

## List of Tables and Figures

Table ES-1 ES-3  
Factors Driving Tele-Medicine Adoption

Table ES-2 2-5  
Factors Likely To Create Shift To Tele-medicine

Table ES-3 2-6  
Tele-medicine Adoption Rate Issues And Concerns

Figure ES-4 2-6  
Tele-medicine Market Factors

Figure ES-5 2-8  
Aging of the Population, 600 Million Elderly Individuals World Wide

Figure ES-6 2-9  
Tele-medicine Challenge: One Billion Adults Over  
Weight, 86 Million Individuals with Chronic Conditions

Figure ES-7 2-10  
Tele-medicine Goal: Improve Lifestyle Choices

Table ES-8 2-12  
Tele-medicine Market Driving Forces

Table ES-9 2-15  
Tele-medicine Critical Issues Addressed

Table ES-10 2-16  
Tele-Medicine Clinical Results

Table ES-11 2-17  
Tele Health Monitoring Problem Solution Aspects

Table ES-12 2-19  
Tele-Medicine Devices for Clinical Tracking of  
Chronic Disease Market Shares, Dollars, Worldwide, 2012

Figure ES-13 2-21  
TeleMedicine Patient Modules and Nursing Stations,  
Market Forecasts Dollars, Worldwide, 2013-2019

Figure 1-1  
Remote Monitoring as Standard of Care

Table 1-2  
Telemedicine Nursing Stations Typical Telemonitoring Questions

Table 1-3  
Remote Patient Monitoring Device Uses

Table 1-4  
Clinical Assessment and Response to Alert Provided by Telemonitor

Table 1-4 (Continued)  
Clinical Assessment And Response To Alert Provided By  
Telemonitor

Table 1-5  
Clinical Assessment And Actions Taken To Alert Provided By  
Telemonitor

Table 1-6  
Telehealth Solutions Benefits

Table 1-7  
Monitoring Used To Take Measurements In Homecare Settings  
Table 1-8  
Monitoring Measurement Functions In Homecare Settings  
Table 1-9  
Bosch Recommendations for Innovation Funded By The VA  
Table 1-10  
Intel Health Guide Functions  
Table 1-11  
Intel® Health Care Management Suite of Software Tools  
Table 1-11  
NEJM Letters That Critique The Telemonitoring Study  
Table 1-12  
Physician Notification on CHF Using “SBAR”  
Table 1-13  
US Healthcare Coverage Legislation Functions  
Table 1-14  
FDA Enforcement Actions And Remedies  
Table 1-15  
HIPAA Information Covered entities  
Table 1-16  
HIPAA Information That Needs to Be Private  
Table 1-17  
HIPAA Information Sharing by Health Care Providers  
Table 1-18  
HIPAA Information Sharing Prohibitions  
Table 1-19  
HIPAA Information Managed via Court Order  
Figure 1-20  
HIPAA Privacy and Security Rule and Compliant Process  
Table 2-1  
Factors Driving Tele-Medicine Adoption  
Table 2-2  
Tele-medicine Clinical Results  
Table 2-3  
Tele Health Monitoring Problem Solution Aspects  
Table 2-4  
Tele-Medicine Devices for Clinical Tracking of Chronic  
Disease Market Shares, Dollars, Worldwide, 2012  
Table 2-5  
Tele-Medicine Devices for Clinical Tracking of Chronic Disease  
Market Shares, Dollars, Worldwide, 2012  
Figure 2-6  
TeleMedicine Patient Modules and Nursing Stations, Market  
Forecasts Dollars, Worldwide, 2013-2019  
Table 2-7

