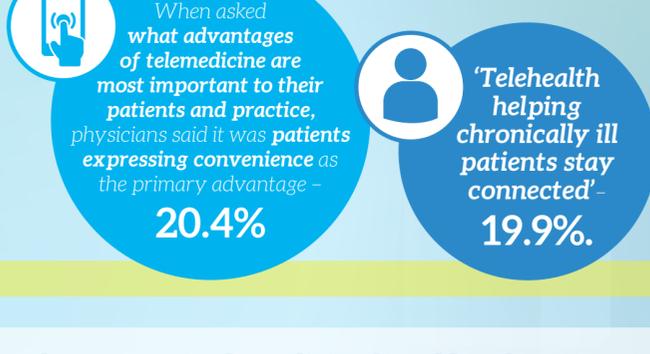


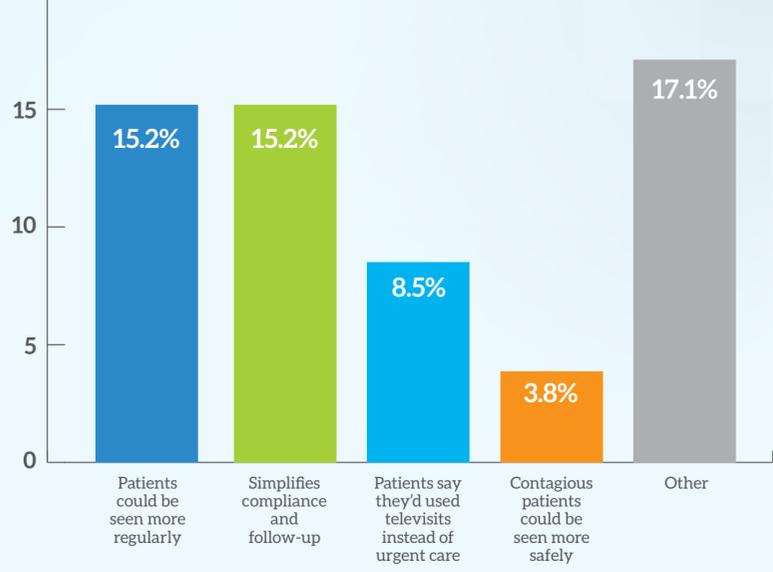
MedData Point is a market research program powered by MedData Group that collects and analyzes data to provide healthcare marketers with insights into the latest trends, technologies and perceptions in healthcare among physicians and other healthcare professionals and across a variety of specialties and practice sizes. The following survey was fielded as a partnership between MedData Group and Capko & Morgan, and the survey data is reflective of 198 U.S. physicians.

Insights into Physician Opinions on Telehealth and Their Practice

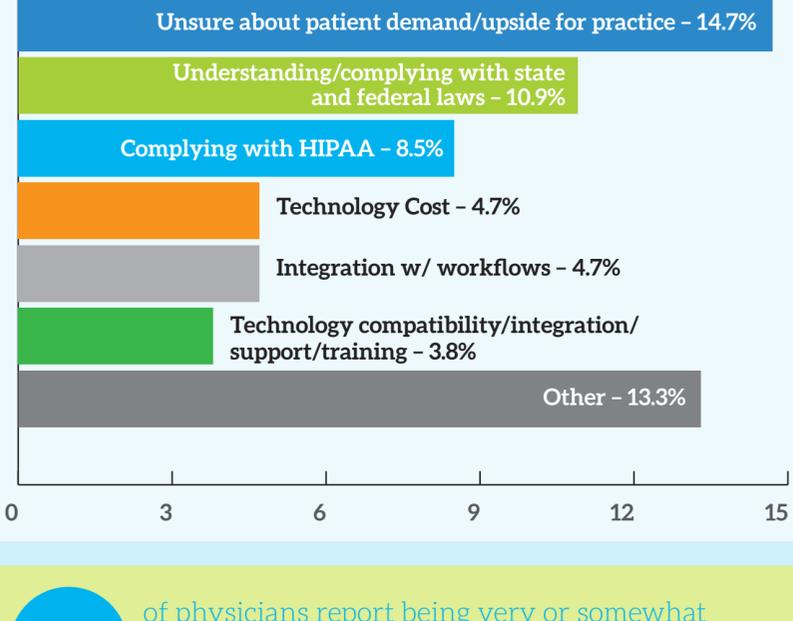
There is no denying it. Telehealth is revolutionizing the healthcare industry. Patients are demanding services that allow them to connect to their physician no matter the time or location. In this survey we gain insight into physicians' opinions on telehealth, what they see as the advantages and disadvantages, and what their practice plans are for offering patients telehealth services.



