

A woman with blonde hair, wearing a white lab coat, is on the left, looking towards a computer monitor. On the right, a woman with long brown hair is also looking at the monitor. The monitor displays a man with a beard and a blue shirt, sitting in an office chair and smiling. The background of the monitor shows an office with framed certificates on the wall. The text "Re-imagining Psychiatric Care" is overlaid in orange on the center of the image.

# Re-imagining Psychiatric Care

# Introduction



Jonathan Evans  
President and CEO





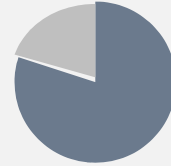
- Founded in 2014
- History of providing telepsychiatry services at Safe Harbor Behavioral Health.
- Evolution of ongoing supply demand equation led to incorporation.

# Growing Need for Mental Health Services



Adults in America experience some form of mental illness

24%



of state prisoners have "a recent history of a mental health condition"



Over \$193 billion in lost earnings per year as a result from serious mental illnesses

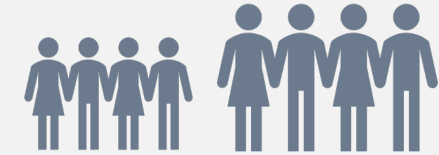


13.6 million adults in America live with serious mental illness

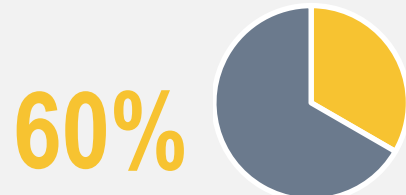
50%



of youth (ages 8-15) with a mental illness received no health services in the previous year



Suicide is the 3<sup>rd</sup> leading cause of death in youth (ages 10-24), and the 10<sup>th</sup> leading cause of deaths for adults in the America



of adults with a mental illness received no mental health services in the previous year



The average delay between onset of mental health symptoms and intervention is **8-10 years**



# Significant Need for Care

## What is the second-largest “city” in the United States?

- |  |                |
|--|----------------|
| 1. New York, NY  | pop. 8,491,097 |
| 2. People who are living with severe mental illness in the U.S., without access to treatment | 6,155,353      |
| <i>(Source: SAMHSA, 2015)</i>  |                |
| 3. Los Angeles, CA   | 3,928,864      |
| 4. Chicago, IL   | 2,722,389      |
| 5. Houston, TX   | 2,239,558      |
| 6. Philadelphia, PA  | 1,560,297      |
| 7. Phoenix, AZ   | 1,537,058      |
| 8. San Antonio, TX   | 1,436,697      |
| 9. San Diego, CA   | 1,381,069      |
| 10. Dallas, TX   | 1,281,047      |

# Challenges Facing Clinics



Significant challenges with access to care.



Recruiting is a constant challenge.  
Turn over is costly, both financially and clinically.



Patient care is uneven / inconsistent at best.



Clinics often struggle with high turn over, particularly with Psychiatrists



A wide range in prescribing patterns

# Current Industry Trends

## Significant increase in demand:

- Accountable Care Act
- Improved programming enhancing access to care
- **Systematic downsizing and closing of the long term (State Hospital) level of care**
- Increase in merger & acquisitions creating large provider organizations
- Shortage of qualified clinicians, Psychiatrist, Certified Nurse Practitioners, Licensed Clinical Social Workers

## Additional trends:

- Challenging pace and complexity of regulatory requirements
- Complexity and acuity of patient presentation.
- Movement to Integrated care
- Improvement in psychopharmacology



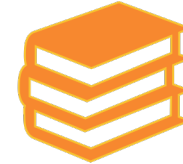
# Is There Still A Psychiatric Shortage?



More than half of the U.S. counties have no mental health professionals\*



The average nationwide distribution of psychiatrists is 8.9 psychiatrists per 100,000\*\*



An average of 1,243 psychiatrists will complete graduate medical education each year from 2014-2017, with 6,032 psychiatrists over the next 4 years\*\*\*



12,486 active psychiatrists (59% of total) are 55 and older, placing as the 3<sup>rd</sup> oldest specialty after pulmonology and oncology\*\*

There is a potential that more psychiatrists will be leaving the specialty per year than entering



Latest data suggests that 40% of all private practicing psychiatrists are accepting cash only

