs your services. We can provide a demonstration of the clinical data that can be collected and shared in a telemedicine consult. Sometimes the organizations we work with need external clinicians – in which case we'll connect them with your network.

Finally, we can position you as the smart choice to deliver next-generation care. The healthcare landscape has changed, with new technologies solving barriers such as rising costs and limited access to care. As more hospitals investigate virtual care adoption, we can help you serve as their telemedicine ambassador – so you can open the door for your clients to lower operational costs and expanded care for their underserved communities.

#### Explore your telemedicine options today.

Call us at 480-922-0014 or [schedule a demo](#) – and find out how telemedicine can benefit your provider network.

