

WinterGreen Research, INC.

**Tele-Health Monitoring: Market Shares, Strategies, and Forecasts,
Worldwide, 2011 to 2017**

Tele Health Monitoring: Localization of the Web and Marketing Campaigns



Torrie The Cat in the Tulips and Elvis the Big Black Dog Carrying His Sstick

Picture by Susan Eustis

WinterGreen Research, Inc.

Lexington, Massachusetts

www.wintergreenresearch.com

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

CHECK OUT THESE KEY TOPICS

Chronic heart failure
CHF
Chronic heart disease
Telehealth
Telemedicine
Telemonitoring
CMS Telemonitoring
Heart disease treatment
efficacy
Care Management
CMHCB
Health Buddy System
Medicare Monitoring
Remote patient monitoring
Heart failure mortality
Health economics
Heart Failure
Heart Diseases
Cardiovascular Diseases
Behavior CHF patient
Behavior Modification
Telemedicine
Hypertension monitoring

Chronic heart disease
telemonitoring
Health care delivery efficacy
Chronic Diseases Monitoring
Health Services and Systems
Telehealth
DRE
Health Monitoring
Health Communication
Aging
Monitoring Technology
Health engagement
Medical innovation
Mobile health
Remote health monitoring
Clinical communication
Medical communication
Telemedicine
Telehealth
Tele-health
Remote medical support
Telepharmacy

Seniors and health
Diabetes Monitoring
Telemedicine
Remote patient monitoring
Chronic heart failure
mortality
health economics

Heart Failure
Heart Diseases
Cardiovascular Diseases
Quality of Care
American Medical Group
Association
Department of Veterans
Affairs telemonitoring
Chronic disease management
Health Buddy System
Healthcare telemonitoring
Medicare telemonitoring
Bosch telehealth,
Treatment Monitoring

Telemedicine Monitoring Growth Strategy

**Tele Health Monitoring: Market Shares, Strategies, and Forecasts, Worldwide,
2011-2017**

LEXINGTON, Massachusetts (June 3, 2011) – WinterGreen Research announces that it has a new study on Tele-Health Monitoring Market Shares and Forecasts, Worldwide, 2011-2017. The 2011 study has 443 pages, 156 tables and figures. Tele monitoring is evolving more sophisticated ways of monitoring vital signs in the home, thus protecting people in a familiar, comfortable environment. The improvement in care delivery that is possible using vital signs monitoring in the home is dramatic and promises to lower the total cost of care delivery.

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Once people are facing hospitalization and re-hospitalization, they tend to be more attentive to healthy lifestyle and to be amenable to learning about what needs to be done to take care of a condition. Tele-monitoring provides a way to track vital signs and intervene at a sign of deterioration in condition.

Telemonitoring systems support the premise that proactively reaching out to people with chronic disease provides a means for getting them to change behavior in a way that will support better lifestyle, lifestyle more suited to taking care of the physical body. It is really difficult to get people to take care of themselves, they make all manner of inappropriate decisions. Education as to healthy lifestyle needs to be initiated much earlier in life. Perhaps the definition of intelligence could be transformed to mean those who know best how to care for themselves in a healthy manner.

US Medicare CMS defines telehealth as remote health care delivery via monitoring. A healthcare provider can connect more consistently with patients. Telehealth: phone monitoring is the implementation of scheduled encounters via the telephone. Telemonitoring relates to the collection and transmission of vital signs clinical data through electronic information processing technologies. Quality improvement organizations (QIOs) assist home health agencies in implementing telehealth tools to reduce acute care hospitalization.

According to Susan Eustis, the principal author of the study, "The advantage of telemonitoring is that it increases patient compliance. The aim is to improve the delivery of healthcare to clients by monitoring vital signs to detect changes in patient condition that may indicate the onset of a more serious event, much as nurses in the hospital monitor patient vital signs for the purpose of permitting sophisticated care delivery."

The aim of telemonitoring is to improve patient compliance with standards of care known to support improved outcomes for patients with chronic conditions. Tele-monitoring is one way to improve patient compliance, but there are other ways to achieve that as well.

Chronic condition care requires daily, real-time monitoring of physiological data, direct patient feedback, coaching, and a high level of patient-clinician interaction to achieve positive results. With the geographical distance widening between doctors and their patients, the problem solution depends on: digital literacy and effective multimodal communication.

Home patient monitoring means two things: the imminent rise of the expert patient whom the health authorities anticipate would self-manage his long-term medical conditions and the prominence of mobile devices as the go-between for clinicians and patients.

Left to their own judgments, patients typically are apt to make terrible decisions relating to their personal health. The ability to accurately access patient condition via telemonitoring creates the opportunity to intervene when that is called for clinically, and to provide education regarding healthy living in a way that is likely to create compliance with clinician recommendations.

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Home telemonitoring programs need to use advanced technology. Effective monitors support patient education. They support timely clinician intervention based on real vital signs data gathered on a daily basis. Health care for patients with congestive heart failure has been shown to be successful in reducing hospitalizations and trips to the emergency department, making these critical measures unnecessary in many cases.

Wireless telemonitoring devices –enable taking vital signs measurements at home and in remote locations. Telemonitoring devices mean a consulting physician can remotely monitor a patient's health status and chronic condition can be gathered in real time.

Telemonitoring gives patients far more choices about how and when to react in case of change in medical condition, before a full blown emergency occurs. No matter if the patient is at home, on the bus, at the movies or anywhere in the course of daily life, wireless telemonitoring supports a more mobile lifestyle. Consistent and real time oversight greatly improves ongoing treatment, keeps patients healthier, and avoids expensive hospitalization.

Healthcare services providers use tele-monitoring technology to improve patient care and reduce nurse visits.–This has led the industry to point to inconclusive studies. More work is needed to identify the particular patient profiles of those most likely to benefit from telemonitoring in these double blind studies.

Tele-health monitoring equipment markets are growing because units decrease the cost of care delivery while improving the quality of care and the quality of lifestyle available to patients. Healthcare delivery is an increasing concern worldwide. Markets at \$607.5 million in 2010 are anticipated to reach \$3.1 billion by 2017.