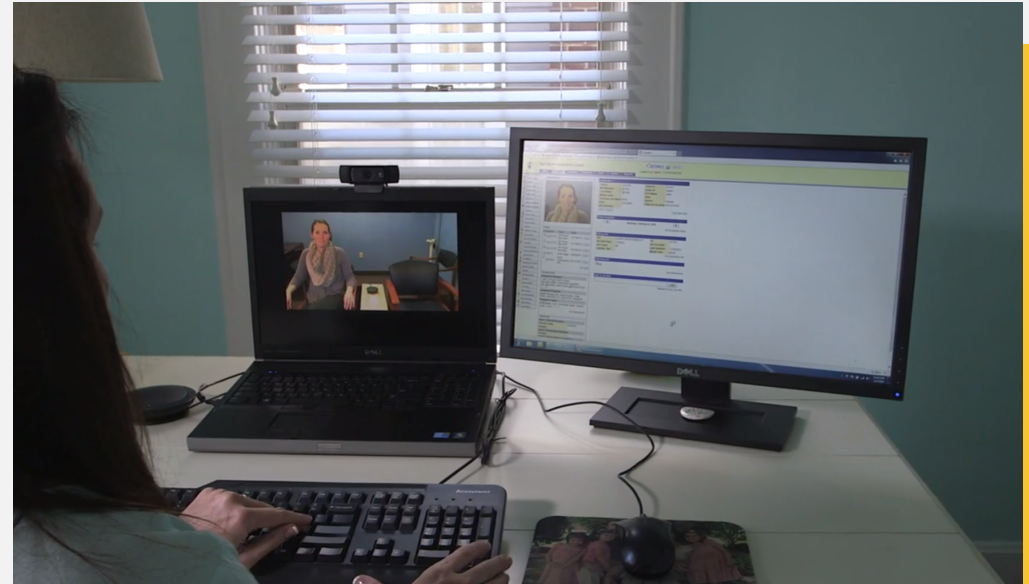
# Introduction



Michael Thompson, MD  
Psychiatrist

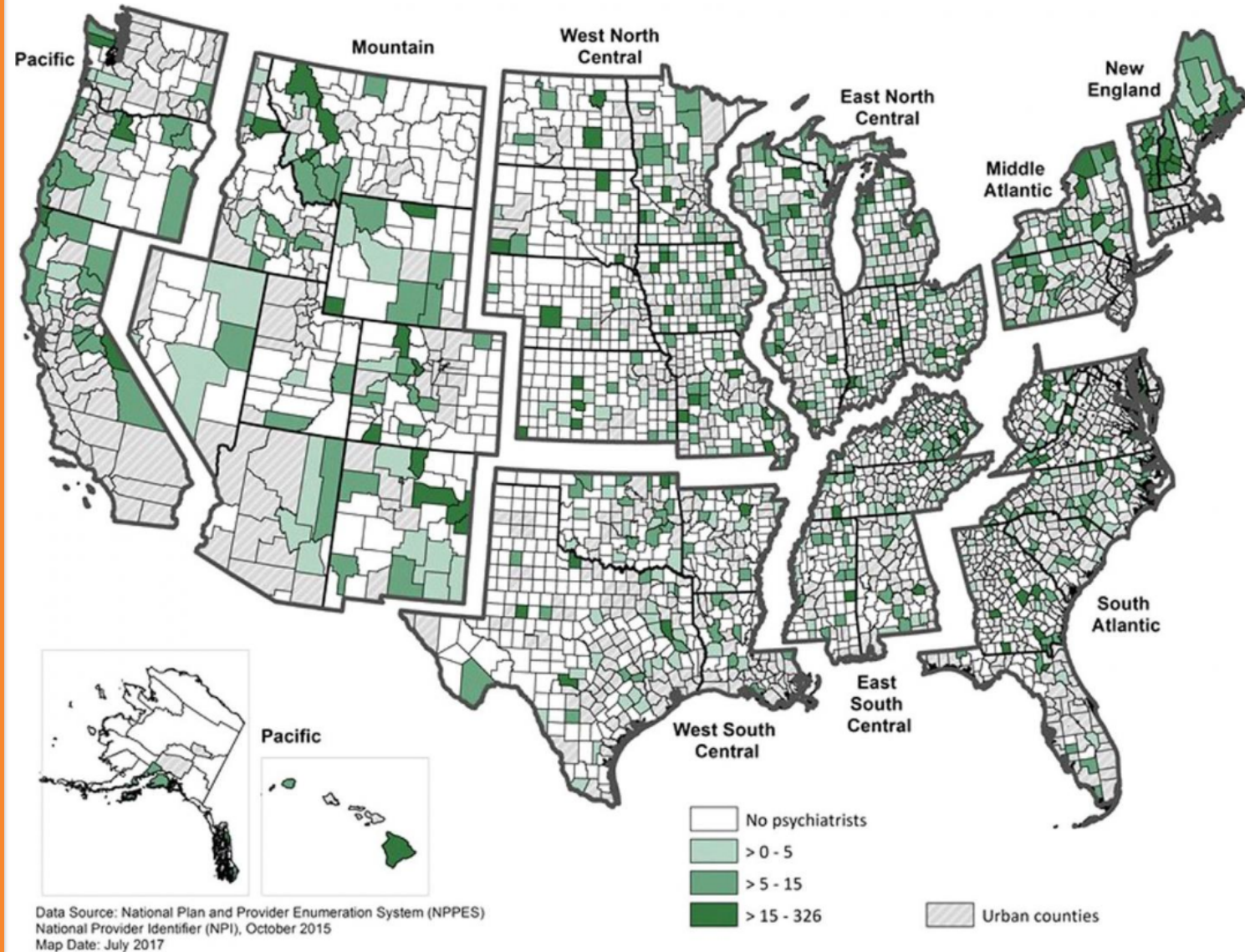


# Telepsychiatry Setup



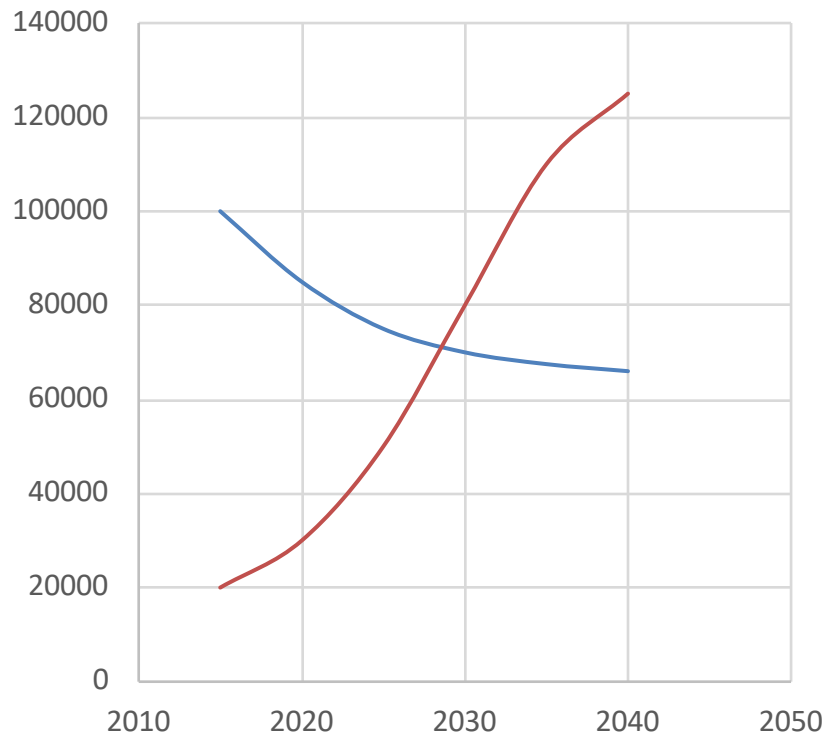


# Behavioral Health Workforce Facing Critical Challenges in Meeting Population Needs



# State of the Industry

Greater than 50% of psychiatrists and physicians are over the age of 50.



It is estimated that mental health clinical needs will rise by 5X's by 2040

# Mental Health Specialty Providers Overwhelmed



National average wait time for appointments with a mental health professional is 7.5 weeks



Patients previously cared for at the psychiatric hospital now end up in jail due to limited state funded programming



If doctors are accepting new patients, next available appointments may range from 4 to 12 weeks out



Shortage of mental health clinicians including psychotherapists, psychologists, and psychiatrists



In states that have elected to expand Medicaid, providers are experiencing an increased pool of mental health patients due to increased Medicaid enrollment and decreased financial support at the state level for behavioral health services (i.e. closed psychiatric hospitals)

# Telepsychiatrist's Job Satisfaction



Allows the opportunity to fulfill a commitment to provide care to underserved regions (without regard to location) to diverse patients in need of access to care.



The level of collaboration between InnovaTel and mental health clinics provide support and services at the highest level of care.



