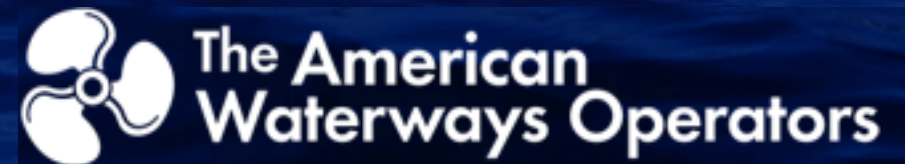


# Enhancing Maritime Safety Performance Through Remote Medicine



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HealthWorks  
MEDICAL, LLC





# What is HealthWorks?

- **HealthWorks provides**
  - Occupational medicine
  - Remote medicine
  - Corporate wellness,
  - Claims management

**Serves maritime employers of all sizes  
including several AWO members.**

# Partnership with AWO

- **AWO provides SSRP data**
  - Aggregate Recordable Injury Rates
  - Aggregate Lost Time Injury Rates
- **HealthWorks provides case data**
  - Aggregate calls for care from vessels
  - Aggregate counts of injuries that require off-boarding

## Results:

Determine the efficacy of Remote Medicine on Vessels



# The Product

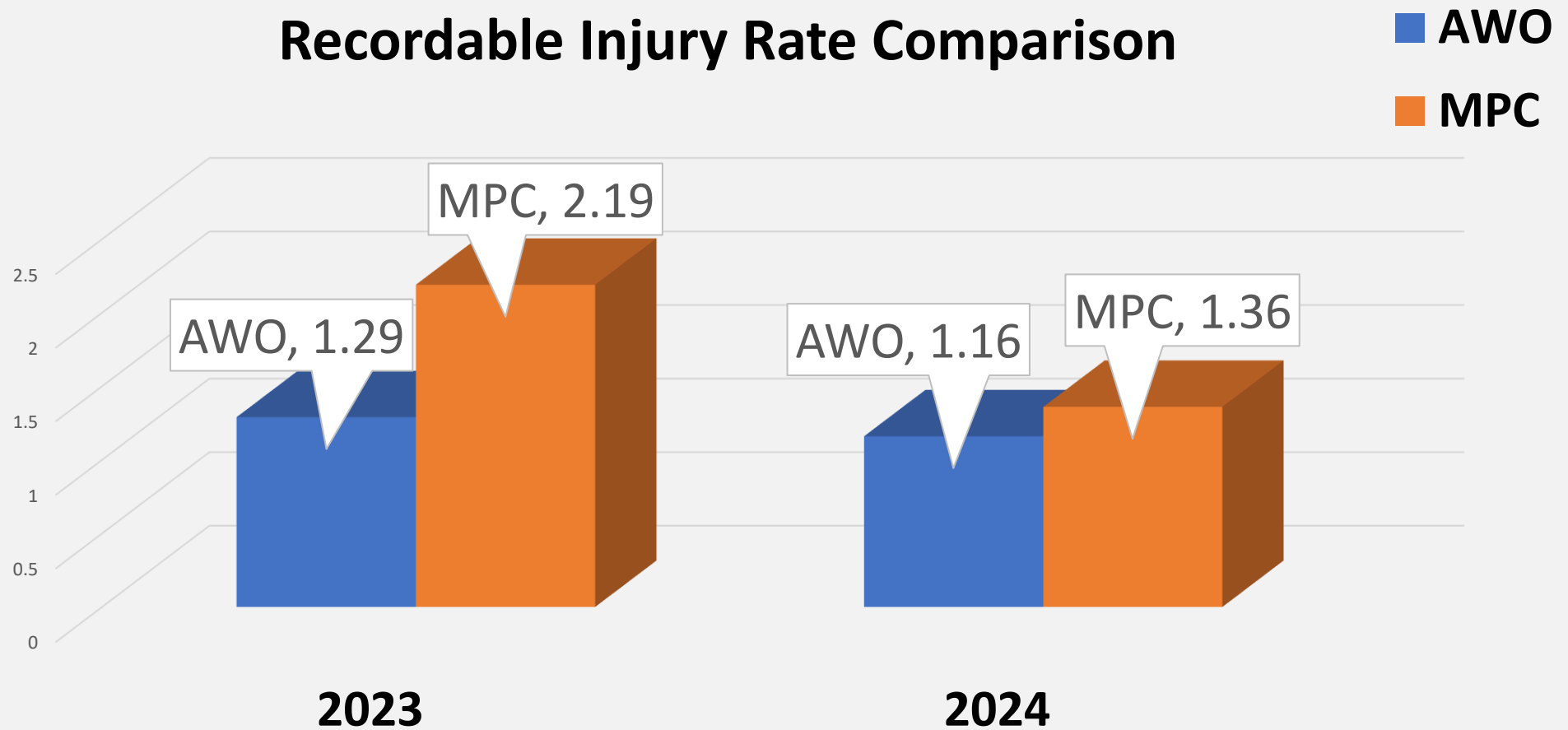
- **Develop and publish an initial report comparing AWO and HealthWorks data.**
  - Examines data to identify trends and explore opportunities to produce recommendations, best practices, or other products to reduce the severity and frequency of injuries and illnesses on AWO member company vessels and facilities.