Keywords: Chronic heart failure, CHF, Chronic heart disease, Telehealth, Telemedicine, Telemonitoring, CMS Telemonitoring, Heart disease treatment efficacy, Care Management, CMHCB, Health Buddy System, Medicare Monitoring, Remote patient monitoring, Heart failure mortality, Health economics, Heart Failure, Heart Diseases, Cardiovascular Diseases, Behavior CHF patient, Behavior Modification, Telemedicine, Hypertension monitoring, chronic heart disease telemonitoring, Health care delivery efficacy, Chronic Diseases Monitoring, Health Services and Systems, Telehealth, DRE, Health Monitoring, Health Communication, Aging, Monitoring Technology, Health engagement, Medical innovation, Mobile health, Remote health monitoring, Clinical communication, Medical communication, Telemedicine, Telehealth, Tele-health, Remote medical support, Telepharmacy, Seniors and health, Diabetes Monitoring, Telemedicine, Remote patient monitoring, Chronic heart failure mortality, health economics, Heart Failure, Heart Diseases, Cardiovascular Diseases, Quality of Care, American Medical Group Association, Department of Veterans Affairs telemonitoring, Chronic disease management, Health Buddy System Healthcare telemonitoring, Medicare telemonitoring, Bosch telehealth, Treatment Monitoring, <http://wintergreenresearch.com/reports/tele-monitoring.html>

Companies Profiled

Market Leaders

Bayer HealthCare / Viterion TeleHealthcare
Intel® GE Care Innovations

Philips
Bosch Group

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

Market Participants

Aerotel Medical Systems	Home Healthcare Partners (HHP)	LHC Group
American Heart Association (AHA)	Honeywell	Lexington Health Care
AMAC American Medical Alert.	Johns Hopkins Launch Home	KSB Home Health
AMC Health	Telemonitoring	Home Care Health Services
Athens Regional Home Health In-Home Telemonitoring Services	Education Initiative	Health Contact Partners - Wheeling, IL
Authentidate Holding (Nasdaq: ADAT)	LifeMasters	Glaxo Smith Kline
Biotronik	McKesson (NYSE:MCK)	Family Home Care
Cardiocom	Medtronic	Aurora Health Care
Columbia University's Informatics for Diabetes	Montefiore / CMO, the Care Management Company	Anderson Hospital Home Health Care
Education and Telemedicine Connections365	National Committee for Quality Assurance	Almost Family/Caretenders
Debiotech	Partners Healthcare	Advocate Home Health
Evident Health Services	REACH Health, Inc.	University of Houston
Gemalto / Cinterion	STMicroelectronics	Virtual Health
Home Healthcare Hospice and Community Services (HCS)	TeleAtrics™	VRI
	Trifecta Technologies	VRI Digi Pal
	Touch Point Care	Selected Providers for Emergency Medical Care Monitoring
	Visiting Angels	
	Loyola Medical Center	

Tele-Health Monitoring: Market Shares, Strategies, and Forecasts, Worldwide, 2011 to 2017

Report Methodology

This is the 471st report in a series of primary market research reports that provide forecasts in communications, telecommunications, the Internet, computer, software, telephone equipment, health equipment, and energy. Automated process and significant growth potential are priorities in topic selection. The project leaders take direct responsibility for writing and preparing each report. They have significant experience preparing industry studies. Forecasts are based on primary research and proprietary data bases.

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

The primary research is conducted by talking to customers, distributors and companies. The survey data is not enough to make accurate assessment of market size, so WinterGreen Research looks at the value of shipments and the average price to achieve market assessments. Our track record in achieving accuracy is unsurpassed in the industry. We are known for being able to develop accurate market shares and projections. This is our specialty.

The analyst process is concentrated on getting good market numbers. This process involves looking at the markets from several different perspectives, including vendor shipments. The interview process is an essential aspect as well. We do have a lot of granular analysis of the different shipments by vendor in the study and addenda prepared after the study was published if that is appropriate.

Forecasts reflect analysis of the market trends in the segment and related segments. Unit and dollar shipments are analyzed through consideration of dollar volume of each market participant in the segment. Installed base analysis and unit analysis is based on interviews and an information search. Market share analysis includes conversations with key customers of products, industry segment leaders, marketing directors, distributors, leading market participants, opinion leaders, and companies seeking to develop measurable market share.

Over 200 in depth interviews are conducted for each report with a broad range of key participants and industry leaders in the market segment. We establish accurate market forecasts based on economic and market conditions as a base. Use input/output ratios, flow charts, and other economic methods to quantify data. Use in-house analysts who meet stringent quality standards.

Interviewing key industry participants, experts and end-users is a central part of the study. Our research includes access to large proprietary databases. Literature search includes analysis of trade publications, government reports, and corporate literature.

Findings and conclusions of this report are based on information gathered from industry sources, including manufacturers, distributors, partners, opinion leaders, and users. Interview data was combined with information gathered through an extensive review of internet and printed sources such as trade publications, trade associations, company literature, and online databases. The projections contained in this report are checked from top down and bottom up analysis to be sure there is congruence from that perspective.

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

The base year for analysis and projection is 2010. With 2010 and several years prior to that as a baseline, market projections were developed for 2011 through 2017. These projections are based on a combination of a consensus among the opinion leader contacts interviewed combined with understanding of the key market drivers and their impact from a historical and analytical perspective. The analytical methodologies used to generate the market estimates are based on penetration analyses, similar market analyses, and delta calculations to supplement independent and dependent variable analysis. All analyses are displaying selected descriptions of products and services.

This research includes referencde to an ROI model that is part of a series that provides IT systems financial planners access to information that supports analysis of all the numbers that impact management of a product launch or large and complex data center. The methodology used in the models relates to having a sophisticated analytical technique for understanding the impact of workload on processor consumption and cost.

WinterGreen Research has looked at the metrics and independent research to develop assumptions that reflect the actual anticipated usage and cost of systems. Comparative analyses reflect the input of these values into models.

The variables and assumptions provided in the market research study and the ROI models are based on extensive experience in providing research to large enterprise organizations and data centers. The ROI models have lists of servers from different manufacturers, Systems z models from IBM, and labor costs by category around the world. This information has been developed from WinterGreen research proprietary data bases constructed as a result of preparing market research studies that address the software, energy, healthcare, telecommunications, and hardware businesses.

YOU MUST HAVE THIS STUDY

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

Tele Health Monitoring: Market Shares, Strategies, and Forecasts, Worldwide, 2011-2017

Table of Contents

Tele-Monitor Executive Summary

TELE-MONITOR EXECUTIVE SUMMARY	ES-1
Telemonitoring Market Driving Forces	ES-1
Real-Time Monitoring Of Physiological Data	ES-1
Telemonitoring Market Shares	ES-3
Tele-Monitoring Market Forecasts	ES-5
Telemonitor Assessment	ES-6
Partners HealthCare	ES-8
Bosch Health Buddy Deployments with Medicare, VA	ES-9
VA Telehealth Results	ES-10
Telemonitoring Research Studies	ES-11

