FOR IMMEDIATE RELEASE

STUDY: POPULATION HEALTH DRIVING SIGNIFICANT INVESTMENTS IN REMOTE PATIENT MONITORING SOLUTIONS, SAYS SPYGLASS CONSULTING GROUP

88% of health systems and hospitals surveyed have invested or plan to invest in remote patient monitoring solutions to support their organizational transitions to value-based care

MENLO PARK, CA, November 4, 2019. Today, Spyglass Consulting Group released its most recent healthcare report entitled **Trends in Remote Patient Monitoring 2019**. Study shows that 88 percent of hospitals and health systems surveyed have invested or plan to invest in remote patient monitoring (RPM) solutions to help care managers monitor and manage complex high-risk patients with chronic conditions who are considered unstable and at-risk for hospital readmissions and/or unexpected emergency department visits.

"With the passage of the Affordable Care Act, hospitals and health systems are rapidly consolidating into larger integrated delivery networks and transitioning toward various at-risk payment and care delivery models, said Gregg Malkary, Managing Director of the Spyglass Consulting Group. "They are formulating strategies and deploying foundational technologies and processes required to support population health management programs focused on chronic disease management. RPM solutions have been identified as important early symptom management tool for managing large numbers of chronically ill patients."

Market drivers. Healthcare provider investments in RPM solutions are being driven by several underlying market factors including exploding healthcare costs, a rising aging baby boomer population, the increased prevalence of chronic disease, and continuous healthcare professional labor shortages. There are more than 133 million Americans representing 45% of the U.S. population have at least one chronic disease. Chronic diseases are responsible for seven out of every 10 deaths in the United States, killing more than 1.7 million Americans every year.

Early market adopters. Early market adopters of RPM solutions are capitated managed care organizations with fiscal responsibility for their patients across the spectrum of care. This includes accountable care organizations, health maintenance organizations, home health agencies, hospices, disease management companies and government agencies including the Department of Veterans Affairs.

Clinical effectiveness. Healthcare providers have demonstrated that RPM solutions are clinically effective as an early symptom management tool when used to support patients participating in disease management and/or care coordination program to automate the collection of patient vital signs and symptomatic data, and proactively identify if a patient's condition is deteriorating or becoming life threatening. Common chronic conditions monitored include congestive heart failure, COPD, diabetes, asthma, and hypertension.

Return on Investment. Health care providers are struggling to develop a compelling return on investment to justify large-scale investments to expand existing chronic care management program(s) and leverage RPM technologies. Clinical trials have been limited in size and scope, payer reimbursement is dominated

by fee-for-service contracts, and there is a limited understanding of the costs associated with managing chronically ill patients across the care continuum.

ADDITIONAL HIGHLIGHTS FROM THE TRENDS IN REMOTE PATIENT MONITORING 2019 REPORT:

Healthcare providers are encouraging patients to proactively manage their health. 89% of providers surveyed have developed or are in the process of developing engagement strategies to encourage patients, family members, and care givers to take a proactive role in managing their chronic conditions. They are leveraging mobile technologies including Smartphones and Tablets, deploying EHR-based patient portals, offering telehealth video conferencing services, and evaluating emerging healthcare wearables.

Healthcare providers are facing significant RPM deployment challenges. Majority of providers surveyed have limited budgets and resources to expand their care management program(s), RPM tools and data are not well integrated with existing clinical information systems and workflow, and they lack the clinical programs, personnel, processes and tools to take advantage of CMS' new CPT codes that provide reimbursement for RPM equipment and monitoring services

ABOUT SPYGLASS' TRENDS IN REMOTE PATIENT MONITORING 2019 REPORT

Trends in Remote Patient Monitoring 2019 presents the findings of an end-user market study focused on the market opportunities and challenges for US-based healthcare provider organizations who have developed strategies and are considering new or incremental investments in remote patient monitoring (RPM) solutions. RPM solutions enable risk-bearing organizations to remotely monitor and manage high-risk patients with chronic conditions including CHF, COPD, Diabetes, Hypertension, and Asthma in order to help control healthcare costs, improve care quality and outcomes, and increase access to care for patients living in underserved rural/remote areas.

Trends in Remote Patient Monitoring 2019 is an outgrowth of a similar study published by Spyglass in November 2015 entitled Trends in Remote Patient Monitoring 2015. The content for this study was derived from more than one hundred (100) in-depth interviews with clinical informatics and health IT thought leaders who are technically competent and knowledgeable about telehealth/telemedicine. Interviewees were affiliated with leading integrated delivery networks, community hospitals, ambulatory environments, home health agencies, and government organizations.

The telephone-based interviews were conducted over a three-month period starting in April 2019. During the interviews, Spyglass identified the market requirements for RPM solutions through discussions about:
•   impact and benefits for deploying RPM for supporting population health,
•   existing workflow inefficiencies in managing chronically ill patients, and
•   challenges for integrating RPM with existing clinical processes, infrastructure and tools.

The complete market study, "**Healthcare Without Bounds: Trends in Remote Patient Monitoring 2019**," is available for $2,495 (USD) from Spyglass Consulting Group at www.spyglass-consulting.com.

ABOUT SPYGLASS CONSULTING GROUP

Spyglass Consulting Group is a market advisory firm focused on disruptive technologies, changing business models, and growth opportunities within the healthcare and life sciences industries.

Gregg Malkary is the **Founder** and **Managing Director** of **Spyglass**. With more than 30 years of strategic planning, marketing, and business development experience, he is a nationally recognized leader in digital and clinical transformation helping its clients create, protect and transform business value to support executive decision making, drive innovation, and enable sustainable competitive advantage.

Spyglass offers its clients market leading portfolio methodologies, tools, and services in the following growth areas:

- Evaluating disruptive technologies
- Transitioning to value-based care and population health management
- Embracing consumerism and digital health
- Improving operational performance through analytics
- Optimizing clinical workflows and EHR systems

Spyglass clients include leading technology companies, management consulting firms, healthcare provider organizations, and the investment community which includes **Cisco, IBM, Microsoft, Intel, Accenture, HP, GE Healthcare, Philips Healthcare, Kaiser Permanente,** and **Johns Hopkins.**

Prior to founding **Spyglass Consulting Group** in 2002, Malkary was an Associate Partner at **Outlook Ventures**, a venture capital firm focused on early stage investments in enterprise software and communications companies. Previously, Malkary was the Director of Strategic Planning for **Exodus Communications** where he was responsible for identifying, evaluating and executing growth initiatives for Exodus in the managed Web-hosting marketplace. Malkary has also held consulting and senior management roles in business development, strategic planning and product marketing for public and private technology companies including **IBM, Hewlett Packard, Accenture, Silicon Graphics** and **Skytel Communications.**

Malkary frequently speaks at regional and national conferences focused on mobile computing, wireless technologies and healthcare related issues. Numerous industry publications have written about and quoted Malkary including the Wall Street Journal, CIO, Business 2.0, MIT Technology Review, Network World and eWeek. Malkary is an honors-graduate of **Brown University** having earned a MS and BA in Computer Science. He was awarded the prestigious North American Philips Corporation Fellowship for his graduate research work in graphical simulation environments.

For additional information about this study, please contact Gregg Malkary at gmalkary@spyglass-consulting.com.

Contact:
Gregg Malkary, Managing Director
Spyglass Consulting Group
(650) 575-9682
gmalkary@spyglass-consulting.com