



[Wellinks](#) 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, Wellinks



## 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.