Tele-Monitor Market Description and Market Dynamics

1. TELE-MONITOR MARKET DESCRIPTION AND MARKET DYNAMICS	1-1
1.1 Telemonitoring Systems Premise	1-1
1.1.1 Sedentary Get Exercise And Heart Failure Patients Pay Attention To Swelling In Their Feet, Ankles Or Legs	1-2
1.1.2 Telemonitoring Systems Improve Home Health Care	1-2
1.1.3 Vital Signs And Health Status Are Measured Daily	1-3
1.1.4 Telemonitoring at Home	1-4
1.2 US Veterans Health Administration (VA) Use of Telemonitoring	1-4
1.2.1 Telemonitoring Demonstrates Positive Results In Improving Health Care And Reducing Costs Of Veterans	1-5
1.2.2 US VA Tele-monitoring Targeted Innovation:	1-7
1.3 Telemonitors Customized To Meet Individual Needs	1-9
1.4 Tele-Monitor Devices	1-12
1.4.1 Customizing Tele-Monitors	1-12
1.5 Telemonitoring Research	1-13
1.5.1 New England Journal of Medicine Research	1-14
1.5.2 NEJM Has Published Several Letters That Critique The Study	1-16
1.5.3 25 Studies of Remote Monitoring Of Patients With Chronic Heart Disease	1-19
1.5.4 Bosch Health Buddy Desktop Research	1-19
1.6 Physician Notification on CHF	1-20
1.7 Service Provider Adoption of Tele-Monitoring	1-23
1.8 US Patient Protection and Affordable Care Act	1-27
1.9 Federal, State, Local, And Foreign Laws Compliance	1-29
1.9.1 Government Regulation of Medical Devices	1-30
1.9.2 Before And After A Medical Device Is Commercially Distributed, Ongoing Responsibilities Under FDA Regulations	1-32
1.9.3 Tele-monitoring Third-Party Reimbursement	1-35
1.10 Health Information Privacy HIPAA Requirements	1-35

WinterGreen Research, INC.

1.10.1	HIPAA Enforcement	1-43
1.10.2	OCR Responsible For Enforcing HIPAA Privacy and Security Rules	1-45
1.11	Postacute Care Co-ordination: Healthcare Reform Readmission Penalties	1-47
1.11.1	Federal Crimes Under The Health Insurance Portability and Accountability Act HIPAA	1-47
1.12	Establishing Remote Monitoring as Standard of Care	1-49
1.13	Partners Mass General Cardiologist Program for High Risk Heart Failure Patients	1-51

Tele-Monitor Market Shares and Market Forecasts

2. TELE-MONITOR MARKET SHARES AND MARKET FORECASTS	2-1
2.1 Telemonitoring Market Driving Forces	2-1
2.1.1 Real-Time Monitoring Of Physiological Data	2-1
2.1.2 Measures of Tele Monitoring Effectiveness	2-3
2.1.3 Home Patient Monitoring Supports Patient Education	2-4
2.1.4 Wireless Telemonitoring Devices	2-4
2.1.5 Real-Time Monitoring Of Physiological Data	2-6
2.1.6 Telemonitoring Research Studies	2-7
2.2 Telemonitoring Market Shares	2-9
2.2.1 Bosch Installed Base	2-11
2.2.2 Bosch Telemedicine	2-12
2.2.3 Bosch Telehealth Systems Certification in Disease Management From NCQA	2-12
2.2.4 Bayer / Viterion	2-14
2.2.5 Philips	2-14
2.2.6 Intel / GE Care Innovations	2-14
2.2.7 Honeywell HomeMed	2-17
2.2.8 Gemalto / Cinterion	2-17
2.2.9 Gemalto CINTERION Wireless Module Functions	2-18
2.2.10 Authentidate Holding	2-19
2.2.11 VRI	2-20
2.3 Tele-Monitoring Market Forecasts	2-20
2.4 Chronic Diseases Account For Two-Thirds Of Worldwide Healthcare Spending	2-24
2.4.1 Incidence of Chronic Disease	2-24
2.4.2 Diabetes Chronic Illness Numbers	2-25
2.4.3 Clinical Staff / Patient Ratios: Physician Shortages	2-26
2.4.4 Viterion Home Health Outcomes in a CHF Population:	2-27
2.5 Telemonitoring Prices and Reimbursement	2-29
2.5.1 Cost of Honeywell Homemed Home Health Monitoring & MedPartner	2-30
2.5.2 TouchPointCare	2-30
2.6 Interactive Voice Response (IVR)	2-31
2.7 Services Providers with Tele-Monitoring	2-34
2.7.1 Partners HealthCare	2-34
2.7.2 Bosch Health Buddy Deployments with Medicare, VA	2-36
2.7.3 VA Telehealth Results	2-36
2.7.4 Bosch Health Buddy Telemonitoring Device	2-37
2.7.5 Healthcare Providers Use Technology To Improve Effectiveness Of Care Providers	2-38
2.7.6 HHSC	2-39
2.7.7 American Medical Alert Corp. (NASDAQ:AMAC)	2-40
2.7.8 AMAC Competition	2-41
2.7.9 AMAC / TBCS	2-41
2.7.10 HSMS	2-42

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

2.7.11	Home Healthcare Partners (HHP)	2-43
2.8	Tele-Monitoring Alarm Devices	2-43
2.9	Tele-Monitor Regional Markets	2-45
2.9.1	Remote Patient Monitoring Market In The US	2-47
2.9.2	Remote Patient Monitoring Market In Europe	2-47
2.9.3	Bosch Remote Patient Monitoring Regional Market Participation	2-47

Tele-Monitor Product Description

3. TELE-MONITOR PRODUCT DESCRIPTION	3-1
3.1 Intel® GE Care Innovations Health Guide	3-1
3.1.1 Intel GE Care Innovations Telehealth Used For Improving Communications	3-2
3.1.2 Intel GE Care Innovations Healthcare at Home	3-3
3.1.3 Intel GE Care Innovations Health Guide Connects Healthcare Professionals To Patient	3-6
3.1.4 Intel GE Care Innovations Health Guide Sessions	3-6
3.1.5 Intel GE Care Innovations Health Guide Video Calls	3-7
3.1.6 Intel GE Care Innovations Health Guide Payors, Home Care Organizations	3-7
3.1.7 Intel GE Care Innovations Health Guide Educational Content	3-9
3.1.8 Intel GE Care Innovations Health Guide Personalized Care	3-13
3.1.9 Intel GE Care Innovations in Healthcare	3-15
3.1.10 Intel GE Care Innovations Health Guide Parkinsons Telemonitoring Data Set	3-16
3.1.11 Intel GE Care Innovations Parkinsons Tele-Monitoring Data Set Information:	3-17
3.1.12 Intel Technology	3-20
3.1.13 Intel® Health Guide Disease Conditions Monitored	3-22
3.1.14 Intel / GE / STMicroelectronics Monitoring Platform Technology	3-25
3.1.15 Mayo Clinic Has Teamed With GE, Intel for Home Monitoring	3-25
3.1.16 Mayo Clinic STMicroelectronics Telemonitor Heart Patients	3-26
3.1.17 Mayo, GE, and Intel In-Home Telemedicine Study	3-29
3.2 STMicroelectronics	3-30
3.3 Bosch	3-34
3.3.1 Bosch Telehealth Results	3-35
3.3.2 Bosch Healthcare telehealth Wireless Modem Option	3-35
3.3.3 Bosch Healthcare telehealth Custom Messaging Feature	3-36
3.3.4 Bosch Healthcare telehealth T400 Home Health Monitor	3-37
3.3.5 Bosch Healthcare Advancing Telehealth Solutions Through Dialogue	3-37
3.3.6 Bosch Healthcare Telehealth Growth	3-38
3.3.7 Bosch Health Buddy system / VRI	3-39
3.3.8 McKesson Telehealth Advisor	3-39
3.3.9 McKesson Channel Partner - The Bosch Group	3-42
3.4 Viterion 100 and Viterion 200 TeleHealth Monitor	3-42
3.4.1 Viterion Telehealthcare, A Business Of Bayer Healthcare	3-46
3.4.2 ViterionNET Simple Internet Connection	3-46
3.4.3 ViterionNET Capabilities	3-47
3.4.4 ViterionNET Data-Encryption	3-49
3.4.5 Viterion® 200 Telehealth Monitor For Diabetes Care	3-50
3.4.6 Alegent Health Homecare Viterion 100 Home Care	