# Key Metrics for 2023-2024

- **AWO Safety Statistics Reporting Program (SSRP)**
  - Recordable injury rates
  - Lost time injury rates
  - Total man-hours reported
- **Contributing AWO Member Partner Company (Anonymous)**
  - Recordable injury rates
  - Lost time injury rates
  - Total man-hours reported
- **HealthWorks Remote Medicine Data**
  - Annual Number of Cases Reported to HealthWorks
  - Annual Number of Off-Boardings

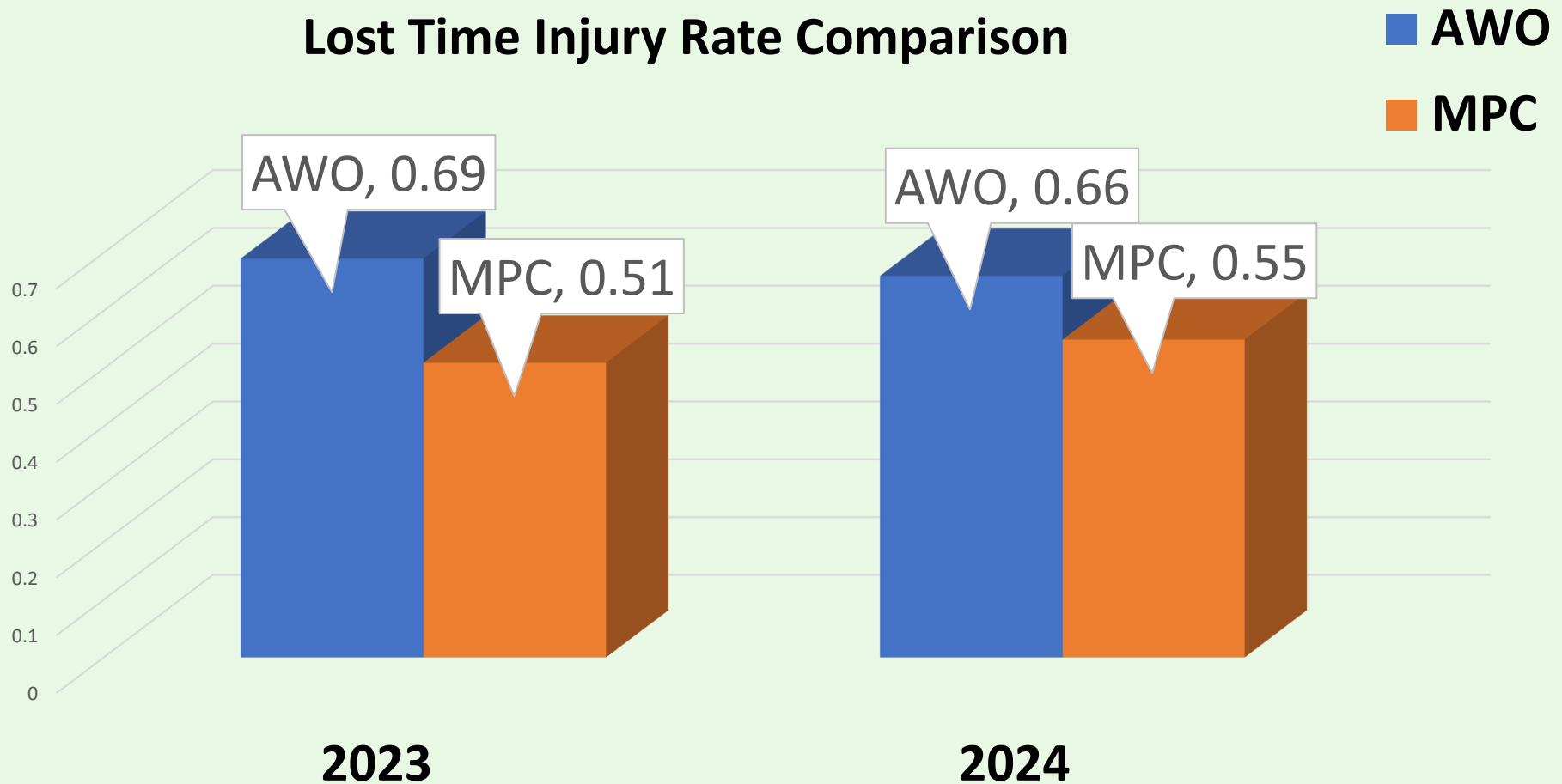
# Results

## Recordable Injury Rate Comparison



# Results

## Lost Time Injury Rate Comparison





# Observations

- The AWO Reportable Injury Rate (**RIR**) was **41% lower in 2023** compared to MPC
  - AWO **RIR** was **15% lower in 2024**
- The AWO Lost Time Injury Rate (**LTIR**) was **26% higher in 2023** compared to MPC
  - AWO **LTIR** was **17% higher in 2024**



# Why?

- **All Lost Time Injuries are also Recordable Injuries,**
- **More Recordable Injuries should result in more Lost Time Injuries.**
- **We recorded the inverse**
  - Remote medicine - allowing mariners to seek initial consultation and treatment on the boat - correlates with the inversion.

# Reportable v. Lost Time Comparison

2023	RIR	LTIR	Ratio
AWO	1.29	0.69	53%
MPC	2.19	0.51	23%

2024	RIR	LTIR	Ratio
AWO	1.16	0.66	57%
MPC	1.36	0.55	40%



# Off Boardings

	Boat Calls	Off-Boardings	Off-Boarding %