Ongoing IT support that allows me to document directly on the electronic record at the clinic, including electronic prescribing.



I have the opportunity to work with a talented, committed staff where I have become a virtual member of the treatment team.



I enjoy having a caseload of patients that I can see consistently in collaboration with the clinics in-person treatment team.



The ability to partner with clinics from home provides an opportunity for a very positive work/life balance and overall job satisfaction.

# Testimonial

"Telepsychiatry is crucial for meeting the need for behavioral healthcare in America.

There is an overwhelming need for psychiatrists due to the shrinking workforce and increasing demand for mental healthcare.

It's crucial that we leverage the number of active psychiatrists and telepsychiatry is able to do just that.

Telepsychiatry is the future of mental health care and innovaTel is bringing expert care to the masses through their partnership with organizations throughout America.

Thanks to innovaTel, we are able to bridge-the-gap to meet the significant need. innovaTel has the DNA to ensure patients receive the care they need in a meaningful way."

– The Honorable Patrick J. Kennedy





Questions?  
Comments?



# Thank You!

Michael Thompson, MD  
Psychiatrist  
Michael.Thompson@innovatel.com

Jonathan Evans  
President and CEO  
Jon.Evans@innovatel.com  
1.866.492.7597



**innovaTel**  
telepsychiatry  
re-imagining psychiatric care