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Tele-monitoring Survey	3-51
3.4.7 Viterion Telemonitoring Equipment:	3-52
3.5 Honeywell HomeMed Health Monitoring System:	
Visiting Nurses Association (VNA)	3-55
3.5.1 Honeywell HomeMed Health Monitoring System	3-56
3.5.2 Honeywell HomMed MedPartner	3-58
3.5.3 Honeywell Homemed Health Monitoring System Criteria for Monitoring	3-59
3.5.4 Cost of Honeywell HomeMed Home Health Monitoring & MedPartner	3-60
3.5.5 Honeywell HomeMed Health Monitoring System FDA Class II, Hospital Grade, Medical Device	3-61
3.5.6 Honeywell HomMed Med Partner	3-62
3.6 TouchPointCare	3-63
3.6.1 TouchPointCare Telehealth Program	3-64
3.6.2 TouchPointCare Telemedicine Positioning	3-66
3.6.3 TouchPointCare Application	3-67
3.6.4 TouchPointCare Monitoring Functions	3-67
3.6.5 TouchPointCare Flexibility	3-73
3.6.6 TouchPointCare Disease Management Programs	3-75
3.6.7 TouchPointCare Opinion Surveys – Patients, Physicians, And Employees	3-76
3.7 Cardiocom System	3-79
3.8 Cardiocom Vital Sign Telemonitoring for CHF, COPD, Asthma, Diabetes, Hypertension, and Obesity	3-84
3.8.1 Cardiocom® Multi-Disease Management	3-85
3.8.2 Bosch / VRI	3-86
3.8.3 VRI Extends The Reach Of Bosch Healthcare Telehealth Solutions	3-86
3.9 Philips® Telemonitoring Services	3-87
3.9.1 Philips Steady Scale	3-89
3.10 Philips IntelliVue Application Server	3-91
3.11 AMCC	3-94
3.12 Biotronik Launches Cardiac Telemonitoring Devices	3-94
3.12.1 Biotronik Home Monitoring Lumax 540 Series State-Of-The-Art Features	3-95
3.13 Authentidate Holding	3-96
3.13.1 Authentidate Holding ExpressMD™ Solutions	3-97

Tele-Monitor Technology

4. TELE-MONITOR TECHNOLOGY	4-1
4.1 Patient-Centered /-Participatory Congestive Heart Failure Telemonitoring	4-1
4.1.1 Heart Failure Congress 2011	4-5
4.1.2 TIM-HF Study CHF	4-6
4.1.3 TheTEHAF study	4-8
4.1.4 Johns Hopkins Home-Based Telemonitoring	4-10
4.2 Diabetes Remote Monitoring	4-12
4.2.1 Diabetes Remote Monitoring Drivers	4-12
4.2.2 Partners HealthCare Diabetes Remote Monitoring Program Overview	4-13
4.2.3 Partners HealthCare Diabetes Monitoring Member	4-14
4.3 Partners Healthcare Blood Pressure Home Monitoring Health Initiative	4-18
4.3.1 Partners Healthcare Blood Pressure Connect	4-18
4.4 Medtronic	4-20

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

4.5	Health Monitoring	4-24
4.5.1	Patient-Centered Home Tele Health Monitoring	4-25
4.6	Chronic Heart Failure Clinical Studies	4-28
4.7	Texas Pilot Program	4-32
4.7.1	Obstructive Sleep Apnea (OSA) A Major Chronic Condition	4-33
4.7.2	Hypertension Intervention Nurse Telemedicine (HINTS) Study	4-33
4.8	Ingestible Event Marker	4-34
4.9	Real-Time Remote Medical Diagnosis System (RTRMDS)	4-35
4.9.1	Tele-pharmacy	4-35
4.9.2	Electronic Medical Records Detail Drug Information Effectiveness	4-36
4.9.3	Consumers Increasingly Involved In Treatment Decision-Making	4-36
4.10	Health Care Monitoring Solutions Technology	4-37
4.10.1	Health Information Exchange Services	4-38
4.11	Home-Based Care	4-40
4.12	'Mobile Health Clinics'	4-42
4.12.1	Self-Service Kiosks	4-42
4.12.2	Mobile Health Care	4-42
4.12.3	Mobile Office a Set Of Commonly Used Mobile Communication Tools	4-44
4.12.4	Telemedicine Allows Medical Professionals To Consult And Diagnose Patients Remotely	4-46
4.13	DICOM Index Tracker NDS Surgical Imaging, LLC	4-48
4.14	Population Of The Developed World Is Growing Older, Medical Costs Are Rising, Not Enough Doctors To Heal The Elderly Sick	4-49
4.14.1	Remote Monitoring Device	4-49
4.15	US Government Tele-Health Subcommittees	4-50
4.15.1	Telehealth Product Medical Device Regulation In The United States	4-51

