

# Stock Vest Newsletter

Emerging Market High Growth Investing



Company  
Showcase

EffTec  
International

## Monthly Trade Summary - February 2019

Market Designations	Number of Securities*	Monthly \$ Volume	Monthly \$ Volume per Security	YTD \$ Volume*
OTCQX	457	\$3,802,300,507	\$8,320,132	\$8,416,625,609
OTCQB	997	\$2,141,789,076	\$2,148,233	\$5,516,242,028
Pink	9,117	\$19,269,768,632	\$2,113,608	\$43,312,284,583
<b>Total</b>	<b>10,571</b>	<b>\$25,213,858,215</b>	<b>\$2,385,191</b>	<b>\$57,245,152,221</b>

## UPCOMING EVENTS

Ticket Symbol

**EFFI**

EffTec International, Inc. (EFFI: OTC) is a holding company designed to acquire and manage technology-centric health and wellness companies with related but distinct products, services, markets, and opportunities.

It's wholly owned subsidiary, TeleCare Partners Group (<https://www.telecarepg.com>) develops and manages telemedicine programs for Skilled Nursing Facilities

**THE REG A CONFERENCE**  
A DealFlow Event

**MONEYSHOW.COM**  
INVEST SMARTER, TRADE WISER

**LD MICRO**  
COVERING THE UNDISCOVERED

MAY 9

The largest gathering of deal-makers and companies interested in networking and discussion of Regulation A.

New York City, NY

MAY 12-15

Network with thousands of high networth investors and learn about the latest investment opportunities

Las Vegas, Nevada

JUNE 4 -5

Presentations from more than 200 select small-cap companies. Hundreds of institutional and retail investors in attendance

Bel Air California

# In the News

## Tech Providers Optimistic That Medicare Advantage Plans Will Embrace Telehealth in Skilled Nursing Facilities

*“The Medicare Advantage telehealth benefits are a welcome development that will resonate across the Skilled Nursing Facility sector,” Paul Cristiano, CEO of the Avon, Conn.-based TeleCare Partners Group, told Senior Nursing News.*

[Read on](#)

### Additional Articles of interest:

*More Telehealth Benefits Coming to Medicare Advantage Plans In 2020*

[Read on](#)

*CMS Trumpets Telehealth Potential in Skilled Nursing and Long-Term Care*

[Read on](#)



## Telemedicine: Just What the Doctor Ordered Q&A with EffTec CEO Paul Cristiano

### OVERVIEW

- Telemedicine is a proven system for containing costs and enhancing the quality of medical encounters.
- Cautionary trends in the eldercare sector demand disruptive business models such as telemedicine.
- New legislation for expanded Medicare Advantage benefits will provide long term-care operators greater access to advanced telemedicine services.

### **Q:** *What is telemedicine?*

Telemedicine is the remote delivery of care using technology.

Many readers of this piece will be familiar with consumer-driven telemedicine, whereby an individual can contact a doctor, either telephonically or by video with their smartphone, to address common ailments such as sore throats, bronchitis, or UTIs.

### **Q:** *What has been the trajectory of consumer-driven telemedicine in the United States?*

The American Telemedicine Association, which just finished its annual convention, was established in 1993. Since then, telemedicine has evolved from a “proof of concept” stage to becoming so mainstream that today 95% of Fortune 1000 companies offer general telemedicine as part of their employee benefits package.

One more word on the American Telemedicine Association: Its Founding Board Member and President Emeritus is Dr. Jay Sanders, who is known to many as the “Father of Telemedicine.”

We are fortunate to have on our team Dr. Sanders who serves as a Board Advisor to Telecare Partners Group, the telemedicine arm of EffTec International.

***Q: What is the market size for the telemedicine sector?***

According to Grand View Research, the global Telemedicine market size was valued at USD 24.9 billion in 2016 and is anticipated to reach USD 113.1 billion by 2025, with a CAGR of 18.3%. America is the largest market globally, accounting for more than 40 percent of the global market size.

***Q: EffTec is a provider of “specialized” telemedicine. Can you elaborate?***

The fundamentals across consumer-driven and specialized telemedicine are similar. Both utilize technology and remote doctors to provide a “virtual” healthcare visit. However, the type of specialized telemedicine offered by EffTec differs from consumer-driven models in several ways:

1. Specialized Population Health Management: Our target user is specifically the eldercare sector, rather than the general populace.
2. B2B instead of Direct-to-Consumer: We deliver telemedicine in concert with—and on behalf of—healthcare institutions such as Skilled Nursing Facilities. To this end our model is B2B and not direct-to-consumer.
3. Sophisticated technology: Whereas general direct-to-consumer telehealth can be conducted via smartphone, specialized eldercare telemedicine utilizes customized clinical carts featuring high definition cameras, stethoscopes, and other monitoring peripherals.

***Q: What does the client decision-making landscape look like in the eldercare sector for specialized telemedicine?***

Two years ago, long term care operators were asking: “*What is telemedicine?*”

Today the question is: “*Which telemedicine provider should I choose?*”

I believe that specialized telemedicine will take the same trajectory as direct to consumer/employer sponsored telemedicine. Specialized telemedicine will become as mainstream as its consumer-driven cousin.

***Q: What is driving decision-making for long term care operators when it comes to specialized telemedicine?***

Long term care operators are challenged with a growing eldercare population and a decrease in doctors. New tools and disruptive models are needed in order for eldercare service institutions to survive and thrive.

Recently it was announced that Federal Legislation proposed for 2020 will expand Medicare Advantage for telemedicine reimbursements at Skilled Nursing Facilities.

I believe this development be a major accelerator for long term care operators to institute telemedicine. Accordingly, we expect that requests for proposals will accelerate over the next 18 months. Companies that were on the sidelines will advance their selection process. To underscore this point, I was just asked to present at an upcoming conference of skilled nursing facility operators who specifically requested that telemedicine be featured on the conference agenda in light of these legislative advances.

**Q: What differentiates you in this space?**

EffTec is the only public company with a comprehensive integrated solution in the specialized telemedicine space. We are transparent, innovative, and focused on a very simple philosophy: “If you could create the type of business, that if it existed today would put you out of business, what would it look like?” Our team is always thinking ahead of the curve. This is a winning formula for our clients, our employees, and our shareholders.

**Q: Why are you changing your name from EffTec to Nexteligent?**

Our ability to quickly respond to client needs and industry trends makes us a valuable part of the healthcare delivery landscape. Our upcoming name change to Nexteligent reflects this mindset.



Seeing what’s next and responding with intelligent and thoughtful solutions before a critical challenge has even manifested is a powerful value proposition.



This document may contain forward-looking statements, including information about future expectations, plans and prospects. In particular, when used in the preceding discussion, the words "believes," "expects," "intends," "plans," "anticipates," or "may," and similar conditional expressions are intended to identify forward-looking statements. Any statements made in this release other than those of historical fact, about an action, event or development, are forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors, which may cause the results of EFFI to be materially different than those expressed or implied in such statements.

StockVest was paid 250,000 restricted shares by EffTec on March 22, 2019 for 90 days of services.

