

## GLOBALMED

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Contributing Writer

**G**lobalMed is changing the meaning of “house call.”

By using videoconferencing equipment integrated with medical devices, the telemedicine company allows doctors to see patients across any distance, increasing access and reducing costs.

“Once outside the Phoenix area, you’ll see there is a shortage of doctors,” said company spokesman Roger Downey. “If you move to Prescott or Douglas, you’ll find the primary care doctors have a full practice and aren’t accepting new patients. If you try to see a cardiologist or a dermatologist, you won’t find them in those towns.”

Patients in areas lacking specialists can talk with one and undergo an exam via the sounds and images transmitted by the equipment on GlobalMed’s mobile medical carts.

Downey said Copper Queen Community Hospital in Bisbee spent \$30,000 for a mobile cardiology cart, and within six months officials determined they had saved more than half a million dollars because they no longer had to fly every patient to a Tucson hospital for evaluation and tests.

**FOUNDER:**

Joel  
Barthelemy

**FOUNDED:**

2002

**HQ:**

Scottsdale

**EMPLOYEES:**

105

**WEB:**

[www.globalmed.com](http://www.globalmed.com)

A pilot program with the U.S. Veterans Administration went systemwide in 2010, catapulting GlobalMed to national recognition. For the second consecutive year, it’s been named to *Inc.* magazine’s list of the nation’s 500 fastest-growing private companies. The company also was honored Nov. 1 with a 2012 Spirit of Enterprise award from Arizona State University’s W.P. Carey School of Business.

Downey declined to share company revenue, but said GlobalMed had 18 employees in 2010 and 105 today, including three who travel the world selling equipment.

“Australia is the latest market we’re entering, and it’s huge,” he said. “There are 25 million people in Australia ... but it’s larger than the U.S., so imagine the distance discrepancies there.”

Two barriers keep GlobalMed from reaching its full potential in the U.S.: Each state has its own medical board with licensing requirements for physicians, and Medicare put reimbursement restrictions into place on telemedicine more than a decade ago.



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