Tele-Monitor Company Profiles

5. TELE-MONITOR COMPANY PROFILES	5-1	
5.1	Aerotel Medical Systems	5-1
5.2	American Heart Association (AHA)	5-1
5.2.1	American Hospital Association Awards the University of Rochester Medical Center's Pediatric Telemedicine Program Health-e-Access Recognition	5-2
5.3	AMAC American Medical Alert Corp. (NASDAQ:AMAC)	5-4
5.3.1	American Medical Alert Call Center Centric Solutions	5-5
5.3.2	AMAC American Medical Alert Corp Mission Statement	5-6
5.3.3	AMAC Operating Segments:	5-7
5.3.4	AMAC Markets Offerings	5-7
5.3.5	AMAC Health and Safety Monitoring Systems (HSMS)	5-8
5.3.6	AMAC Personal Emergency Response Systems (PERS)	5-8
5.3.7	AMAC / Lifecomm	5-9
5.3.8	Apria Healthcare and Other Strategic Alliance with AMAC	5-9
5.3.9	Visiting Nurse Service of New York and AMAC Contract for Provision of Home Monitoring Emergency Response System	5-10
5.3.10	AMAC Visiting Nurse Service of New York	5-11
5.3.11	AMAC Telehealth Systems	5-12
5.3.12	AMAC Telephony Based Communication Services (TBCS)	5-12

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

5.3.13	AMAC After Hours Answering Services	5-13
5.3.14	AMAC Concierge Services/Daytime Solutions	5-14
5.3.15	AMAC Call Centers	5-15
5.3.16	AMAC Marketing/Customers	5-18
5.3.17	AMAC Revenue	5-19
5.3.18	AMAC Health and Safety Monitoring	
	Systems (HSMS) Segment:	5-19
5.3.19	AMAC Personal Emergency Response Systems (PERS)	5-20
5.3.20	AMAC MedSmart®	5-20
5.3.21	AMAC MedTime®	5-21
5.3.22	AMAC Telehealth systems	5-21
5.3.23	AMAC Telephony Based Communication	
	Services (TBCS) Segment:	5-22
5.3.24	AMAC After Hours Answering Services	5-22
5.3.25	AMAC Pharmaceutical Support and Clinical Trial	
	Recruitment Services	5-25
5.3.26	AMAC / Third Premiere Pharmaceutical Company	5-25
5.3.27	AMAC Operating Segments Revenue	5-26
5.3.28	AMAC Medication Adherence Appliances	5-26
5.4	AMC Health	5-29
5.5	Athens Regional Home Health In-Home	
	Telemonitoring Services	5-32
5.6	Authentidate Holding Corp. (Nasdaq: ADAT)	5-33
5.6.1	Authentidate Holding ExpressMD™ Solutions Joint Venture	5-34
5.6.2	Authentidate Regional Service Offerings	5-35
5.6.3	Authentidate Holding Revenues	5-36
5.6.4	Authentidate Holding Remote Patient Monitoring	
	Solutions	5-39
5.6.5	Authentidate Holding VA Plan	5-39
5.6.6	Authentidate Holding Revenue	5-40
5.6.7	Authentidate Holding / EncounterCare	
	Solutions Joint Venture	5-41
5.7	Bayer HealthCare	5-42
5.7.1	Viterion TeleHealthcare	5-43
5.7.2	Bayer Diabetes Care	5-43
5.7.3	Bayer Nexavar in Combination with Chemotherapy Improves Progression-Free Survival in Patients with	
	Advanced Breast Cancer in Phase II Study	5-44
5.7.4	Bayer 2011 Revenue	5-44
5.8	Biotronik	5-46
5.8.1	Biotronik Electrotherapy	5-46
5.8.2	Biotronik Vascular Intervention	5-47
5.8.3	Biotronik CHF Study	5-48
5.9	Bosch Group	5-49
5.9.1	Robert Bosch Healthcare	5-50
5.9.2	Robert Bosch Remote Patient Monitoring Market	5-51
5.9.3	Robert Bosch Healthcare	5-52
5.9.4	Bosch Global Supplier Of Technology And Services	5-53
5.9.5	Bosch Healthcare Telehealth Systems	5-54
5.9.6	Bosch Healthcare Health Buddy System	5-56
5.9.7	Bosch Addresses Role of Compliance in Telehealth Adoption	5-57
5.9.8	Bosch North America Veterans Health Administration	5-57
5.9.9	Bosch / VRI	5-60
5.9.10	Robert Bosch Healthcare, Inc. Has Been Selected by	
	Connections365	5-61
5.9.11	Bosch Group and Health Hero Network	5-63
5.10	Cardiocom	5-64
5.11	Columbia University's Informatics for Diabetes	
	Education and Telemedicine	5-65

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

5.12	Connections365	5-65
5.13	Debiotech	5-65
5.14	Evident Health Services	5-66
5.14.1	Evident Health Services (EHS)	5-69
5.15	Gemalto / Cinterion	5-70
5.15.1	Cinterion	5-71
5.15.2	Gemalto / Cinterion	5-72
5.15.3	Gemalto / CINTERION Active	
	Member Of The Continua Alliance	5-75
5.15.4	Gemalto / Cinterion Mobile Health - M2M Telemonitoring	5-77
5.16	Home Healthcare Hospice and Community Services (HCS)	5-77
5.16.1	Home Healthcare Partners (HHP)	5-79
5.17	Honeywell	5-79
5.17.1	Honeywell HomeMed Health Monitoring System	5-80
5.17.2	Honeywell HomeMed Health Monitoring System: Health Visiting Nurses Association (VNA)	5-80
5.18	Johns Hopkins Launch Home Telemonitoring Education Initiative	5-81
5.19	LifeMasters	5-81
5.20	McKesson (NYSE:MCK)	5-82
5.20.1	McKesson Telehospice Technology	5-83
5.20.2	McKesson / Caris Healthcare	5-85
5.21	Medtronic	5-87
5.22	Montefiore / CMO, the Care Management Company	5-90
5.22.1	CMO, The Care Management Company	5-91
5.23	National Committee for Quality Assurance	5-92
5.24	Partners Healthcare	5-93
5.24.1	Partners HealthCare Focus Areas:	5-94
5.24.2	Partners Healthcare Digital Care Delivery	5-95
5.24.3	Partners Healthcare Patient Segmentation	5-95
5.24.4	Partners Healthcare Research and Evaluation Team	5-96
5.24.5	Partners Healthcare Sample Recent Telemonitoring Projects	5-98
5.24.6	Programs In Heart Failure, Hypertension, Diabetes And Other Chronic Conditions	5-98
5.24.7	Partners Healthcare Center for Connected Health	5-100
5.25	Philips	5-101
5.25.1	Philips Addresses Healthcare Landscape	5-101
5.25.2	Philips/Respironics Monitoring Solution Powered By Cinterion TC65i:	5-105
5.25.3	Philips Sales	5-106
5.25.4	Philips Healthcare	5-106
5.25.5	Royal Philips Revenue	5-109
5.25.6	Royal Philips Electronics / Respironics	5-115
5.25.7	Philips Respironics	5-117
5.25.8	Philips Respironics	5-119
5.26	REACH Health, Inc.	5-122
5.26.1	REACH HealthInc Comprehensive Telemedicine Solution	5-124
5.26.2	REACH Comprehensive Solutions	5-124
5.26.3	REACH Health Telemedicine	5-126
5.26.4	Reach Customers	5-126
5.27	STMicroelectronics (NYSE: STM)	5-127
5.27.1	Debiotech and STMicroelectronics	5-127
5.28	TeleAtrics™	5-128
5.29	Trifecta Technologies	5-130