<b>2023</b>	1197	397	33%
<b>2024</b>	1554	521	34%

# Potential Reductions for Off-Boardings

	Reportable	Potential Off-	Potential Count of
	Boat Calls	Off-Boardings	Off-Boarding %
<b>2023</b>	1197	397	33%
<b>2024</b>	1554	521	34%
<b>AWU</b>			



# Onboard Healthcare Provider Benefits

- **Reduce unnecessary off-boardings**
  - 62–69% may be resolved onboard
- **Healthcare provider determines medical necessity for offboarding**
  - Enables captains, crews, and managers to make informed medical decisions
- **Reduce Cost**
  - A single offboarding event costs an average of \$29,100.00
- **Improve crew well-being**
  - Professional care on vessel supports safer & quicker recoveries onboard
  - Prevents conditions from worse
  - Less off-boardings = remaining crew does not have to cover unnecessary absence

# Best Practices

- **Provide Training for Crews on Telehealth Protocols and Emergency Procedures**
- **Ensure Crews are Supported and Encouraged to Use the System**
- **Standard Injury Reporting**
- **Integrate Case Management**



A large red barge is positioned on a wide river, moving towards the viewer. The sky is filled with a massive, dark, and ominous storm cloud that spans the width of the river. The water is calm, reflecting the dark sky. In the background, a small town or city is visible on the riverbank. The overall atmosphere is dramatic and intense.