Tele-Medicine Market Forecasts Dollars, Worldwide, 2013-2019  
Figure 2-8  
Healthcare Patient, Physician, and Facility Decision Support  
Market Forecasts, Dollars, Worldwide, 2012-2019  
Table 2-9  
Healthcare Decision Support Market Dollars, Worldwide, 2013-2019  
Figure 2-10  
Healthcare Patient Decision Support Market Forecasts, Dollars,  
Worldwide, 2012-2019  
Figure 2-11  
Decision Support Market Forecasts, Dollars, Worldwide,  
2012-2019  
Table 2-12  
Remote And Wireless Patient Monitoring Device Using  
Wireless Networks  
Table 2-13  
Tele-Medicine and M-Health Sensor Market Forecasts Dollars,  
Worldwide, 2013-2019  
Table 2-14  
Tele-Medicine and M-Health Carrier Service Provider  
Cloud SaaS Market Forecasts Dollars, Worldwide, 2013-2019  
Table 2-15  
Cloud Computing Platform Systems of Engagement Solutions  
Market Shares, Dollars, Worldwide, 2012  
Table 2-16  
Drivers for the Adoption of Telepresence Solutions  
Table 2-17  
Telemedicine Video Conferencing Telepresence Market Shares,  
Dollars, Worldwide, 2012  
Figure 2-18  
M-Health Regional Market Segments, 2012  
Table 2-19  
M-Health Regional Market Segments, 2012  
Figure 2-20  
Telemedicine Regional Market Segments, 2012  
Table 2-21  
Telemedicine Regional Market Segments, 2012  
Tele-Medicine / M-Health Market Shares and Market Forecasts: Expanded Version  
Table 2-22  
Factors Driving Tele-Medicine Adoption  
Table 2-23  
Factors Likely To Create Shift To Tele-medicine  
Table 2-24  
Tele-medicine Adoption Rate Issues And Concerns  
Figure 2-25  
Tele-medicine Market Factors

Figure 2-26  
Aging of the Population, 600 Million Elderly Individuals World Wide  
Figure 2-27  
Tele-medicine Challenge: One Billion Adults Over Weight, 86  
Million Individuals with Chronic Conditions  
Figure 2-28  
Tele-medicine Goal: Improve Lifestyle Choices  
Table 2-29  
Tele-medicine Market Driving Forces  
Table 2-30  
Tele-medicine Critical Issues Addressed  
Table 2-31  
Tele-medicine Clinical Results  
Table 2-32  
Tele Health Monitoring Problem Solution Aspects  
Table 2-33  
Tele-Medicine Devices for Clinical Tracking of Chronic  
Disease Market Shares, Dollars, Worldwide, 2012  
Table 2-34  
Tele-Medicine Devices for Clinical Tracking of Chronic  
Disease Market Shares, Dollars, Worldwide, 2012  
Figure 3-35  
IBM Watson Transforms Healthcare Delivery  
Table 2-36  
Gemalto CINTERION Wireless Module Functions  
Figure 2-37  
TeleMedicine Patient Modules and Nursing Stations,  
Market Forecasts Dollars, Worldwide, 2013-2019  
Table 2-38  
Tele-Medicine Market Forecasts Dollars, Worldwide, 2013-2019  
Table 2-39  
Tele-Medicine Market Forecasts by Patient Module and by  
Nursing Station Modules, Units and Dollars, Worldwide,  
2013-2019  
Table 2-40  
Tele-medicine Device and Software Market Forecasts,  
Units and Dollars, Worldwide, 2012-2018  
Figure 2-41  
Congestive Heart Failure (CHF) Patients Worldwide, Forecasts,  
Number, 2012-2018  
Figure 2-42  
Diabetes Patients Worldwide, Forecasts, Number, 2012-2018  
Table 2-43  
Number of Patients with Disease Conditions Requiring  
Wheelchairs, By Diagnosis, Number, Worldwide, 2012-2018  
Table 2-44

