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## **STUDY REVEALS REMOTE PATIENT MONITORING PROVIDES SIGNIFICANT BENEFITS, OUTCOMES FOR CHRONICALLY ILL PATIENTS**

*97% of healthcare organizations rely on remote patient monitoring to improve clinical outcomes for critically ill patients, says new Spyglass Consulting research*

**MENLO PARK, CA, March 23, 2009.** **Trends in Remote Patient Monitoring 2009** reveals how remote patient monitoring solutions enable healthcare providers to identify patients before their condition(s) become more acute. This not only saves unnecessary trips to the emergency department but also prevents re-hospitalization. New data reveal 97 percent of healthcare organizations rely on remote patient monitoring to improve clinical outcomes for critically ill patients. This end-user market study, **Trends in Remote Patient Monitoring 2009**, is a follow-up to Spyglass Consulting Group's 2006 report on the same topic. Remote patient monitoring solutions have been demonstrated to be successful for patients with congestive heart failure, chronic obstructive pulmonary disease, and diabetes.

"Early adopters of remote patient monitoring solutions are capitated managed care organizations having fiscal responsibility for their patients across the continuum of care," said Gregg Malkary, Managing Director of Spyglass Consulting Group. These organizations include health maintenance organizations, integrated delivery systems, home health agencies, hospices, disease management companies and government agencies like the Department of Veterans Affairs."

### **HIGHLIGHTS OF THE TRENDS IN REMOTE PATIENT MONITORING 2009 REPORT:**

#### **HEALTHCARE ORGANIZATION INVESTMENTS IN RPM ARE PRIMARILY SELF-FUNDED**

Forty-eight percent of healthcare organizations interviewed have self-funded their home telehealth initiatives. Strong return on investment exists for healthcare delivery networks who are both the provider and the payer, which includes organizations such as Kaiser Permanente and Veterans Administration.

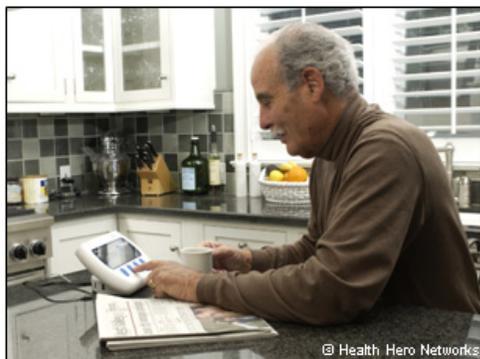
#### **RPM SOLUTIONS MUST BE EASIER TO USE AND LESS EXPENSIVE**

Convergence with consumer electronics products enables patients to use devices they are already familiar and comfortable with including Smartphones, personal computers and cable set top boxes. Price points for remote patient monitoring devices and associated peripherals need to drop from several thousand dollars to less than five hundred dollars per unit before healthcare organizations will make further investments to support their patients with other chronic diseases.

## HEALTHCARE PAYERS RESISTANT TO PROVIDING REIMBURSEMENT

Healthcare payers remain resistant to providing reimbursement for remote patient monitoring despite evidence of their efficacy by the Veterans Administration who has deployed more than 35,000 units. Healthcare payer reimbursement is focused on a healthcare delivery model ill equipped to address the needs of an aging baby boomer population with chronic illness. They reward healthcare providers for the quantity of the procedures performed rather than the quality of care delivered.

## ABOUT SPYGLASS' TRENDS IN REMOTE PATIENT MONITORING 2009 REPORT



**Trends in Remote Patient Monitoring 2009 (RPM)** 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 uncovers strong opinions regarding the market opportunities and challenges for deploying RPM solutions to reduce healthcare costs, improve patient outcomes and increase patient access to care.

**Trends in Remote Patient Monitoring 2009** is an outgrowth of a similar study published by Spyglass in April 2006 entitled **Trends in Remote Patient Monitoring**. 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 2009** was derived from more than 100 in-depth interviews with healthcare organizations involved in telehealth/telemedicine including home health agencies, academic medical centers, regional hospitals, government agencies and disease management companies.

The telephone interviews were conducted over a two-month period starting in October 2008. 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, and potential impact for deploying remote patient monitoring in the future.

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

The **Trends in Remote Patient Monitoring 2009** 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 2009**," is available for \$2,495 (USD) from Spyglass Consulting Group at [www.spyglass-consulting.com](http://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 120 leading high technology vendors, management consulting organizations and healthcare providers including **Cisco, IBM, Microsoft, Intel, Hewlett Packard, Oracle, 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 August 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](mailto:gmalkary@spyglass-consulting.com). © 2009, Spyglass Consulting Group. All rights reserved.

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