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STUDY: REMOTE PATIENT MONITORING ADOPTION POISED FOR ROBUST GROWTH, SAYS SPYGLASS CONSULTING GROUP

55% of Accountable Care Organizations interviewed have deployed remote patient monitoring technology

MENLO PARK, CA, July 8, 2013. Accountable Care Organizations (ACOs) are using remote patient monitoring (RPM) technology as an early symptom management tool to remotely monitor and manage high-risk chronically ill patients. This trend is part of Spyglass Consulting Group's most recent healthcare study, Trends in Remote Patient Monitoring 2013, released today.

When RPM technology is used within the context of a disease management and care coordination program it has been shown to reduce the risk of hospital readmissions, control healthcare delivery costs, and increase access to care.

The majority of hospitals and health systems interviewed has become, or were in the process of becoming, Accountable Care Organizations. Fifty-five percent of them have deployed, or are evaluating RPM technology to address issues such as:

- stringent penalties focused on excessive readmissions of Medicare patients,
- value-based financial incentives focused on chronic disease management and care coordination, and
- new patient-centered care models focused on patients taking a more active role in managing their health.

HIGHLIGHTS OF THE TRENDS IN REMOTE PATIENT MONITORING 2013 REPORT:

ACOs FACE SIGNIFICANT INTEGRATION CHALLENGES

Seventy-one percent of organizations interviewed expressed concerns about integrating RPM technology with existing clinical care processes and clinical information systems including their electronic medical record.

ACOs LACK CLINICAL ANALYTICS TO MANAGE EXPLOSION IN PATIENT DATA

Fifty-eight percent of organizations interviewed expressed concern that RPM technology does not provide adequate support for clinical analytics and decision support tools, which allow them to turn raw patient data into actionable knowledge and insights based on evidence-based medicine.

ACOs QUESTION CLINICAL AND FINANCIAL EFFICACY OF RPM TECHNOLOGY

More than 50 percent of organizations interviewed questioned the clinical effectiveness of RPM technology and their ability to generate a positive return on investment.

ABOUT SPYGLASS' TRENDS IN REMOTE PATIENT MONITORING 2013 REPORT

Trends in Remote Patient Monitoring 2013 (RPM) presents the findings of an end-user market study focused on the current state of remote patient monitoring adoption by healthcare provider organizations across the United States. The report uncovers strong opinions regarding the market opportunities and challenges for deploying RPM solutions to reduce hospital readmissions, control healthcare delivery costs, and increase patient access to care.

Trends in Remote Patient Monitoring 2013 is an outgrowth of a similar study published by Spyglass in March 2009 entitled Trends in Remote Patient Monitoring 2009. Throughout this report, Spyglass traces remote patient monitoring over the past few years identifying important trends in the field.

The content for **Trends in Remote Patient Monitoring 2013** was derived from more than 100 in-depth interviews with healthcare organizations involved in telehealth/telemedicine including home health agencies, standalone community hospitals, multi-hospital delivery systems, government agencies and payers.

Telephone interviews were conducted over a two-month period starting in March 2013. The purpose of the interviews was to identify needs and requirements for remote patient monitoring. Topics include:

- potential impact for deploying remote patient monitoring,
- existing workflow inefficiencies in managing chronically ill patients, and
- current telehealth/telemedicine initiatives.

Spyglass also evaluated key vendor product offerings and identified early adopter organizations that successfully deployed point of care solutions.

The **Trends in Remote Patient Monitoring 2013** report is targeted at:

- **software and hardware vendors, systems integrators and management consulting groups** who are selling hardware, applications and services into the healthcare industry,
- **healthcare administrators and IT executives** who are making strategic decisions to fund clinical information technology solutions,
- **clinicians** who are involved in informatics and clinical system evaluation and selection, and
- **investment banking and private equity investors.**

The complete market study, "**Healthcare Without Bounds: Trends in Remote Patient Monitoring 2013**," 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 intelligence firm and consultancy focused on the nexus of information technology and healthcare. Spyglass offers products and services in customer and market intelligence, strategic partnership development, product marketing and investment due diligence. Spyglass' current research is entitled **Healthcare without Bounds** that focuses on the current and future potential of mobile computing and wireless technologies within the healthcare industry.

Spyglass customers include more than 140 leading high technology vendors, management consulting organizations and healthcare providers including **Cisco, IBM, Microsoft, Intel, Hewlett Packard, Johnson & Johnson, Pfizer, Siemens, GE Healthcare, Philips Medical, Sprint,** and

Kaiser Permanente.

Gregg Malkary is the **founder** and **Managing Director** of **Spyglass Consulting Group**. He has more than 20 years' experience in the high technology industry working with Fortune 2000 companies to help them use information technology for competitive advantage. Malkary has domain expertise in mobile computing, wireless and broadband technologies with direct experience in the healthcare, hospitality, manufacturing, communications and entertainment markets.

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. © 2013, Spyglass Consulting Group. All rights reserved.

Contact:

Gregg Malkary, Managing Director
 Spyglass Consulting Group
 +1 650/575-9682
gmalkary@spyglass-consulting.com
www.spyglass-consulting.com