Healthcare IT Customer Needs and Carrier Service Provider  
Telemedicine Benefits  
Table 2-45  
Carrier Service Provider Cloud Telemedicine Advantages  
Table 2-46  
Tele-Medicine and M-Health Carrier Service Provider Cloud SaaS  
Market Forecasts Dollars, Worldwide, 2013-2019  
Table 2-47  
Cloud Computing Platform Systems of Engagement Solutions  
Market Shares, Dollars, Worldwide, 2012  
Figure 2-48  
Follow Up Link Increases Exponentially In Europe  
Table 2-49  
Tele-Medicine Program Benefits  
Table 2-50  
Tele-medicine Alarm Devices  
Table 2-51  
Healthcare Decision Support Software Market Shares,  
Dollars, Worldwide, 2012  
Figure 2-52  
Healthcare Decision Support Software Market Shares, Dollars,  
Worldwide, 2012  
Figure 2-53  
Healthcare Patient, Physician, and Facility Decision Support  
Market Forecasts, Dollars, Worldwide, 2012-2019  
Table 2-54  
Healthcare Decision Support Market Dollars, Worldwide, 2013-2019  
Table 2-55  
Natural Language Healthcare Decision Support Market  
Dollars and Units, Worldwide, 2012-2019  
Figure 2-56  
Healthcare Decision Support Market Forecasts, Facility,  
Research, and Insurers, Dollars, Worldwide, 2013-2019  
Figure 2-57  
Healthcare Patient Decision Support Market Forecasts, Dollars,  
Worldwide, 2012-2019  
Table 2-58  
Smart Phone Market Shares, Units and Dollars, Worldwide, 2011  
Table 2-59  
Total Smart Phone Installed Base Units, Worldwide, 2012-2018  
Table 2-60  
Healthcare Physician Decision Support Market Forecasts, Dollars,  
Worldwide, 2012-2019  
Table 2-61  
Remote And Wireless Patient Monitoring Device Using  
Wireless Networks

Figure 2-62  
Healthcare Decision Support Market Forecasts, Facility,  
Research, and Insurers, Dollars, Worldwide, 2013-2019  
Table 2-63  
The Medicare Tele-health Originating Site Facility Fee and MEI  
Increase by the Applicable Time Period  
Figure 2-64  
Healthcare Decision Support Market Forecasts, Facility,  
Research, and Insurers, Dollars, Worldwide, 2013-2019  
Figure 2-65  
M-Health Regional Market Segments, 2012  
Table 2-66  
M-Health Regional Market Segments, 2012  
Figure 2-67  
Telemedicine Regional Market Segments, 2012  
Table 2-68  
Telemedicine Regional Market Segments, 2012  
Figure 3-1  
Bosch Health Buddy System  
Table 3-2  
Bosch Health Buddy System Components  
Figure 3-3  
Bosch Health Buddy Decision Support Dashboard and Heat Map  
Table 3-4  
Bosch Healthcare Telemedicine Solution  
Figure 3-5  
Bosch Health Buddy System  
Table 3-6  
Bosch Health Buddy System Patient Uses for Custom Messaging  
Figure 3-7  
Bosch ViTelCare™ T400 Home Health Monitor  
Figure 3-8  
Bosch Decision Support  
Table 3-9  
Bosch ViTelCare Functions  
Table 3-10  
McKesson / Bosch Telemedicine Advisor Benefits  
Table 3-11  
McKesson / Bosch Telemedicine Advisor Features  
Table 3-12  
Viterion Tele-medicine UK Department of Health (DOH)  
Initial Findings from Whole System Demonstrator (WSD) Program  
Figure 3-13  
Viterion 200  
Table 3-14  
Viterion Telemedicine Monitor Measurement Of Vital Signs:

Figure 3-15  
Viterion 100  
Table 3-16  
ViterionNET Administrator Features:  
Figure 3-17  
Viterion Monitor  
Table 3-18  
ViterionNET Healthcare Provider Features:  
Table 3-19  
Viterion Telemonitoring Study Parameters:  
Table 3-20  
Viterion Telemonitoring Study Statistics:  
Table 3-21  
Honeywell HomMed Genesis Touch Key features  
Table 3-22  
Honeywell Homemed Health Monitoring System Vital Signs Features  
Table 3-23  
Honeywell Homemed Health Monitoring System Features  
Table 3-24  
Honeywell Homemed Health Monitoring Med Partner System Features  
Table 3-25  
Honeywell Homemed Health Monitoring System Criteria for Monitoring  
Table 3-26  
Honeywell HomeMed Health Monitoring System Functions  
Table 3-27  
Honeywell HomMed Recommended Criteria for Monitoring  
Figure 3-28  
Cardiocom Commander  
Table 3-29  
Cardiocom Commander Features  
Table 3-30  
Cardiocom Commander Modular Functions  
Table 3-31  
Cardiocom Commander Home Telemedicine Management of Complex3Conditions  
Table 3-32  
Cardiocom System Vital Signs Disease Conditions Telemonitoring  
Table 3-33  
Cardiocom Commander Features  
Figure 3-34  
Cardiocom Comprehensive Monitoring Solution  
Table 3-35  
Cardiocom System Vital Signs Telemonitoring Solutions Functions  
Table 3-36  
Cardiocom System Modules  
Table 3-37  
Cardiocom System Modules