# Q&A Session

An aerial photograph of a tugboat pushing a long barge on a wide river. The tugboat is at the front, and the barge is a long, narrow structure with several cylindrical tanks. The river is calm, and the surrounding landscape is hilly and forested. The sky is clear and blue.

# BEYOND THE NUMBERS

Why Remote Medicine Works





**DR. PATRICK HOWELL, DHA**

- 20 years in occupational health, 7 years marine-specific.
- Doctorate in Healthcare Administration, Fellow of American College of Healthcare Executives



**DR. J KYLE TURNBO, MD**

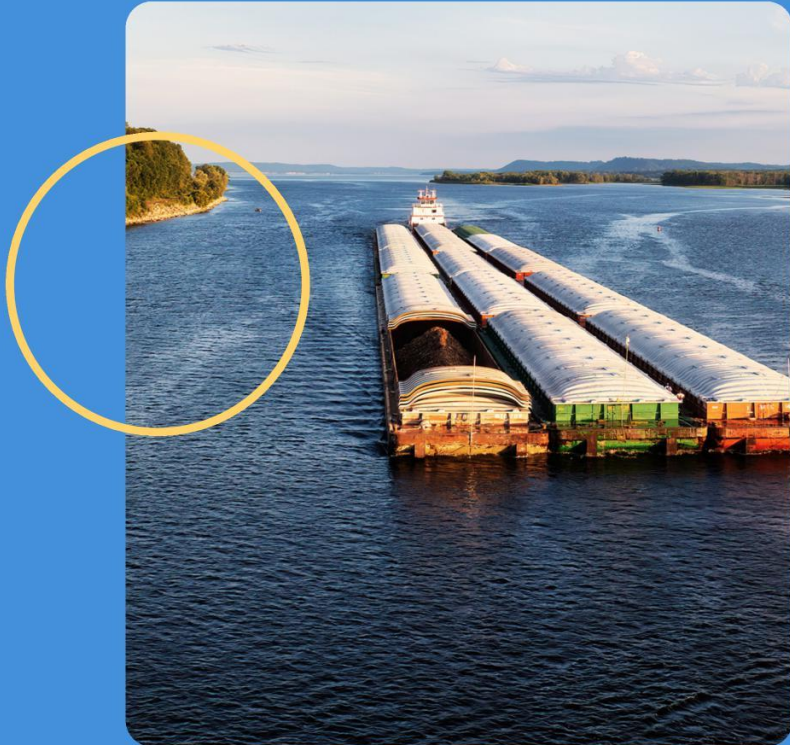
- Triple Board Certified: FACOEM, Masters of Public Health, Board Certified Family Medicine
- Merchant Mariner Medical Advisory Committee
- Medical Director for Ingram Barge, Marquette Transportation, ACBL, James Marine



- Paducah, KY
- Over 200 Clients
- Full-Service Corporate Care and Occupational health (Marine Focus)