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

5.30	Touch Point Care	5-131
5.30.1	Touch Point Care / Visiting Angels	5-131
5.30.2	Loyola Medical Center	5-132
5.30.3	LHC Group	5-132
5.30.4	Lexington Health Care	5-132
5.30.5	KSB Home Health	5-132
5.30.6	Home Care Health Services	5-133
5.30.7	Health Contact Partners - Wheeling, IL	5-134
5.30.8	Glaxo Smith Kline	5-134
5.30.9	Family Home Care	5-134
5.30.10	Aurora Health Care	5-135
5.30.11	Anderson Hospital Home Health Care	5-135
5.30.12	Almost Family/Caretenders	5-135
5.30.13	Advocate Home Health	5-136
5.31	University of Houston	5-136
5.32	Virtual Health	5-137
5.33	VRI 5-138	
5.33.1	VRI Digi Pal	5-139
5.33.2	VRI partnership with Robert Bosch Healthcare	5-140
5.33.3	VRI Digi Pal	5-141
5.33.4	VRI 5-143	
5.34	Selected Providers for Emergency Medical Care Monitoring	5-144

List of Tables and Figures

Tele-Monitor Executive Summary

Table ES-1	ES-2
Telemonitoring Market Driving Forces	
Table ES-2	ES-4
Tele-Monitor Market Shares, Dollars, Worldwide, 2010	
Figure ES-3	ES-5
Tele-monitors Shipped, Market Forecasts, Dollars, Worldwide, 2011-2017	
Table ES-4	ES-7
Tele-Monitoring Program Benefits	

Tele-Monitor Market Description and Market Dynamics

Table 1-1	1-8
Bosch Recommendations for Innovation Funded By The VA	8
Table 1-2	1-10
Monitoring Used To Take Measurements In Homecare Settings	
Table 1-3	1-11
Monitoring Measurement Functions In Homecare Settings	
Table 1-4	1-16
NEJM Letters That Critique The Telemonitoring Study	
Table 1-5	1-20
Physician Notification on CHF Using "SBAR"	
Table 1-6	1-24
Clinical Assessment and Response to Alert Provided by Telemonitor	

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Table 1-6 (Continued) Clinical Assessment And Response To Alert Provided By Telemonitor	1-25
Table 1-7 Clinical Assessment And Actions Taken To Alert Provided By Telemonitor	1-26
Table 1-8 US Healthcare Coverage Legislation Functions	1-28
Table 1-9 FDA Enforcement Actions And Remedies	1-34 34
Table 1-10 HIPAA Information Covered Entities	1-37
Table 1-11 HIPAA Information That Needs to Be Private	1-38 38
Table 1-12 HIPAA Information Sharing by Health Care Providers	1-40 40
Table 1-13 HIPAA Information Sharing Prohibitions	1-41 41
Table 1-14 HIPAA Information Managed via Court Order	1-42 42
Figure 1-15 HIPAA Privacy and Security Rule and Compliant Process	1-44 44
Figure 1-16 Establishing Remote Monitoring as Standard of Care	1-49 49

Tele-Monitor Market Shares and Market Forecasts

Table 2-1 Telemonitoring Market Driving Forces	2-2
Table 2-2 Tele-Monitoring Critical Issues Addressed	2-5
Table 2-3 Tele-Monitoring Clinical Results	2-6
Table 2-4 Tele Health Monitoring Problem Solution Aspects	2-7
Table 2-5 Tele-Monitor Market Shares, Dollars, Worldwide, 2010	2-10
Table 2-6 Tele-Monitor Market Shares, Dollars, Worldwide, 2010	2-11
Table 2-7 Gemalto CINTERION Wireless Module Functions	2-18
Figure 2-8 Tele-monitors Shipped, Market Forecasts, Dollars, Worldwide, 2011-2017	2-21
Table 2-9 Tele-monitor Market Forecasts, Units and Dollars, Worldwide, 2011-2017	2-22
Figure 2-10 Follow Up Link Increases Exponentially In Europe	2-33
Table 2-11 Tele-Monitoring Program Benefits	2-37
Table 2-12	2-44

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Tele-Monitoring Alarm Devices Figure 2-13	2-45
Tele-Monitor Regional Market Segments, 2010 Table 2-14	2-46
Tele-Monitor Regional Market Segments, 2010	

Tele-Monitor Product Description

Figure 3-1	3-1
Intel® GE Care Innovations Health Guide Table 3-2	3-5
Intel GE Care Innovations Health Guide Technology Functions Table 3-3	3-8
Intel GE Care Innovations Health Guide Functions Table 3-4	3-10
Intel GE Care Innovations Health Guide Key Design Elements Figure 3-5	3-11
Intel® GE Care Innovations Health Guide Blood Pressure Monitor Figure 3-6	3-12
Intel GE Care Innovations Health Guide Personalized Screen Presentation Table 3-7	3-14
Intel GE Care Innovations Health Guide Clinician Support Features Table 3-8	3-15
Intel® GE Care Innovations Health Care Management Suite Software Tools Functions Table 3-9	3-17
Intel GE Care Innovations Parkinsons Telemonitoring Data Set Table 3-10	3-19
Intel GE Care Innovations Parkinsons Telemonitoring Attribute Information: Figure 3-11	3-20
Intel® Health Guide Table 3-12	3-23
Intel® Health Guide Patient Conditions Monitored Table 3-13	3-24
Intel® Health Guide Chronic Disease Conditions Monitored Table 3-14	3-24
Intel® Health Guide Target Markets Figure 3-15	3-31
STMicroelectronics Telemonitoring System Figure 3-16	3-32
ST Integrated Remote Monitoring Solution For Advanced Telemedicine Platforms Figure 3-17	3-33
ST Integrated Remote Monitoring Solution For Advanced Telemedicine Vital Signs Monitored Table 3-18	3-34
ST Integrated Remote Monitoring Solution For Advanced Telemedicine Formats Table 3-19	3-40
McKesson / Bosch Telehealth Advisor Benefits	