Table 3-38  
Philips HeartStart Telemedicine Benefits for Receiving Hospitals  
Table 3-39  
Philips HeartStart Telemedicine Benefits for EMS  
Table 3-40  
Application Server: Systems Integration Features  
Table 3-41  
Philips IntelliVue Application Server Functions  
Table 3-42  
Value of Philips Home Telemonitoring  
Figure 3-43  
Philips Decision Support for Home Telemonitoring  
Figure 3-44  
Intel® Health Guide: Healthcare Technology  
Table 3-45  
Intel-Based Computers Positioning for Rural Areas Worldwide  
Figure 3-46  
Intel Telemedicine Device  
Figure 3-47  
IBM Cognitive Computing for Healthcare  
Figure 3-48  
IBM Cognitive Computing Decision Support  
Figure 3-49  
IBM Watson Transforms Healthcare Delivery  
Figure 3-50  
IBM Mobile Foundation  
Figure 3-51  
IBM Mobile Enterprise Capabilities  
Table 3-52  
IBM Builds, Manages, Deploys & Hosts Cross Platform Applications  
Figure 3-53  
IBM Mobile Application Development Models  
Table 3-54  
MERCURY™ Web Telemedicine Parameters  
Figure 3-55  
Mercury Web Telemedicine  
Figure 3-56  
ZTE Supports Remote Delivery of Medical Care  
Figure 3-57  
Vidyo Conferencing Extending the Reach Of Healthcare  
Table 3-58  
Vidyo for Healthcare Applications:  
Figure 3-59  
Vidyo API  
Figure 3-60  
Philips Telemedicine Monitor



Figure 3-61  
GlobalMed Telemedicine Carts  
Figure 3-62  
GlobalMed Telemedicine Carts Mobile Medical Stations  
Figure 3-63  
GlobalMed Telemedicine Cart | Mobile Medical Station  
Figure 3-64  
GlobalMed i8500 Teleaudiology Station  
Figure 3-65  
GlobalMed Telehealth Cameras  
Figure 3-66  
GlobalMed TotalExam™ HD Examination Camera  
Figure 3-67  
TotalExam™ Examination Camera  
Figure 3-68  
GlobalMed iREZ® i5770 PTZ Camera  
Table 5-69  
Mayo Clinic Services  
Figure 5-70  
Kaiser Thrive Campaign  
Table 5-71  
Kaiser Services  
Figure 3-72  
Polycom Telehealth  
Figure 3-73  
Polycom RealPresence Cloud Collaboration Center  
Table 3-74  
Polycom RealPresence Cloud Collaboration Center Features  
Table 3-75  
Polycom RealPresence Cloud Collaboration Center Two  
Seater Components  
Table 3-76  
Polycom RealPresence Cloud Collaboration Center Four Seater Components  
Figure 3-77  
TelePresence System 3200 Series  
Table 3-78  
Cisco TelePresence System 3200 Functions:  
Figure 3-79  
Cisco Hospital Video Surveillance  
Figure 3-80  
Vidyo Telehealth  
Figure 3-81  
Intel mHealth  
Figure 3-82  
GreatCall Leverages Samsung Mobile Phone  
Table 3-83

