



WELCOME TO THE

OpenTelemed

“A platform providing a gateway for all types of medical practitioners to practice and enhance their skills within their own practices”





Introduction



OpenTelemed, also known as Portland Telehealth LLC, was established in 2019 in Oregon. The organization is enrolled with the Federal Communication Commission (FCC) and provides comprehensive telehealth practice setup services to both licensed and non-licensed medical practitioners



Why join Opentelemed?

OpenTelemed offers a platform for medical professionals to practice their skills within their own clinic under the supervision of experienced physicians, without any risks. The organization has years of industry experience and is a trusted partner for medical professionals seeking to establish and optimize their clinics



Who can join?

- *All types of Nurse Practitiners (including RNs).*
- *All types of physicians.*
- *All types of PAs.*
- *Medical Assitants*
- *All types of Complementary and alternative medicine (CAM) practitioners.*
- *Registered dietitian*
- *Registered nutritionist*

What is the income?

OpenTelemed is committed to providing you with a consistent flow of 200-500 patients per month. However, practitioners and appointment coordinators are solely responsible for managing income and patient appointments. There is a maximum daily capacity of 30 patients and a minimum daily capacity of 10 patients.

Avg. Maximum					
	CPTs	Fees (national UCR)	Patient/Day (Count)	Avg. Daily Income	Avg. Mo. Income
New Patients	99202	\$183.45	20	\$3,669.00	\$73,380.00
	99203	\$279.21	20	\$5,584.20	\$111,684.00
	99204	\$417.02	20	\$8,340.40	\$166,808.00
	99205	\$551.26	20	\$11,025.20	\$220,504.00
Established Patients	99211	\$59.96	20	\$1,199.20	\$23,984.00
	99212	\$142.29	20	\$2,845.80	\$56,916.00
	99213	\$229.09	20	\$4,581.80	\$91,636.00
	99214	\$324.85	20	\$6,497.00	\$129,940.00
	99215	\$454.61	20	\$9,092.20	\$181,844.00

Avg. Minimum					
	CPTs	Fees (national UCR)	Patient/Day (Count)	Avg. Daily Income	Avg. Mo. Income
New Patients	99202	\$183.45	5	\$917.25	\$18,345.00
	99203	\$279.21	5	\$1,396.05	\$27,921.00
	99204	\$417.02	5	\$2,085.10	\$41,702.00
	99205	\$551.26	5	\$2,756.30	\$55,126.00
Established Patients	99211	\$59.96	5	\$299.80	\$5,996.00
	99212	\$142.29	5	\$711.45	\$14,229.00
	99213	\$229.09	5	\$1,145.45	\$22,909.00
	99214	\$324.85	5	\$1,624.25	\$32,485.00
	99215	\$454.61	5	\$2,273.05	\$45,461.00

