Welllinks is a virtual COPD management solution empowering members to live fully and breathe freely.

Using the DiMe IMPACT Guide to V1C Payment Models, we were able to internally train our commercial team, and also explain V1C to investors.

— Geoff Matous, President and Chief Commercial Officer, Welllinks

The Problem

» We needed a standard way to train our commercial team and explain virtual-first care (V1C) to investors.

The Resources

» We use the DiMe IMPACT Guide to V1C Payment Models from the DiMe IMPACT Payer-V1C Contracting Toolkit to internally train our commercial team.

» We also shared the toolkit with one of our investors who wanted to better understand the ways that V1C can be paid for our services. Because that investor came from a medtech and pharma background, it was helpful to show them what provider payment models look like.

The Impact

✓ Saved us time in not having to generate new materials.
✓ Served as a valuable translation tool.
✓ Allowed us to more easily tie the legal language back to what we were trying to accomplish.