



Press Release

Doctors Telehealth Network Uses Video Conferencing to Reach Out And Touch Remote Patients

NEWPORT BEACH, Calif., July 21, 2005 – Just when the healthcare industry is being criticized for lagging behind in the use of information technology, a new company has emerged with the tools to help fix the problem and add a new dimension to the old-fashioned "house call".

Doctors Telehealth Network (DTN), or doctel.net (<http://www.doctel.net>), headquartered in Newport Beach, Calif., is a new way for healthcare professionals to perform remote patient exams, exchange critical medical data, hold video-conferencing communications, conduct distance learning and gain access to a complete network of doctors and medical specialists.

According to founder Kurt Grossman, a veteran IT professional, DTN is "filling a widening gap in the healthcare system by bringing doctors, nurses and other medical providers closer to the patients, no matter how far they are apart."

Not surprisingly, he said, "when we inform the medical providers that we can save them a lot of money in transportation costs (ambulances, helicopter medivac, doctor travel, especially now that gasoline prices are increasing rapidly with no end in sight, their interest peaks and they want to know more. They see endless possibilities for our services."

"What makes us unique," said Grossman, "is our ability to connect digital medical instrumentation, like electronic stethoscopes and EKGs, to high-quality videoconferencing so physicians and other practitioners can easily conduct medical exams in real-time with patients in remote locations while saving money and generating income at the same time." And, he added that all transmissions and recording of images are handled over a secure online network.

How DTN works

With the assistance of a nursing aide or licensed practical nurse, the care facility is linked to an examining physician at a remote site utilizing a DTN-installed system or an existing system at the facility.

Grossman said the patient, nurse and physician complete a total patient examination on-site, and establish a treatment plan immediately -- without requiring the patient to be transported to an emergency room or doctor's office.

"DTN provides a higher quality of care and better access to those who might otherwise not receive doctor visits or exams at a remote facility," he added. "It removes the disincentive for physicians to make facility visits, and it saves lives and money by engaging additional decision-makers in more complicated diagnoses and treatment."

Free Installation, Training

Grossman said, DTN also offers providers the financial incentives to "spread their wings to more remote areas and serve more people. DTN will install the equipment and train the staff at all sites at no cost to the organization, or augment existing hardware and software at any provider locations."



"One of the biggest problems with medical practice in the remote regions of the U.S. is the lack of available specialists," said Grossman. "To alleviate that problem, we have established a growing network of physicians -- from general internist to cardiologists, pediatricians, neurosurgeons and other key specialists who can be on-call immediately using the telehealth system.

DTN is an Independent Provider Association (IPA) that contracts with the physicians and the clinics that use the equipment to provide medical services, and pays the medical providers negotiated fees for their services.

Virtual Medical Practice Services

In addition to offering a cost-effective solution to serving patients in remote locations, DTN is a unique "virtual medical practice management" company with a complete doctor's bag of services designed to reduce today's rising costs of healthcare.

"Our goal is to allow the doctor, regardless of where he or she is located -- rural or metropolitan -- to just see patients and focus on the delivery of pure medicine, without the administrative burdens of running a practice," said Grossman.

For instance, DTN, with access to many key medical-related databases, can perform all billing and record-keeping activities and offer instant access to new drug information, including side effects and consequences of pharmaceutical interaction.

"We protect the physician because we give him the tools to keep him up-to-date on all the latest medical innovations, procedures and guidelines," he said. "We make sure that our network of physicians has all the tools necessary to provide the highest quality medical services possible."

Electronic Health Records (EHR)

Prompted by a federal government mandate to convert the nation's medical records from paper-based documents to digital files as soon as possible, DTN is one of the first private companies in the nation to offer full Electronic Health Record (EHR) installation.

"The human brain is inherently fallible," said Dr. Larry Weed, inventor of modern medical documentation, "so physicians should not rely on their recall and processing abilities when making decisions about people's health."

Other Benefits

In addition to the "back office" services, physicians network and electronic records conversion and maintenance, DTN's state-of-the-art equipment, once installed in doctors' offices, clinics and hospitals, makes it possible to conduct distance learning and video conferencing, reducing costs of necessary travel to meetings, briefings, seminars and conferences.

Grossman said DTN's primary markets are long-term care facilities, hospitals, home health agencies, private practice physicians and physician groups, medical schools, employee health providers, state and federal correctional facilities and other healthcare providers.

One of the company's most recent installations is at the Endless Mountain Health System (EMHS), a critical access hospital (CAH) with 24-hour emergency care in Susquehanna County, Penn., one of the most rural counties in the U.S.," he said. "It has a very difficult time getting specialty physicians because



it is so remote, and because the population is not large enough to support a specialist's income."

He added that "acceptance to telehealth is growing. At first, the facility administrators, physicians and IT staff are reluctant because of the technical nature of the equipment, but once they see the systems in operation with doctors treating patients hundreds and thousands of miles away, the comfort factor increases and they see the concept can really be effective."

Grossman envisions DTN installations across the U.S. in two to three years.

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