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Table 3-20	3-41
McKesson / Bosch Telehealth Advisor Features	
Figure 3-21	3-43
Viterion 100	
Figure 3-22	3-44
Viterion 200	
Table 3-23	3-45
Viterion TeleHealth Monitor Measurement Of Vital Signs:	
Table 3-24	3-47
ViterionNET Administrator Features:	
Figure 3-25	3-48
Viterion Monitor	
Table 3-26	3-49
ViterionNET Healthcare Provider Features:	
Table 3-27	3-54
Viterion Telemonitoring Study Parameters:	
Table 3-28	3-55
Viterion Telemonitoring Study Statistics:	
Table 3-29	3-57
Honeywell Homemed Health Monitoring System	
Vital Signs Features	
Table 3-30	3-58
Honeywell Homemed Health Monitoring System Features	
Table 3-31	3-59
Honeywell Homemed Health Monitoring Med	
Partner System Features	
Table 3-32	3-60
Honeywell Homemed Health Monitoring System	
Criteria for Monitoring	
Table 3-33	3-61
Honeywell HomeMed Health Monitoring System Functions	
Table 3-34	3-62
Honeywell HomMed Recommended Criteria for Monitoring	
Table 3-35	3-65
TouchPointCare Telehealth Target Markets	
Table 3-36	3-66
TouchPointCare Telemedicine Positioning	
Table 3-37	3-68
TouchPoint Monitoring Functions	
Table 3-38	3-70
TouchPointCare Target Functions	
Table 3-39	3-71
TouchPointCare Target Markets	
Table 3-40	3-72
TouchPointCare Features	
Table 3-41	3-73
TouchPointCare Technology Deployment Features	
Table 3-42	3-77
TouchPointCare Monitoring Key benefits	
Table 3-43	3-80
Cardiocom System Vital Signs Disease Conditions Telemonitoring	
Table 3-44	3-81

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Cardiocom System Vital Signs Telemonitoring Solutions Functions Table 3-45	3-82
Cardiocom System Modules Table 3-46	3-83
Cardiocom System Modules Table 3-47	3-88
Types of Patients Referred For Philips AseraCare Telemonitoring Services At Hospital Discharge Table 3-48	3-89
Value of Philips Home Telemonitoring Figure 3-49	3-90
Philips Decision Support for Home Telemonitoring Table 3-50	3-92
Application Server: Systems Integration Features	

Tele-Monitor Technology

Table 4-1 New England Journal of Medicine (NEJM) Sarwat I. Chaudhry, M.D Telemonitoring Research and Letters That Critique The Study Table 4-2	4-2 4-15
Evident Health Services Target Patient Metrics, Best Practice Targets Blood Pressure, Blood Lipids Table 4-2 (Continued)	4-16
Evident Health Services Target Patient Metrics, Best Practice Targets Blood Pressure, Blood Lipids Table 4-3	4-17
Evident Health Services Target Patient Metrics, Best Practice Obesity and Insulin Targets Table 4-4	4-19
Partners Healthcare Tele-Monitoring Benefits Figure 4-5	4-20
Medtronic CareLink Disease Management Figure 4-6	4-21
Medtronic Device Monitoring and Disease Management Figure 4-7	4-22
Device Follow-up and Disease Management Figure 4-8	4-23
Medtronic Cardiac Implantable Device Monitoring Heart Failure Guidelines Figure 4-9	4-27
Viterion Device for Tele-Health Monitoring Table 4-10	4-38
Health Information Exchange services Example Solutions Table 4-11	4-39
Health Information Exchange Services Benefits Table 4-12	4-41
Home-Based Care Telemedicine Benefits Table 4-13	4-43
Mobile Health Care Solution Table 4-14	4-45

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Mobile Office Solutions	
Table 4-15	4-47
Telehealth Readiness Assessment System Functions	

Tele-Monitor Company Profiles

Table 5-1	5-15
AMAC Call Centers	
Figure 5-2	5-23
AMAC / Intel® Health Guide	
Figure 5-3	5-24
AMAC / Bosch Health Buddy®	
Table 5-5	5-27
AMAC Call Centers	
Figure 5-6	5-30
AMC Health Telehealth Positioning	
Figure 5-7	5-31
AMC Positioning to Provide Continuity of Care for Chronic Conditions	
Table 5-8	5-38
Authentidate Holding Positioning and Risks	
Table 5-9	5-47
Biotronik Electrotherapy Devices	
Table 5-10	5-48
Biotronik Electrotherapy Devices	
Table 5-11	5-64
Cardiocom Patient Conditions For Telemonitoring And Disease Management	
Table 5-12	5-68
Key Components of Evident Health Services Methodology	
Table 5-13	5-69
Key Components of Evident Health Services Collaboration	
Table 5-14	5-75
Gemalto / CINTERION Wireless Module Functions	
Figure 5-15	5-76
CINTERION Global Interoperable Personal Health Solutions Architecture	
Figure 5-16	5-76
Gemalto / Cinterion Wireless Data Transmission	
Table 5-17	5-83
McKesson Telehealth Advisor Critical Issues Addressed	
Table 5-18	5-84
McKesson Telehealth Advisor Clinical Results	
Figure 5-19	5-88
Medtronic EMR Systems	
Figure 5-20	5-89
Medtronic Carelink Value Propositions	
Table 5-21	5-97
Partners Healthcare Connected Health Consulting Services	
Table 5-22	5-99
Partners Healthcare Heart Failure, Hypertension, Diabetes And Chronic Condition Programs	

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

Table 5-23 Philips Positions To Simplify Global Healthcare Delivery For The Long Term	5-103
Table 5-24 Philips Healthcare Delivery Product Positioning	5-104
Figure 5-25 Philips Healthcare Positioning	5-107
Figure 5-26 Philips Healthcare Equipment Order Intake Trends	5-109
Figure 5-27 Philips Revenue Market Segments	5-110
Figure 5-27 Philips Employee, Manufacturing, and Research Profile	5-111
Figure 5-28 Philips Continuing Sales Growth in Emerging Markets	5-112
Figure 5-29 Philips Gaining Share And Leadership in Emerging Markets	5-114
Figure 5-30 Philips Delivering Margin Improvement and Decreasing Manufacturing Overhead	5-117
Figure 5-31 Philips Healthcare Information Systems Market Shares	5-118
Table 5-32 TeleAtrics™Childcare Center Features	5-129
Table 5-33 VRI Units Monitored	5-141
Table 5-34 VRI Services to Partners	5-142

ABOUT THE COMPANY

WINTERGREEN RESEARCH, RESEARCH STRATEGY RELATES TO IDENTIFYING MARKET TRENDS THROUGH READING AND INTERVIEWING OPINION LEADERS. BY USING ANALYSIS OF PUBLISHED MATERIALS, INTERVIEW MATERIAL, PRIVATE RESEARCH, DETAILED RESEARCH, SOCIAL NETWORK MATERIALS, BLOGS, AND ELECTRONIC ANALYTICS, THE MARKET SIZE, SHARES, AND TRENDS ARE IDENTIFIED. ANALYSIS OF THE PUBLISHED MATERIALS AND INTERVIEWS PERMITS WINTERGREEN RESEARCH SENIOR ANALYSTS TO LEARN A LOT MORE ABOUT MARKETS. DISCOVERING, TRACKING, AND THINKING ABOUT MARKET TRENDS IS A HIGH PRIORITY AT WINTERGREEN RESEARCH. AS WITH ALL RESEARCH, THE VALUE PROPOSITION FOR COMPETITIVE ANALYSIS COMES FROM INTELLECTUAL INPUT.