# 3 BIG WINS FOR MARITIME OPERATORS

From over 8000+ telehealth encounters

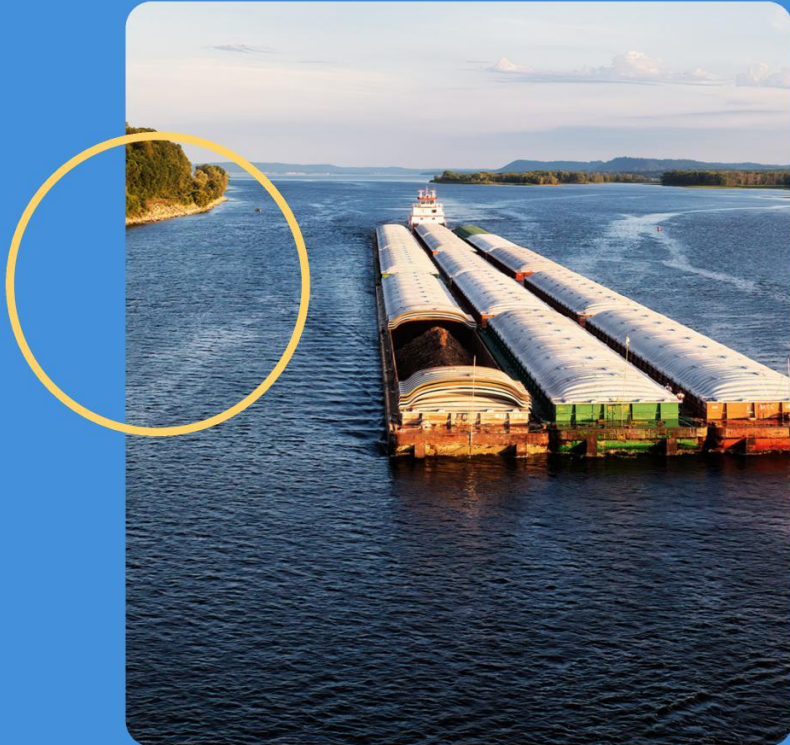


## **01** Keep Crews Onboard

Avoid unnecessary off-boardings

# 3 BIG WINS FOR MARITIME OPERATORS

From over 8000+ telehealth encounters



## **01** Keep Crews Onboard

Avoid unnecessary off-boardings

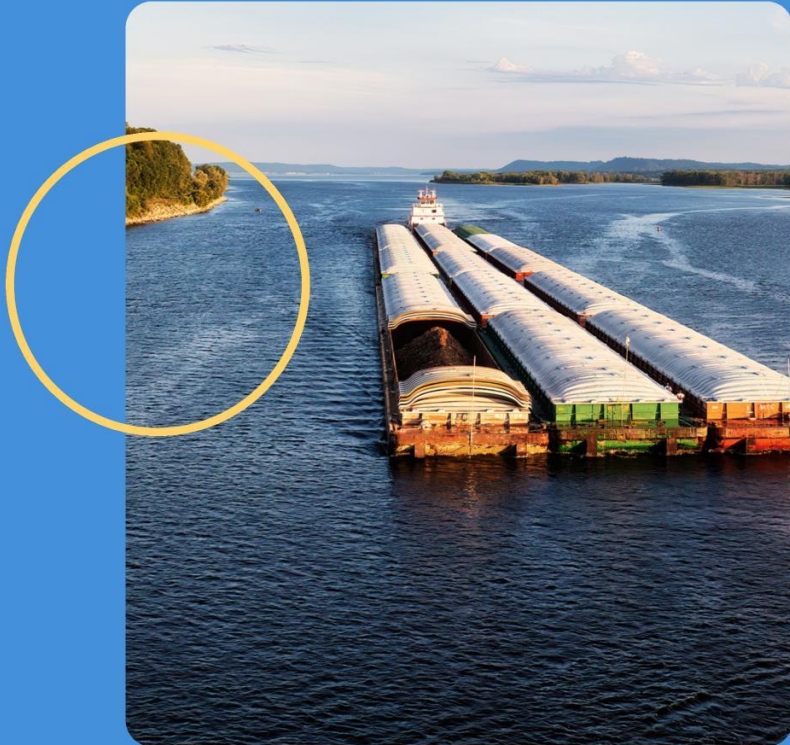
## **02** Control Costs

Prevent high-expense offboardings



# 3 BIG WINS FOR MARITIME OPERATORS

From over 8000+ telehealth encounters



## **01** Keep Crews Onboard

Avoid unnecessary off-boardings

## **02** Control Costs

Prevent high-expense offboardings

## **03** Improve Crew Well-Being

Faster care, quicker recovery

# THE COST ADVANTAGE

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**\$29,100**

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The average cost of each  
offboarding event