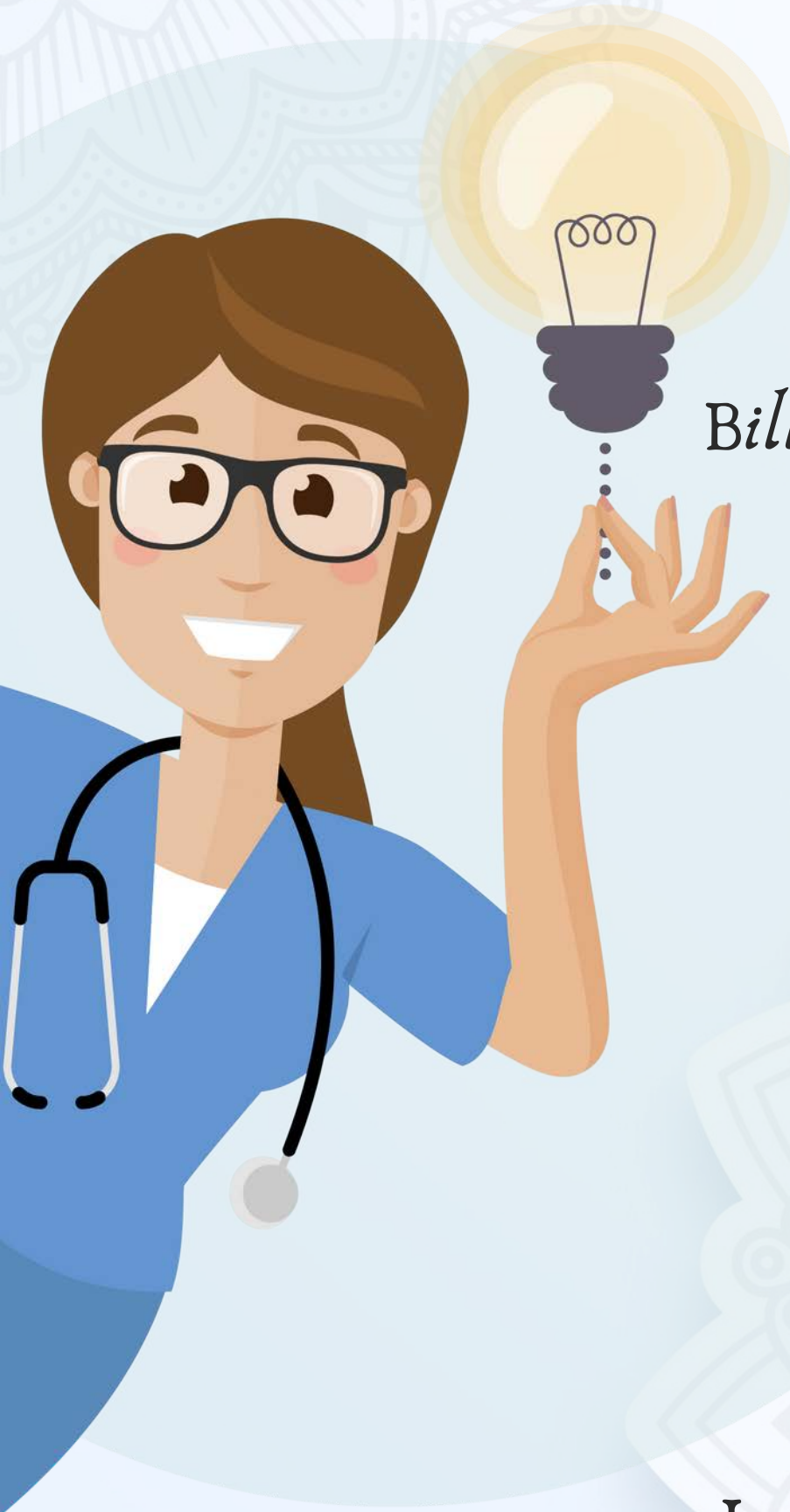
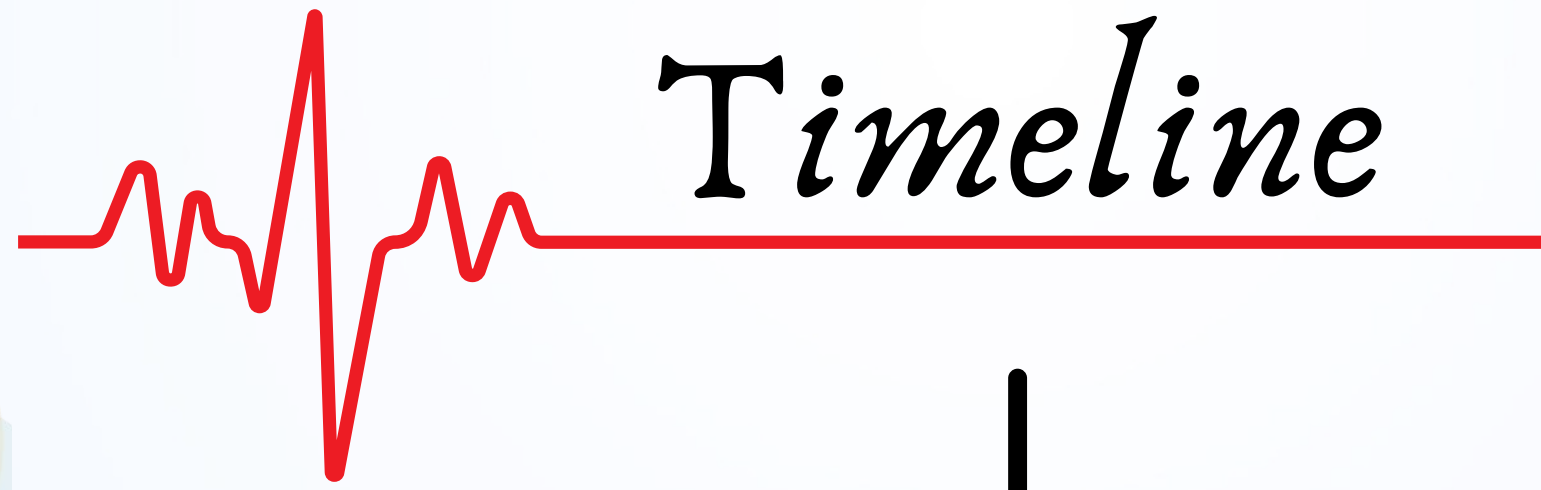


What components are there?