Other advantages of telemedicine listed by physicians include:

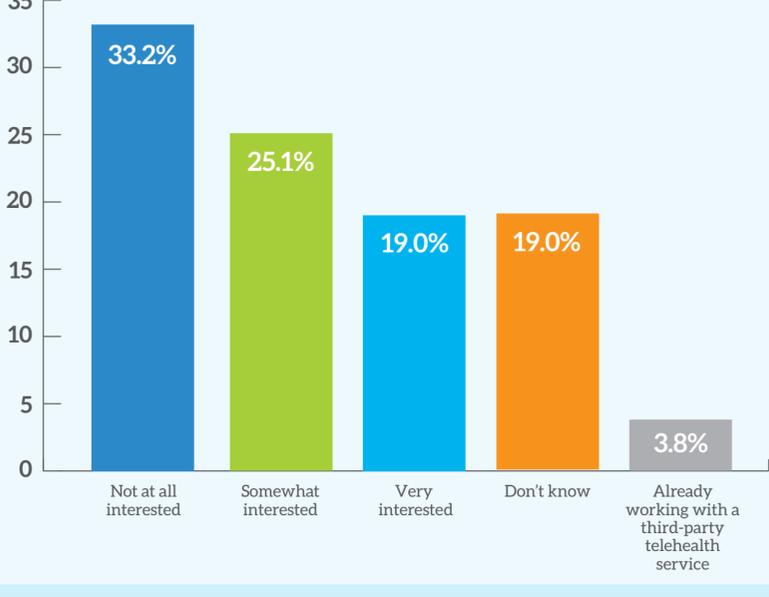


Other concerns about telehealth that physicians listed include:



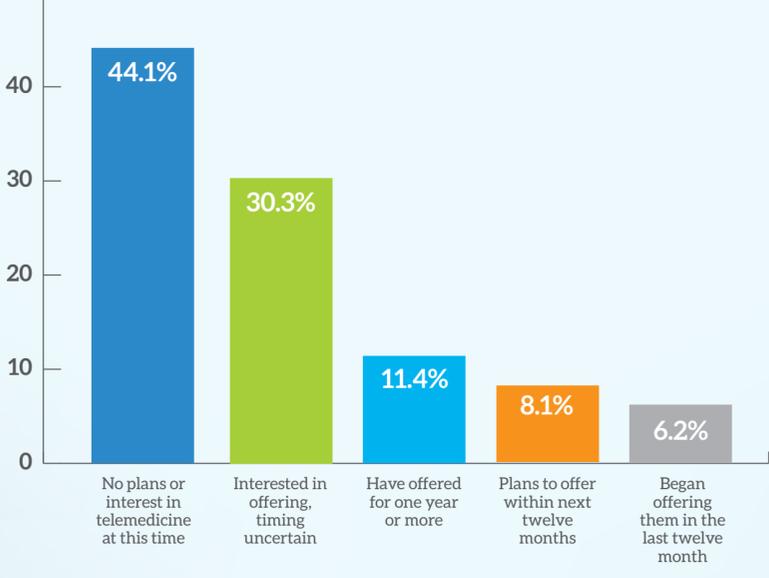
44.1% of physicians report being very or somewhat interested in **gaining additional revenue through third-party telehealth services.**

Physician level of interest in gaining additional revenue through third-party telehealth services



Of the physicians surveyed, **only 3.8% said they were already working with a third-party telehealth service.**

Physician level of interest or plans in offering telehealth at their practices



50% of physicians report that they are **interested in offering telehealth services at their practices.**

In looking at the results, **there is no difference across age of physician or practice type** in their opinion of telehealth.



Results of this survey indicate that while physicians do see some advantages and benefits to telehealth, they are **still reluctant to adopt these services.**

According to a recent report published by eVisit, titled *Trends in Telemedicine: Healthcare of the Future*:

NEARLY 75% of patients are comfortable communicating with their doctors using technology instead of seeing them in person.

This indicates that **a gap still exists between physician practices offering telehealth services and patients' desires to have telehealth services available to them.**