**\$1,400,000+**

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Annual per-vessel cost  
for high-incidence fleets

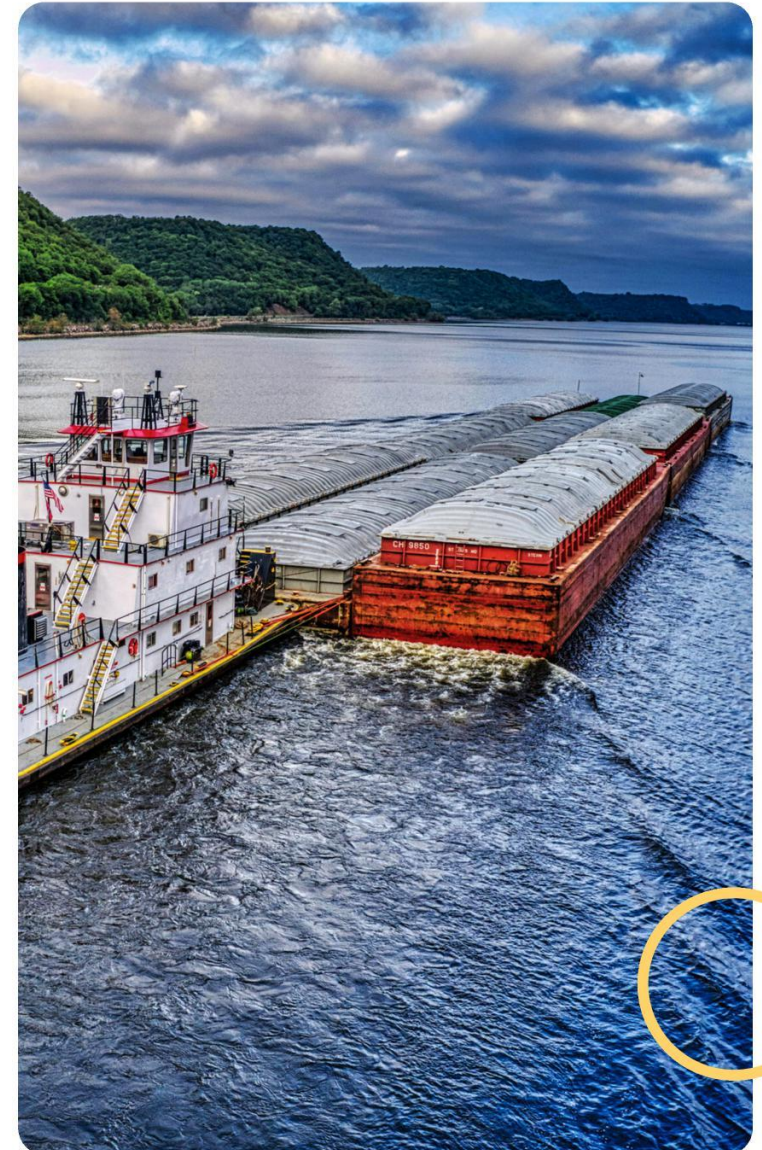
Remote medicine prevents many of these costs before they start

# ONBOARD MEDICAL ACCESS

## 24/7 ACCESS TO A HEALTHCARE PROVIDER

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- Immediate evaluation by board-certified professionals
- Takes the burden off captains & crews to make medical calls
- 62–69% of cases resolved onboard with timely telehealth





# MOBILE PHARMACY

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ONBOARD MEDS = ONBOARD RECOVERY