WINTERGREEN RESEARCH, FOUNDED IN 1985, PROVIDES STRATEGIC MARKET ASSESSMENTS IN TELECOMMUNICATIONS, COMMUNICATIONS EQUIPMENT, HEALTH CARE, SOFTWARE, INTERNET, ENERGY GENERATION, ENERGY STORAGE, RENEWABLE ENERGY, AND ADVANCED COMPUTER TECHNOLOGY.

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

INDUSTRY REPORTS FOCUS ON OPPORTUNITIES THAT EXPAND EXISTING MARKETS OR DEVELOP MAJOR NEW MARKETS. THE REPORTS ACCESS NEW PRODUCT AND SERVICE POSITIONING STRATEGIES, NEW AND EVOLVING TECHNOLOGIES, AND TECHNOLOGICAL IMPACT ON PRODUCTS, SERVICES, AND MARKETS. INNOVATION THAT DRIVES MARKETS IS EXPLORED. MARKET SHARES ARE PROVIDED. LEADING MARKET PARTICIPANTS ARE PROFILED, AND THEIR MARKETING STRATEGIES, ACQUISITIONS, AND STRATEGIC ALLIANCES ARE DISCUSSED. THE PRINCIPALS OF WINTERGREEN RESEARCH HAVE BEEN INVOLVED IN ANALYSIS AND FORECASTING OF INTERNATIONAL BUSINESS OPPORTUNITIES IN TELECOMMUNICATIONS AND ADVANCED COMPUTER TECHNOLOGY MARKETS FOR OVER 30 YEARS.

THE STUDIES PROVIDE PRIMARY ANALYTICAL INSIGHT ABOUT THE MARKET PARTICIPANTS. BY PUBLISHING MATERIAL RELEVANT TO THE POSITIONING OF EACH COMPANY, READERS CAN LOOK AT THE BASIS FOR ANALYSIS. BY PROVIDING DESCRIPTIONS OF EACH MAJOR PARTICIPANT IN THE MARKET, THE READER IS NOT DEPENDENT ON ANALYST ASSUMPTIONS, THE INFORMATION BACKING THE ASSUMPTIONS IS PROVIDED, PERMITTING READERS TO EXAMINE THE BASIS FOR THE CONCLUSIONS.

ABOUT THE PRINCIPAL AUTHORS

ELLEN T. CURTISS, TECHNICAL DIRECTOR, CO-FOUNDER OF WINTERGREEN RESEARCH, CONDUCTS STRATEGIC AND MARKET ASSESSMENTS IN TECHNOLOGY-BASED INDUSTRIES. PREVIOUSLY SHE WAS A MEMBER OF THE STAFF OF ARTHUR D. LITTLE, INC., FOR 23 YEARS, MOST RECENTLY AS VICE PRESIDENT OF ARTHUR D. LITTLE DECISION RESOURCES, SPECIALIZING IN STRATEGIC PLANNING AND MARKET DEVELOPMENT SERVICES. SHE IS A GRADUATE OF BOSTON UNIVERSITY AND THE PROGRAM FOR MANAGEMENT DEVELOPMENT AT HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION. SHE IS THE AUTHOR OF RECENT STUDIES ON WORLDWIDE TELECOMMUNICATIONS MARKETS, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

SUSAN EUSTIS, PRESIDENT, CO-FOUNDER OF WINTERGREEN RESEARCH, IS A SENIOR ANALYST. SHE HAS DONE RESEARCH IN COMMUNICATIONS, HEALTHCARE EQUIPMENT, AND COMPUTER MARKETS AND APPLICATIONS. SHE HOLDS SEVERAL PATENTS IN MICROCOMPUTING AND PARALLEL PROCESSING. SHE HAS THE ORIGINAL PATENTS IN ELECTRONIC VOTING MACHINES. SHE HAS NEW PATENT APPLICATIONS IN FORMAT VARYING, MULTIPROCESSING, AND ELECTRONIC VOTING. SHE IS THE AUTHOR OF RECENT STUDIES OF THE REGIONAL BELL OPERATING COMPANIES' MARKETING STRATEGIES, INTERNET EQUIPMENT, BIOMETRICS, A STUDY OF INTERNET EQUIPMENT, WORLDWIDE TELECOMMUNICATIONS EQUIPMENT, TOP TEN TELECOMMUNICATIONS, DIGITAL LOOP CARRIER, WEB HOSTING, WEB SERVICES, AND APPLICATION INTEGRATION MARKETS. MS. EUSTIS IS A GRADUATE OF BARNARD COLLEGE.

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING

WinterGreen Research, INC.

ORDER FORM

Return To: WinterGreen Research, Inc.

6 Raymond Street

Lexington, MA 02421 USA

Phone: (781) 863-5078 --- Fax: (781) 863-1235 (preferred) info@wintergreenresearch.com

PLEASE ENTER MY ORDER FOR:

Tele Health Monitoring: Market Shares, Strategies, and Forecasts, Worldwide, 2011-2017

-ALL REPORTS ARE AVAILABLE IN EITHER PRINT OR PDF-

_____ **PDF** _____ **PRINT**

___ ENCLOSED IS MY CHECK FOR \$3,600 FOR SINGLE COPY, \$7,200 FOR WEB SITE POSTING

___ PLEASE BILL MY COMPANY USING P.O. NUMBER _____

___ PLEASE CHARGE MY MASTERCARD/VISA/AMERICAN EXPRESS—

CARD NUMBER _____ EXP. DATE _____

If charging to a credit card use the shopping card order form on the Internet, fax, or call.

NAME _____ TITLE _____

SIGNATURE _____

COMPANY _____ DIVISION _____

ADDRESS _____

CITY _____ STATE / ZIP _____

TELEPHONE _____

FAX _____

EMAIL _____

PLEASE NOTE: RESIDENTS OF MASSACHUSETTS AND CONNECTICUT MUST INCLUDE APPROPRIATE SALES TAX

SUBSCRIBERS OUTSIDE THE UNITED STATES MUST PROVIDE PREPAYMENT IN U.S. FUNDS

REPORT # SH24712313

443 PAGES

156 TABLES AND FIGURES

2011

\$3,600 SINGLE COPY -- \$7,200 WEB SITE POSTING