- *PHI Encrypted Business Website*
- *HIPAA Secure Messaging Tunnel*
- *EHR/EMR*
- *Clearinghouse*
- *Collaborative physician*
- *Shared Malpractice*
- *Appointment Coordinator*
- *Billing Contractor*
- *Digital Marketing*
- *Android & iOS webapp*
- *Social Medial Promotion*
- *Insurance Credentialing*
- *Secure Payment Gateway Setup*
- *200-500 Patients/ Mo*
- *HIPAA Training and certification*
- *OSHA Training and certification*
- *Public health training and certification*
- *Patient Portal & appointmetn booking plugin*
- *16 Compliance enrollments*



Timeline



*Billing Contractor and Collab
Physician assignment
(14 Days)*

*Patient Roster
(2 Days)*

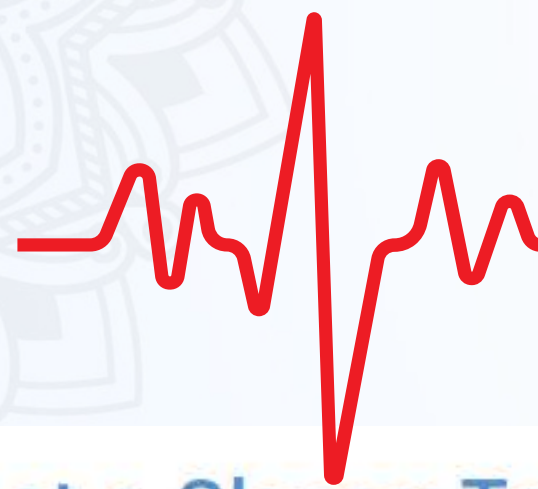
*Treatment
Started*

Digital Setup (20 Days)

Live Demonstration (2 Days)

*Appointment Booking (According to
clinic availability)*

Insurance credentialing will keep going and may take 60 - 120 days



Telehealth Primary Billing CPTs

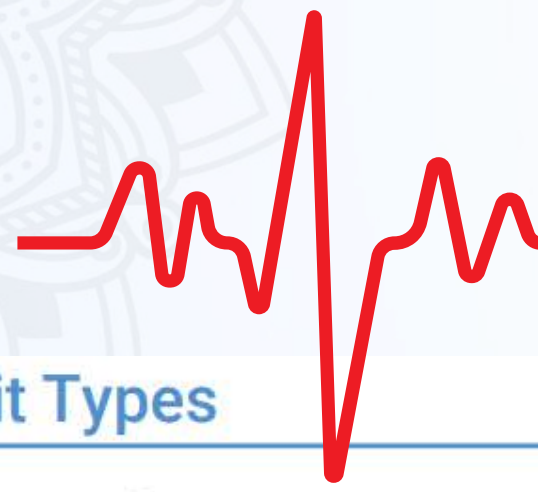
Coding-at-a-Glance: Telehealth Visits

CPT/HCPCS	Description
TELEHEALTH	
99202 - 99215	Office visit for the evaluation and management (E/M) of a new or established patient
VIRTUAL CHECK-IN	
G2012	Brief communication technology-based service; 5-10 minutes of medical discussion
G2010	Remote evaluation of recorded video and/or images submitted by an established patient (e.g., store and forward), including interpretation with follow-up with the patient within 24 business hours
99441	Telephone E/M service by a physician or other qualified health care professional not originating from a related E/M service provided within the previous 7 days nor leading to an E/M service or procedure within the next 24 hours or soonest available appointment; 5-10 minutes of medical discussion
99442	Telephone E/M service provided to an established patient; 11-20 minutes
99443	Telephone E/M service provided to an established patient; 21-30 minutes



Telehealth Primary Billing CPTs

CPT/HCPCS	Description
E-VISITS (PHYSICIAN/APP)	
99421	Online digital E/M service, for an established patient, for up to 7 days, cumulative time during the 7 days; 5-10 minutes
99422	Online digital E/M service; 11-20 minutes
99423	Online digital E/M service; 21 or more minutes
E-VISITS (NON-PHYSICIAN/NON-APP)	
98970 or G2061	Qualified nonphysician health care professional online digital E/M service, for an established patient, for up to 7 days, cumulative time during the 7 days; 5-10 minutes
98971 or G2062	Qualified nonphysician health care professional online digital E/M service; 11-20 minutes
98972 or G2063	Qualified nonphysician health care professional online digital E/M service; 21 or more minutes
ORIGINATING SITE	
Q3014	Telehealth originating site facility fee



Telehealth Primary Billing CPTs

Visit Types

The act of delivering services to patients through virtual means can take different forms. The table below organizes virtual services in three distinct service categories: telehealth visits, virtual check-ins, and e-visits. The *AAFP Virtual Visit Algorithm* section on the following page provides additional clarification on how to use these codes.