## 24/7 Access

To essential medications & treatment protocols



## Prevent Escalation

Into recordable or lost time cases

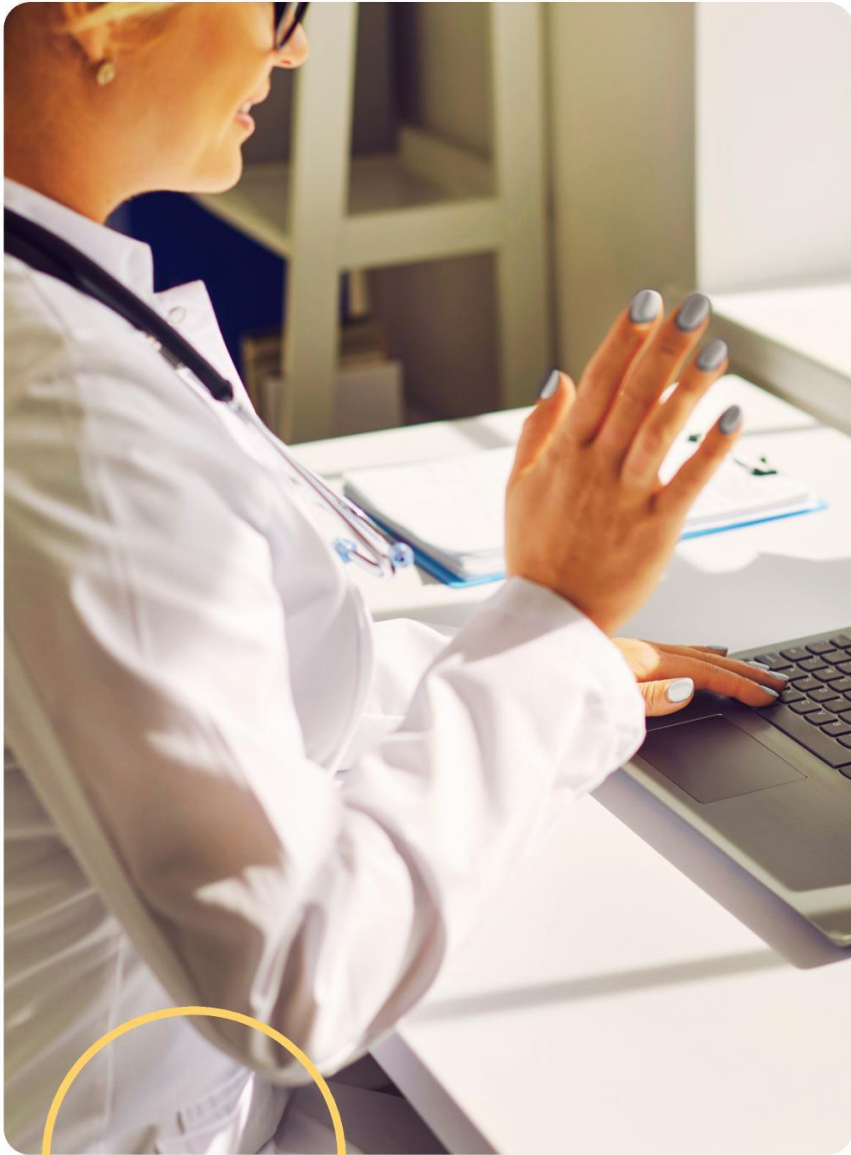


## Reduce Reliance

On shore-based facilities







# **FULL CASE MANAGEMENT**

## **FROM FIRST CALL TO FULL RECOVERY**

- **Continuous Tracking** – Until "Maximum Medical Improvement"
- **Coordinate On-Shore Care When Necessary**
- **Single Provider Allows Integration of Remote Medicine into Safety Management Systems**
- **Integration with Incident Tracking Systems Allows Data Standardization**
- **Facilitates Health Strategy Audits for Ongoing Optimization**

# KEY TAKEAWAY

Remote medicine is more than convenience.

It's a safety multiplier that keeps mariners healthy, reduces costs, and strengthens operations.

SPECIAL OFFER







# Q&A

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**[PATRICK@HEALTHWORKSMEDICAL.COM](mailto:PATRICK@HEALTHWORKSMEDICAL.COM)**