GreatCall 5Star Urgent Response  
Figure 3-84  
Logitech Lifesize Product Matrix  
Table 3-85  
AT&T Virtual Care Benefits  
Table 3-86  
AT&T Imaging in the Cloud Benefits:  
Figure 3-87  
AT&T Medical Imaging and Information Management  
Figure 3-88  
Verizon University of Virginia Remote Telemedicine Program  
Figure 3-89  
MedApps HealthPAL  
Figure 3-90  
Care Innovations Telemedicine Tablet Device  
Figure 3-91  
Care Innovations Telemedicine Devices  
Figure 3-92  
Care Innovations Telemedicine Monitoring Blood Pressure  
Figure 3-93  
Care Innovations Telemedicine Monitor Screen  
Figure 3-94  
Care Innovations Telemedicine Video Conferencing  
Figure 3-95  
Care Innovations Telemedicine Monitor  
Table 3-96  
Nurse Call Center Manages Information Typical AMCC  
Telemonitoring Questions For Patients  
Figure 3-97  
Viterion Telemedicinecare Nursing Station  
Figure 3-98  
Cardiocom Integrated Systems  
Figure 3-99  
Cardiocom Device Platforms  
Table 3-100  
Kiwok BodyKom ECG Features  
Figure 3-101  
A&D Medical Scale  
Table 3-102  
A&D Medical XL-18 Activity Monitor Product Features  
Figure 3-103  
A&D Medical XL-18 Tri-Axial Activity Monitor  
Figure 3-104  
A&D Medical DataSend Personal Blood Pressure Monitor  
Figure 3-105  
Wellness Connected Wireless Blood Pressure Monitor

UA-851THX Product Features  
Table 3-106  
Types of Patients Referred For Philips AseraCare Telemonitoring  
Services At Hospital Discharge  
Table 3-107  
TouchPointCare Telemedicine Target Markets  
Table 3-108  
TouchPointCare Telemedicine Positioning  
Table 3-109  
TouchPoint Monitoring Functions  
Table 3-110  
TouchPointCare Target Functions  
Table 3-111  
TouchPointCare Target Markets  
Table 3-112  
TouchPointCare Features  
Table 3-113  
TouchPointCare Technology Deployment Features  
Table 3-114  
TouchPointCare Monitoring Key benefits  
Table 3-115  
Hospital Telemedicine Solutions  
Table 3-116  
Medical Sensor Technologies  
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  
Evident Health Services Target Patient Metrics,  
Best Practice Targets Blood Pressure, Blood Lipids  
Table 4-2 (Continued)  
Evident Health Services Target Patient Metrics,  
Best Practice Targets Blood Pressure, Blood Lipids  
Table 4-3  
Evident Health Services Target Patient Metrics,  
Best Practice Obesity and Insulin Targets  
Table 4-4  
Partners Healthcare Tele-Monitoring Benefits  
Figure 4-5  
Medtronic CareLink Disease Management  
Figure 4-6  
Medtronic Device Monitoring and Disease Management  
Figure 4-7  
Device Follow-up and Disease Management  
Figure 4-8

Medtronic Cardiac Implantable Device Monitoring  
Heart Failure Guidelines  
Figure 4-9