Type of Service	What is the Service?	CPT/HCPCS Codes	Patient/Provider Relationship
Telehealth Visit	A visit with a provider that uses telecommunication systems between a provider and a patient.	99202 - 99215	For new* or established patients. <i>*To the extent an 1135 waiver requires an established relationship. HHS will not conduct audits to determine whether a prior relationship exists during the COVID-19 emergency period.</i>
Virtual Check-In: Phone or Video	A brief (5-10 minutes) check in with a practitioner via telephone or other telecommunications device to decide whether an office visit or other service is needed. A remote evaluation of recorded video and/or images submitted by an established patient.	G2012	For established patients.
Virtual Check-In: Phone Only		99441 99442 99443	
Virtual Check-In: Store & Forward		G2010	



Telehealth Primary Billing CPTs

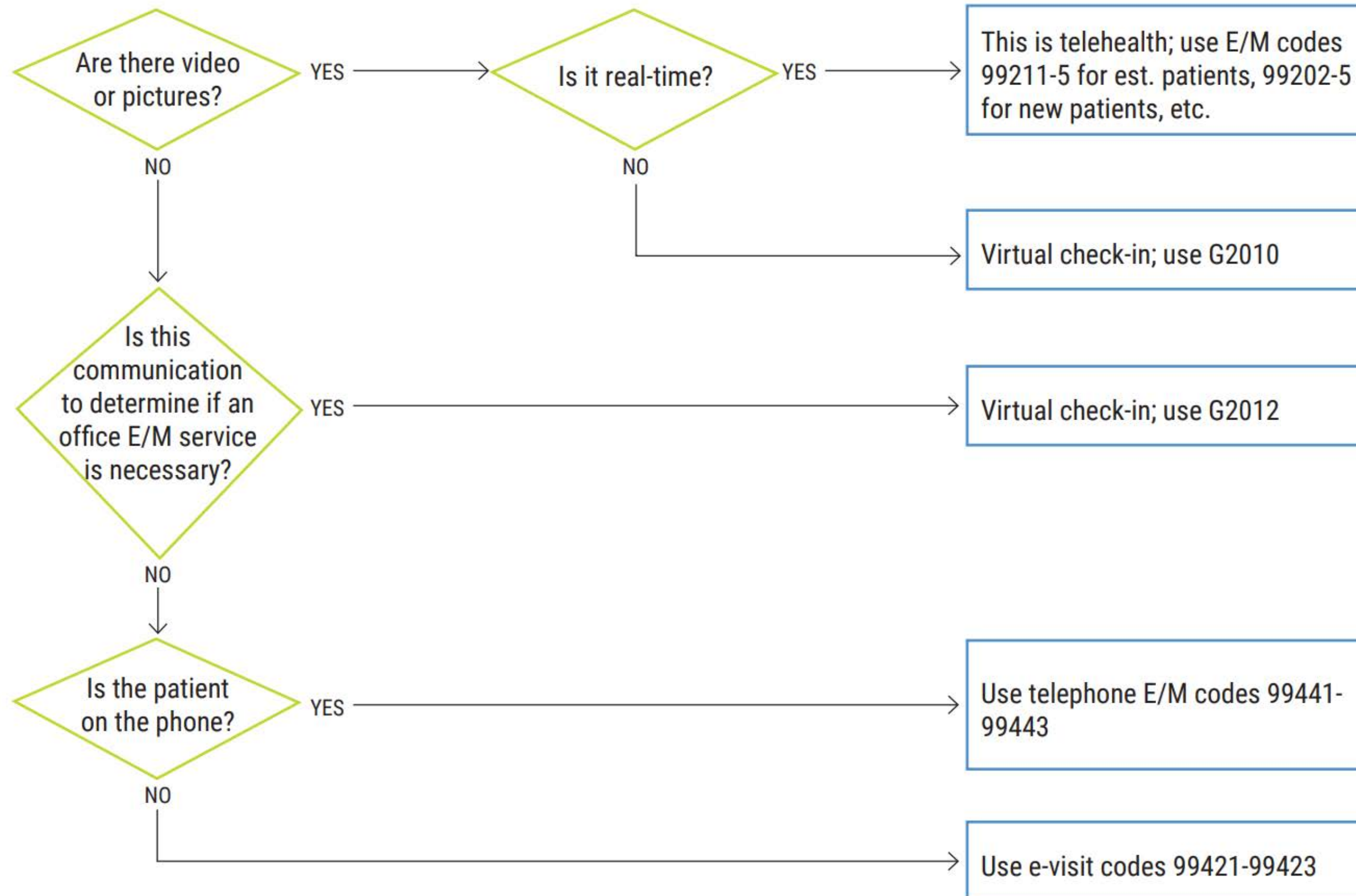
Type of Service	What is the Service?	CPT/HCPCS Codes	Patient/Provider Relationship
E-Visit: Physician or Advanced Practice Provider (APP)	A communication between a patient and their provider through an online patient portal.	99421 99422 99423	For established patients.
E-Visit: Other than a Physician or APP		98970 or G2061 98971 or G2062 98972 or G2063	

