



CASE STUDY: MONTGOMERY BAPTIST MEDICAL CENTER

Telemedicine Solves Hospital Recruiting Problems with Maternal Fetal Medicine Available for the First Time

Baptist Medical Center East is a 150-bed acute care hospital providing high-quality healthcare to the community in Montgomery, Ala.



THE CHALLENGE

Despite recruiting for several years, Montgomery Baptist Medical Center was unable to find any Maternal Fetal Medicine (MFM) providers to serve their community. To receive care, patients were forced to travel over two hours. This patient “bypass” resulted in the loss of OB antepartum, deliveries and NICU for the hospital.

THE SOLUTION

Montgomery Baptist Center East formed a strategic partnership with Eagle Telemedicine to provide an innovative approach for Maternal Fetal Medicine services via telemedicine. This solution began with an on-site, real-time demo and collaboration to give 30+ stakeholders a plan. During implementation, Eagle worked to modify health insurance carriers’ coverage of MFM telemedicine; completed on-site and long-distance training of U.S. technicians to add perinatal scanning skills; built new, expandable perinatal telemedicine space on campus; and integrated into the hospital’s EMR and PACS systems.

THE BENEFITS

- **Enhanced Patient Care:** On-site MFM services are available to patients in Alabama’s capital for the first time!
- **90 Day Success:** Montgomery Baptist became the largest MFM Telemedicine program in the state within 90 days of implementation.
- **Reduced Transfers:** Local MFM patient bypass was reduced by more than 75%. Only one patient transferred out of community in the first six months of the telemedicine program.
- **Impressive Results:** 3306 patient encounters occurred in the first five months; 100% patient satisfaction; 95% OB participation in the first 45 days; and 90% patient POS compliance

KEY BENEFITS & OUTCOMES

- ✓ 306 Patient Encounters In the First 5 months
- ✓ 100% Patient Satisfaction
- ✓ 95% OB Participation in the First 45 Days
- ✓ 90% Patient POS Compliance

Eagle Telemedicine’s MFM program provides hospitals with a sustainable solution to improve their OB service lines.



EAGLE TELEMEDICINE

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