

FOR IMMEDIATE RELEASE



STUDY: POPULATION HEALTH DRIVING RAPID ADOPTION OF MOBILE REMOTE PATIENT MONITORING SOLUTIONS, SAYS SPYGLASS CONSULTING GROUP

66% of hospitals and health systems surveyed have adopted mobile remote patient monitoring solutions to support population health

MENLO PARK, CA, November 16, 2015. Today, Spyglass Consulting Group released its most recent healthcare study entitled **Trends in Remote Patient Monitoring 2015**. Study shows that 66 percent of hospitals and health systems surveyed have deployed remote patient monitoring (RPM) solutions. These were used to manage value-based risk associated with supporting large patient populations with complex chronic conditions including congestive heart failure, COPD, diabetes, and hypertension. When used within the context of a disease management and/or care coordination program, RPM can help provider organizations achieve the Triple AIM of improving care quality and outcomes, controlling healthcare costs and utilization, and increasing patient satisfaction.

“Healthcare providers, with the passage of the Affordable Care Act, 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 patients considered at greatest risk for re-hospitalization.”

HIGHLIGHTS OF THE TRENDS IN REMOTE PATIENT MONITORING 2015 REPORT:

Providers making significant investments in mobile RPM solutions

Eighty-four percent of providers surveyed who had deployed RPM were using mobile devices, primarily tablets, to support chronically ill patients recently discharged from the hospital.

Providers expressing strong interest in patient BYOD and wearables

Majority of providers surveyed plan to evaluate patient BYOD (Bring Your Own Device) options and wearable technologies including Smart Watches and activity trackers that can be used to support chronically ill patients.

Providers embracing analytics and Big Data to support population health

Seventy-nine percent of providers surveyed are embracing analytics and decision support tools to turn raw patient data into actionable knowledge and insights to help manage and monitor value-based risk associated with population health.

ABOUT SPYGLASS' TRENDS IN REMOTE PATIENT MONITORING 2015 REPORT

Trends in Remote Patient Monitoring 2015 (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 help risk-bearing organizations achieve the Triple AIM of improving care quality and outcomes, controlling healthcare delivery costs, and increasing patient satisfaction.

Trends in Remote Patient Monitoring 2015 is an outgrowth of a similar study published by Spyglass in June 2013 entitled **Trends in Remote Patient Monitoring 2013**. Content for **Trends in Remote Patient Monitoring 2015** was derived from more than 100 in-depth interviews with healthcare organizations involved in telehealth/telemedicine including multi-hospital delivery systems, standalone community hospitals, ambulatory environments, home health agencies, and government organizations.

Telephone interviews were conducted over a two-month period starting in May 2015. Interviews identified the needs and requirements for remote patient monitoring. Topics include:

- potential 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 2015,”** 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 strategy 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, Cerner, 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.

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