Source: Adapted from CMS's Medicare Telemedicine Health Care Provider Fact Sheet, March 17, 2020.



Telehealth Primary Billing CPTs

American Academy of Family Physicians' (AAFP) Virtual Visit Algorithm



Telehealth Primary Billing CPTs

CPTs	Description	Usage	National UCR Fees
99204	OFFICE/OUTPATIENT NEW MODERATE MDM 45-59 MINUTES	Office or other outpatient visit for the evaluation and management of a new patient, which requires a medically appropriate history and/or examination and moderate level of medical decision making. When using time for code selection, 45-59 minutes of total time is spent on the date of the encounter.	\$417.02
99205	OFFICE/OUTPATIENT NEW HIGH MDM 60-74 MINUTES	Office or other outpatient visit for the evaluation and management of a new patient, which requires a medically appropriate history and/or examination and high level of medical decision making. When using time for code selection, 60-74 minutes of total time is spent on the date of the encounter.	\$551.26
99215	OFFICE/OUTPATIENT ESTABLISHED HIGH MDM 40-54 MIN	Office or other outpatient visit for the evaluation and management of an established patient, which requires a medically appropriate history and/or examination and high level of medical decision making. When using time for code selection, 40-54 minutes of total time is spent on the date of the encounter.	\$454.61
99243	OFFICE/OP CONSLTJ NEW/EST PT LOW MDM 30 MINUTES	Office or other outpatient consultation for a new or established patient, which requires a medically appropriate history and/or examination and low level of medical decision making. When using total time on the date of the encounter for code selection, 30 minutes must be met or exceeded.	\$408.68
99244	OFFICE/OP CONSLTJ NEW/EST PT MOD MDM 40 MINUTES	Office or other outpatient consultation for a new or established patient, which requires a medically appropriate history and/or examination and moderate level of medical decision making. When using total time on the date of the encounter for code selection, 40 minutes must be met or exceeded.	\$609.35
99245	OFFICE/OP CONSLTJ NEW/EST PT HIGH MDM 55 MINUTES	Office or other outpatient consultation for a new or established patient, which requires a medically appropriate history and/or examination and high level of medical decision making. When using total time on the date of the encounter for code selection, 55 minutes must be met or exceeded.	\$742.73
99253	IP/OBS CONSLTJ NEW/EST PT LOW MDM 45 MINUTES	Inpatient or observation consultation for a new or established patient, which requires a medically appropriate history and/or examination and low level of medical decision making. When using total time on the date of the encounter for code selection, 45 minutes must be met or exceeded.	\$380.54
99254	IP/OBS CONSLTJ NEW/EST PT MOD MDM 60 MINUTES	Inpatient or observation consultation for a new or established patient, which requires a medically appropriate history and/or examination and moderate level of medical decision making. When using total time on the date of the encounter for code selection, 60 minutes must be met or exceeded.	\$553.07
99255	IP/OBS CONSLTJ NEW/EST PT HIGH MDM 80 MINUTES	Inpatient or observation consultation for a new or established patient, which requires a medically appropriate history and/or examination and high level of medical decision making. When using total time on the date of the encounter for code selection, 80 minutes must be met or exceeded.	\$665.64
99283	EMERGENCY DEPARTMENT VISIT LOW MDM	Emergency department visit for the evaluation and management of a patient, which requires a medically appropriate history and/or examination and low level of medical decision making	\$607.27
99284	EMERGENCY DEPARTMENT VISIT MODERATE MDM	Emergency department visit for the evaluation and management of a patient, which requires a medically appropriate history and/or examination and moderate level of medical decision making	\$1,032.05
99285	EMERGENCY DEPARTMENT VISIT HIGH MDM	Emergency department visit for the evaluation and management of a patient, which requires a medically appropriate history and/or examination and high level of medical decision making	\$1,494.59
99291	CRITICAL CARE ILL/INJURED PATIENT INIT 30-74 MIN	Critical care, evaluation and management of the critically ill or critically injured patient; first 30-74 minutes	\$1,027.88
99292	CRITICAL CARE ILL/INJURED PATIENT ADDL 30 MIN	Critical care, evaluation and management of the critically ill or critically injured patient; each additional 30 minutes (List separately in addition to code for primary service)	\$444.31