Viterion Device for Tele-Health Monitoring  
Figure 4-10

Continua Interfaces and Standards for Telemedicine  
Figure 4-11

Continua Telemedicine Ecosystem Development  
Figure 4-12

Continua Personal Connected Healthcare Solution  
Figure 4-13

Payer Impact on Telemedicine  
Figure 4-14

PPACA Telemedicine Quality Improvement  
Figure 4-15

Philips Telemedicine Operating Model  
Table 4- 16

Healthcare Education: Value Categories and KPIs  
Table 4-17

Telemedicine Accessibility Functions  
Table 4-18

Healthcare Delivery In A Community Context  
Table 4-19

Health Information Exchange services Example Solutions  
Table 4-20

Health Information Exchange Services Benefits  
Table 4-21

Home-Based Care Telemedicine Benefits  
Table 4-22

Mobile Health Care Solution  
Table 4-23

Mobile Office Solutions  
Table 4-24

Telehealth Readiness Assessment System Functions  
Table 5-1

A&D Positioning:  
Figure 5-2

A&D Wellness Connected Solutions  
Figure 5-3

A&D Wellness Connected Wireless Precision Scale  
Figure 5-4

A&D Wellness Connected Wireless Blood Pressure Monitor  
Table 5-5

AT&T Mobile Security Benefits  
Table 5-6

Authentidate Holding Positioning and Risks

Table 5-7  
Biotronik Electrotherapy Devices  
Table 5-8  
Biotronik Electrotherapy Devices  
Table 5-9  
Cardiac Patient Conditions For Telemonitoring And  
Disease Management  
Figure 5-10  
Continua Telemedicine Board Members  
Figure 5-11  
Continua Telemedicine Promoter Members  
Figure 5-12  
Continua Telemedicine Challenges  
Table 5-13  
Key Components of Evident Health Services Methodology  
Table 5-14  
Key Components of Evident Health Services Collaboration  
Table 5-15  
Gemalto / CINTERION Wireless Module Functions  
Figure 5-16  
CINTERION Global Interoperable Personal Health Solutions Architecture  
Figure 5-17  
Gemalto / Cinterion Wireless Data Transmission  
Table 5-18  
Honeywell HomMed Genesis Touch Key features  
Table 5-19  
IBM PureSystems Target Industries  
Table 5-20  
JSC CEM Technology  
Table 5-21  
CEM®-ThermoDiagnostics Personal Thermograph  
Target Audience and Aims  
Table 5-22  
Personal thermograph “CEM®-ThermoDiagnostics” for  
Professional And Domestic Use  
Table 5-23  
Prices for CEM®-ThermoDiagnostics Personal Thermograph:  
Table 5-24  
Logitech LifeSize UVC Platform Features  
Table 5-25  
McKesson Telehealth Advisor Critical Issues Addressed  
Table 5-26  
McKesson Telehealth Advisor Clinical Results  
Table 5-27  
MedApps Products  
Table 5-28

MedApps System Features  
Figure 5-29  
Medtronic EMR Systems  
Figure 5-30  
Medtronic Carelink Value Propositions  
Table 5-31  
Partners Healthcare Connected Health Consulting Services  
Table 5-32  
Partners Healthcare Heart Failure, Hypertension,  
Diabetes And Chronic Condition Programs  
Table 5-33  
Philips Positions To Simplify Global Healthcare Delivery For  
The Long Term  
Table 5-34  
Philips Healthcare Delivery Product Positioning  
Figure 5-35  
Philips Healthcare Positioning  
Figure 5-36  
Philips Revenue Market Segments  
Figure 5-38  
Philips Employee, Manufacturing, and Research Profile  
Figure 5-39  
Philips Continuing Sales Growth in Emerging Markets  
Figure 5-40  
Philips Gaining Share And Leadership in Emerging Markets  
Figure 5-41  
Philips Delivering Margin Improvement and Decreasing Manufacturing Overhead  
Figure 5-42  
Philips Healthcare Information Systems Market Shares  
Table 5-43  
Polycom Strategic Investments And Five Key Strategic Initiatives  
Table 5-44  
Polycom Unified Collaboration Solutions ROI Metrics  
Table 5-45  
Polycom Strategic Investments And Five Key Strategic Initiatives  
Table 5-46  
Polycom Unified Collaboration Solutions ROI Metrics  
Figure 5-47  
Samsung Revenue Growth  
Table 5-48  
TeleAtrics™Childcare Center Features  
Table 5-49  
TouchPointCare  
Table 5-50  
TouchPointCare Goals  
Table 5-51

AMAC Call Centers

Figure 5-52

AMAC / Intel® Health Guide

Figure 5-53

AMAC / Bosch Health Buddy®

Figure 5-54

Tunstall Healthcare Group / AMC Positioning to Provide Continuity of Care for Chronic Conditions

Table 5-55

Vidavo Positioning

Table 5-56

Vodafone Cloud Features

Table 5-57

VRI Units Monitored

Table 5-58

VRI Services to Partners