

Brief History of the Industry: 1960 - Present

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- 1960's:
 - Healthcare drivers Medicare and Medicaid.
 - IT Drivers expensive mainframes and storage.
 - Results Hospitals shared mainframes which were principally used for shared hospital accounting systems
- 1970's:
 - Healthcare driver Improved communication between departments + need for discrete departmental systems (Labs/pharmacies)
 - IT Drivers = Smaller computers = proliferation of departmental systems, but isolated and not interactive --- "on islands of their own"
 - Results Expanded financial & administrative systems, selected clinical department automation
- 1980's:
 - Healthcare drivers new systems for tracking clinical and financial systems for insurance reimbursements + proliferation of personal computers, nontraditional software applications and emerging network solutions
 - Results = Integrated financial & clinical systems, managed care financial & administrative systems, departmental imaging



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Brief History: 1990 - Present

1990's:

- Healthcare driver = competition & consolidation, along with integration of hospitals, providers and managed care.
- IT Driver = Broad distribution of computers, cheaper hardware and storage
- Results = expanded clinical departmental solutions, integrated offerings

2000's:

- Healthcare driver = integration and the beginnings of outcomes-based reimbursement
- IT Driver = More everything, mobility, emerging cloud computing
- Results = broad-based clinical support, operational department, emerging data warehousing and analytics solutions.

Defining The Med/Health Technology Sectors

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"THE APPLICATION OF ORGANIZED KNOWLEDGE AND SKILLS IN THE FORM OF DEVICES, MEDICINES, VACCINES, PROCEDURES AND SYSTEMS DEVELOPED TO SOLVE A HEALTH PROBLEM AND IMPROVE QUALITY OF LIVES." — WORLD HEALTH ORGANIZATION (WHO)

SUB-SECTORS:

- MEDICAL DEVICES
- SOFTWARE
- WEARABLE TECHNOLOGY
- WIRELESS MEDICAL TECHNOLOGY
- TELEMEDICINE

WE WANT SOFTWARE, WIRELESS MEDTECH, TELEMEDICINE!!!!

- ... encompasses a wide range of healthcare products & services used to diagnose, monitor or treat diseases or medical conditions.
 - intended to improve the quality of healthcare delivered through earlier diagnosis, less invasive treatment options and reductions in hospital stays and rehabilitation times, improving patient's quality of life.
 - Recent advances have focused on cost reduction. Medical technology may broadly include medical devices, information technology, biotech, and healthcare services.
 - A major driver of the sector's growth is the consumerization of MedTech, enhanced by the widespread availability of smartphones, tablets, and general user connectivity.
 - Medical providers are able to reach a large audience at low cost, a trend that stands to be consolidated as wearable technologies spread throughout the market.

Electronic Health Records (EHR)

Electronic Health Records (EHR): digital version of a patient's paper chart. Real-time, patient-centered records that make information available instantly and securely to authorized users (medical history,

diagnoses, medications, treatment plans, lab results, etc.)



1 international

- 1. Epic Systems Corporation (Madison, WI) 8. Practice Fusion (San Francisco, CA)
- 2. Allscripts (Chicago, IL)
- 3. eClinicalWorks (Westborough, MA)
- 4. NextGen Healthcare (Horsham, PA)
- 5. GE Healthcare (Chicago, IL)

- 6. Greenway Health LLC (Carrollton, GA)
- 7. Cemer Corporation (Kansas City//MQ)

- 9. Athenahealth Inc (Watertown, MA)
- 10. McKesson (San Francisco, CA)
- 11. E-MDS (Austin, TX)
- 12. Eyefinity (Rancho Cordova, CA)
- 13. AmazingCharts.com Inc. (N. Kingston, RI)
- 14. Medent EMR/EHR/(Aublin, NY)

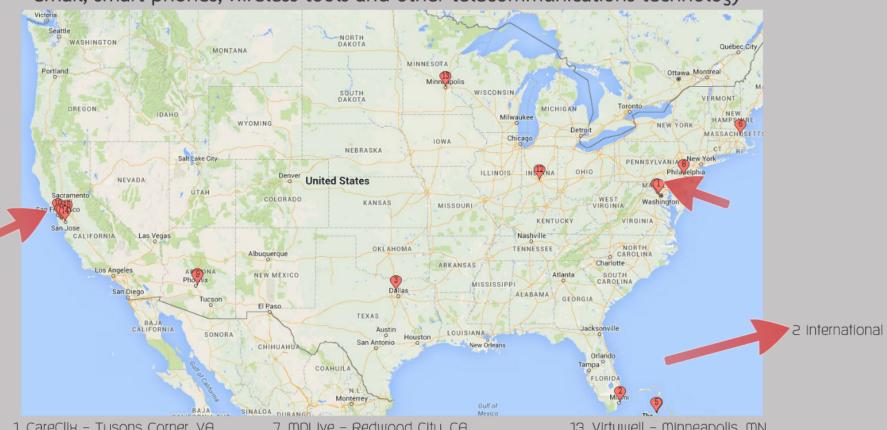
- 15. SRSsoft (Montvale, NJ)
- 16. Meditech (Westwood, MA)
- 17. Compulink (St. Petersburg, FL)
- 18. Aprima Medical (Carrollton, TX)
- 19. Medplus (Hyderabad, India)
- 20./Medinformatix (L.A., CA)

Wireless MedTech + TeleMedicine

Telemedicine: the use of medical information exchanged from one site to another via

electronic communications to improve patient's clinical health status. Includes 2-way video,

email, smart phones, wireless tools and other telecommunications technology



- 1. CareClix Tusons Corner, VA
- 2. ConsultADoctor Miami Beach, FL
- 3. Teladoc Lewisville, TX
- 4. MeMD Scottsdale, AZ
- 5. iClinia INDIA
- 6. American Well Boston. MA

- MDLive Redwood Citu. CA
- 8. MDAliane Conshohoken, PA
- 9. Stat Doctors Scottsdale, AZ
- 10. Doctor on Demand San Francisco, CA
- 11. Specialists on Call Reston, VA
- 12. Livehealth Online Indianapolis, IN

- 13. Virtuwell Minneapolis, MN
- 14. Rindadoc San Francisco, CA
- 15. PlushCare San Francisco, CA
- 16. Health Tap San Francisco, CA
- 17. Health Express SWEDEN