Sample Telehealth Practices

Update a Domestic Entity

Entity Type:	Private Sector <input type="button" value="v"/>	Subtype:	Limited Liability Corporation <input type="button" value="v"/>
Entity Name:*	NP Telehealth Services		
EIN:	The EIN has been applied for		
<i>Please enter a New EIN and Confirm New EIN if you wish to update your FRN's Employer Identification Number or Taxpayer Identification Number. You may only use this form to correct an error in the FRN. This form CANNOT be used to notify the FCC of changes in ownership of spectrum licenses. Changes in ownership of spectrum licenses must be filed with the appropriate FCC Bureau responsible for the particular license.</i>			
New EIN:	<input type="text"/>	Confirm New EIN:	<input type="text"/>
Contact Information			
Organization:	NP Telehealth Services	Position:*	Founder
Salutation:	<input type="button" value="v"/>	First Name:	Chandan
Middle Initial:	<input type="text"/>	Last Name:	Kumar
Suffix:	<input type="text"/>		
Address Line 1:*	<input type="text" value="539 W. Commerce St"/>	Address Line 2:	901
City:*	Dallas	State:*	TEXAS <input type="button" value="v"/>
Zip Code: *	75208 <input type="text"/>	Phone:*	409* <input type="text" value="###"/> <input type="text" value="###"/> ext. <input type="text"/>
Fax:	<input type="text"/> <input type="text"/> <input type="text"/>	Email:*	<input type="text" value="admin@nptelehealth.online"/>

SUBMIT

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Asterisks (*) indicate required fields.



Sample Telehealth Practices

Update a Domestic Entity			
Entity Type:	<input type="text" value="Private Sector"/>	Subtype:	<input type="text" value="Limited Liability Corporation"/>
Entity Name:*	<input type="text" value="Diamond Dental Hygiene"/>		
EIN:	The EIN has been applied for		
<p>Please enter a New EIN and Confirm New EIN if you wish to update your FRN's Employer Identification Number or Taxpayer Identification Number. You may only use this form to correct an error in the FRN. This form CANNOT be used to notify the FCC of changes in ownership of spectrum licenses. Changes in ownership of spectrum licenses must be filed with the appropriate FCC Bureau responsible for the particular license.</p>			
New EIN:	<input type="text"/>	Confirm New EIN:	<input type="text"/>
Contact Information			
Organization:	<input type="text" value="Diamond Dental Hygiene"/>	Position:*	<input type="text" value="Owner"/>
Salutation:	<input type="text" value="v"/>	First Name:	<input type="text" value="Diamond"/>
Middle Initial:	<input type="text"/>	Last Name:	<input type="text" value="Walker"/>
Suffix:	<input type="text"/>		
Address Line 1:*	<input type="text" value="105 Marina Bay Pkwy"/>	Address Line 2:	<input type="text"/>
City:*	<input type="text" value="richmond"/>	State:*	<input type="text" value="CALIFORNIA"/>
Zip Code: *	<input type="text" value="94804"/>	Phone:*	<input type="text" value="707"/> <input type="text" value="###"/> <input type="text" value="###"/> ext. <input type="text"/>
Fax:	<input type="text"/> <input type="text"/> <input type="text"/>	Email:*	<input type="text" value="#####@gmail.com"/>
<input type="button" value="SUBMIT"/> Go Back			
<p>Asterisks (*) indicate required fields.</p>			



Sample Telehealth Practices

Update a Domestic Entity

Entity Type:	Private Sector <input type="button" value="v"/>	Subtype:	Corporation <input type="button" value="v"/>
Entity Name: *	WELLNESS HYDRATION CENTER		
EIN:	#####		
<p>Please enter a New EIN and Confirm New EIN if you wish to update your FRN's Employer Identification Number or Taxpayer Identification Number. You may only use this form to correct an error in the FRN. This form CANNOT be used to notify the FCC of changes in ownership of spectrum licenses. Changes in ownership of spectrum licenses must be filed with the appropriate FCC Bureau responsible for the particular license.</p>			
New EIN:	<input type="text"/>	Confirm New EIN:	<input type="text"/>

Contact Information

Organization:	WELLNESS HYDRATION C	Position: *	Owner
Salutation:	<input type="button" value="v"/>	First Name:	Mel
Middle Initial:	<input type="text"/>	Last Name:	Lo
Suffix:	<input type="text"/>		
Address Line 1: *	##### 106	Address Line 2:	<input type="text"/>
City: *	FRESNO	State: *	CALIFORNIA <input type="button" value="v"/>
Zip Code: *	93726 <input type="text"/>	Phone: *	### ### ### ext. <input type="text"/>
Fax:	<input type="text"/> <input type="text"/> <input type="text"/>	Email: *	##### @gmail.com

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Asterisks (*) indicate required fields.



