FOR IMMEDIATE RELEASE

SPYGLASS CONSULTING FINDS HEALTHCARE INDUSTRY INTEREST IN REMOTE PATIENT MONITORING IS HIGH BUT INVESTMENT LOW DUE TO IMMATURE SOLUTIONS AND LACK OF PAYER REIMBURSEMENT

Study: Sixty-five Percent of Healthcare Organizations interviewed are making Limited Focused Investments in deploying Remote Patient Monitoring Solutions.

MENLO PARK, CA, April 6, 2006. **Spyglass Consulting Group**, a market intelligence firm and consultancy, today announced the results of a comprehensive market study focused on the current state of **Remote Patient Monitoring** (RPM) solution adoption by *healthcare organizations* across the United States. Spyglass interviewed more than 100 healthcare organizations involved in Telehealth including home health agencies, academic medical centers, regional hospitals, government agencies and disease management companies to better understand the how RPM solutions could be used to reduce health care delivery costs, improve patient outcomes and increase patient access to care.

HEALTHCARE ORGANIZATIONS INTEREST IN RPM IS HIGH

Healthcare organizations interviewed have a strong interest in patient monitoring solutions to remotely monitor and manage patients with chronic diseases such as congestive heart failure, diabetes, chronic obstructive pulmonary disease and asthma. With RPM solutions, organizations can reduce healthcare delivery costs, improve patient outcomes, and increase access to care for patients living in rural/remote areas.

Early adopters of RPM solutions are capitated managed care organizations that have fiscal responsibility for their patients across the spectrum of care. These organizations include HMOs, integrated delivery systems, home health agencies, hospices, disease management companies and government agencies like the Department of Veteran's Affairs.

HEALTHCARE ORGANIZATIONS ARE MAKING LIMITED INVESTMENTS IN RPM

Sixty-five percent of organizations interviewed were making limited investments in remote patient monitoring solutions focusing on high-risk, high-cost patients with multiple chronic diseases. Organizations are resistant to further investments until RPM solutions can be proven clinically and financially effective.

VIDEO CONFERENCING IS NOT REQUIRED FOR RPM

Healthcare organizations interviewed found two-way video conferencing is an oversold capability that is not required for remote patient monitoring. Two-way video conferencing is expensive and inefficient use of clinical resources.

RPM SOLUTIONS ARE STILL IMMATURE

Healthcare organizations interviewed thought RPM solutions need to be less expensive, easier to use and better integrated with existing support infrastructure.

HEALTHCARE INDUSTRY IS NOT READY FOR RPM

Healthcare organizations interviewed believe remote patient monitoring solutions are not ready for widespread industry deployment due to limited payer reimbursement, restrictive licensure laws, clinician adoption and a questionable return on investment.

ABOUT SPYGLASS TRENDS IN REMOTE PATIENT MONITORING STUDY

Spyglass' most recent report, **Trends in Remote Patient Monitoring**, presents the findings of an end-user market study focused on the current state of remote patient monitoring adoption by healthcare organizations across the United States. The report identifies the market opportunities and challenges for deploying these solutions to reduce health care delivery costs, improve patient outcomes and increase patient access to care.

The content for **Trends in Remote Patient Monitoring** was derived from over 100 in-depth interviews with healthcare organizations involved in Telehealth including **home health agencies, academic medical centers, regional hospitals, government agencies and disease management companies.**

The telephone interviews were conducted over a 4-month period starting in November 2005. The purpose of the interviews was to identify the needs and requirements for remote patient monitoring through discussions about

- Existing workflow inefficiencies in managing chronically ill patients
- Current telehealth/telemedicine initiatives
- Potential impact for deploying remote patient monitoring in the future

The **Trends in Remote Patient Monitoring** 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 decision to fund clinical information technology solutions

- **Clinicians** who are involved in informatics and clinical system evaluation and selection

- **Investment banking and private equity investors**

The complete market study "**Healthcare without Bounds: Trends in Remote Patient Monitoring**," is available for $2,295 (USD) from the Spyglass Consulting Group website: http://www.spyglass-consulting.com

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ABOUT SPYGLASS CONSULTING GROUP

The **Spyglass Consulting Group** is a market intelligence firm and consultancy focused on the current and future potential of mobile computing and wireless technologies within the healthcare industry. Spyglass offers products and services in customer & market intelligence, strategic partnership development, product marketing and investment due diligence.

Spyglass customers include leading high technology vendors such as **Cisco, IBM, Microsoft, Intel, HP, Oracle, Siemens Communications, McKesson, Cerner, GE Healthcare, Philips Medical, Cardinal Health, Cingular, Sprint** and **Verizon.**

Mr. Gregg Malkary is the **founder** and **Managing Director** of the **Spyglass Consulting Group**. He has over 20 years experience in the high technology industry working with Fortune 2000 companies to help them use information technology for competitive advantage. Mr. 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 August 2002, Mr. Malkary was an Associate Partner at **Outlook Ventures**, a venture capital firm, where he was responsible for making investments in early stage enterprise software and communications companies. Mr. Malkary was the Director of Strategic Planning for **Exodus Communications** where he was responsible for identifying, evaluating and executing growth initiatives in the managed web-hosting marketplace. Mr. 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, SkyTel Communications** and **Liberate Technologies.**

Mr. Malkary is a frequent speaker at regional and national conferences focused on mobile computing, wireless technologies and healthcare related issues. He has been written about and quoted in numerous industry publications such as CIO Magazine, CIO Insight, Network World, eWeek, Wireless Week, MIT Technology Review, Health Data Management, Modern Physician, Health Management Technology, Healthcare IT News and ADVANCE for Health Information Executives.

Mr. 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
+1 650/575-9682
gmalkary@spyglass-consulting.com
www.spyglass-consulting.com

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