Patient Sources

➔ *FCC Network Hospitals (Stable source of patients)*

We are engaging with FCC.gov network hospitals, adhering to compliance requirements. Each telehealth clinic is obligated to adhere to 16 enrollments, including HHS, Medicare, SAM.gov, D-U-N-S, Grant.gov, American Corp, CDC enrollments, HRSA.gov, SBA Certificate, and others, to ensure a consistent and stable patient flow.

➔ *Digital Marketing*

We'll enhance your business visibility using digital marketing strategies such as branding, email marketing, SEO, and more to establish a digital footprint and attract a steady flow of patients.

➔ *Insurance Directories*

Patients are sourced through insurance directories based on people's searches. Individuals will be directed to your clinic based on their geolocation and specific requirements.

➔ *Insurance Credentialing*

We handle insurance credentialing for various plans such as HMO, POS, EPO, and others to ensure a continuous flow of patients through direct insurance channels.



We offer a subsidized fixed setup cost of \$600.

Market Pricing (Yearly Calculation)	
Services	Minimum Approx
PHI Encrypted Business Website	\$700
HIPAA Secure Messaging Tunnel	\$300
EHR/EMR	\$200/Mo
Clearinghouse	\$175/Mo
Collaborative physician	\$600/Mo
Shared Malpractice	\$800/Yr
Appointment Coordinator	\$400/Mo
Billing Contractor	\$600/Mo
Digital Marketing	\$300/Mo
Android & iOS webapp	\$600
Social Media Promotion	\$300/Mo
Insurance Credentialing	\$100/App
Secure Payment Gateway Setup	\$25
200-500 Patients/ Mo	N/A
HIPAA Training and certification	\$50
OSHA Training and certification	\$50
Public health training and certification	\$260
Patient Portal & appointment booking plugin	\$100/Mo
16 Compliance enrollments	\$2,000
Total	\$26,385.00

OpenTelemed Pricing (Onetime)	
Services	Our Price
PHI Encrypted Business Website	\$200
HIPAA Secure Messaging Tunnel	Included
EHR/EMR	Included*
Clearinghouse	\$20/Mo
Collaborative physician	Included
Shared Malpractice	\$250.00 Not Covered
Appointment Coordinator	Included
Billing Contractor	Included
Digital Marketing	Included
Android & iOS webapp	\$100
Social Media Promotion	Included
Insurance Credentialing	\$25/App
Secure Payment Gateway Setup	\$0
200-500 Patients/ Mo	Included
HIPAA Training and certification	\$25
OSHA Training and certification	\$25
Public health training and certification	\$100
Patient Portal & appointment booking plugin	\$10
16 Compliance enrollments	\$250
Total	\$1,200.00
Net Subsidized Fees	\$600.00

Dr. Faith Richardson, ARNP, follows a structured routine to ensure optimal patient care and satisfaction



Morning Routine:

Preparation:

- *Dr. Richardson starts her day by reviewing the schedule and patient profiles to familiarize herself with their medical history and chief complaints.*
- *She ensures that her telehealth equipment, including video conferencing software and medical devices, are functioning properly.*

Patient Consultations:

- *Dr. Richardson begins her telehealth consultations promptly at the scheduled time.*
- *She conducts thorough assessments, asking detailed questions about symptoms, medical history, and performing virtual physical examinations when applicable.*
- *Utilizing telehealth techniques such as video conferencing, she observes patients' appearance, breathing patterns, and listens to their lung sounds using a digital stethoscope.*
- *Dr. Richardson analyzes the information gathered to make accurate diagnoses and develop individualized treatment plans.*



Dr. Richardson Treatment and Medication Management:

Treatment and Medication Management:

- *Based on the diagnosis, Dr. Richardson prescribes appropriate medications, specifying dosages, frequencies, and durations.*
 - *She educates patients on medication administration techniques, potential side effects, and the importance of adherence.*
 - *Dr. Richardson may also recommend lifestyle modifications, such as smoking cessation or exercise routines, to optimize patient outcomes.*
-

Afternoon Routine:

Continuation of Patient Consultations:

- *Dr. Richardson continues to see patients throughout the afternoon, addressing their concerns, monitoring treatment progress, and making necessary adjustments.*
- *She ensures that patients have a clear understanding of their conditions, treatment plans, and any necessary follow-up appointments.*



Dr. Richardson Treatment and Medication Management:

Documentation and Communication:

- *After each consultation, Dr. Richardson meticulously documents patient encounters, including diagnoses, treatment plans, and any recommendations.*
- *She communicates with other healthcare providers involved in the patient's care, sharing relevant information and collaborating on treatment strategies.*


Afternoon Routine:

Exceptional Hour Services:

- *Dr. Richardson offers exceptional hour services for urgent or emergent cases that require immediate attention.*
- *She remains available for telehealth consultations during designated hours to address urgent medical needs.*

Patient Satisfaction and Follow-up:

- *Dr. Richardson values patient feedback and takes time to review patient satisfaction surveys.*
- *She addresses any concerns or issues raised by patients, ensuring their needs are met and their experience with telehealth is positive.*



How to join?



Insurance credentialing will keep going and may take 60 - 120 days



Telehealth Income Case Study

NP Telehealth Services, a telehealth clinic established by OpenTelemed Services, has shown promising prospects in terms of income, stability, and potential for future growth. The income of a telehealth clinic is influenced by several factors, including the type of healthcare professionals employed, the services offered, and the payment structure. This report provides an overview of the income, stability, and potential growth of NP Telehealth Services based on industry benchmarks and considerations.

Yearly Income Analysis:

The yearly income of NP Telehealth Services is directly impacted by the salaries of healthcare professionals, with a focus on telehealth physicians and clinical technicians. According to industry research, the average annual salary for telehealth physicians in the United States ranges from \$191,102 to \$192,454, with variations in job offerings reaching as high as \$308,500 and as low as \$28,500 per year¹.

Telehealth clinical technicians, crucial for supporting physicians in remote patient care, earn an average of \$52,524 per year². It is important to note that these figures serve as general benchmarks, and actual salaries may vary based on factors such as specialization, location, and payment method.



Telehealth Income Case Study

Income Variability and Influencing Factors:

The income for telehealth physicians can vary significantly due to factors like specialization, geographic location, and the chosen payment structure. Hourly rates for telehealth physicians range from \$15 to \$50, with yearly wages spanning from \$30,000 to \$500,000^[5]. NP Telehealth Services should consider these factors in determining competitive compensation packages to attract and retain skilled healthcare professionals.

Stability in Telehealth Services:

The stability of NP Telehealth Services is inherently tied to the increasing demand for telehealth services worldwide. The telehealth industry has experienced significant growth, driven by advancements in technology, the need for remote healthcare solutions, and recent global events emphasizing the importance of virtual care. As a result, NP Telehealth Services is well-positioned to provide stable and essential services to a growing market.

Future Growth Prospects

The future growth prospects of Telehealth Services are promising, given the ongoing evolution of telehealth technologies and the increasing acceptance of virtual healthcare services. To capitalize on this growth, the clinic should consider expanding its service offerings, exploring strategic partnerships, and investing in technological innovations to enhance patient experience and outreach.



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Key Points to Note

OpenTelemed offers a patient roster of 200–500 per month through the FCC Network hospitals. However, they do not guarantee confirmed appointments. If your clinic is unwilling to book appointments based on their availability, lacks a good calling script, does not email patients for invitation in advance, or does not follow the OIG protocols, the service may not be suitable.

OpenTelemed does not cover LLC filing fees, but they offer to help practitioners file if needed. No further information is available about OpenTelemed's LLC filing fees or the process of filing.

The potential income with OpenTelemed can range from \$40,000 to \$300,000 or more, depending on the practitioner's efforts, availability, accuracy of billing, and fee negotiation with insurance companies. However, OpenTelemed does not guarantee income, as the entire revenue cycle flow depends on the practitioner's proactiveness and hard work.

The contract with OpenTelemed is on a yearly basis. If practitioners require the use of OpenTelemed's assigned resources, services, and support, they will need to renew the agreement each year. However, if practitioners can handle the entire workflow on their own within one year, the agreement will be automatically dissolved. No further information is available about the contract terms or renewal process.

OpenTelemed Services has established numerous thriving telehealth clinics, empowering medical practitioners to achieve both financial independence and enhanced skillsets. When do you plan to embark on this transformative journey?





*We are excited to have you join our community of
medical practitioners who are transforming the
way healthcare is delivered.*

To get started, please visit our website

www.opentelemed.com

or contact us at info@opentelemed.com

or (833) 948-2009.

