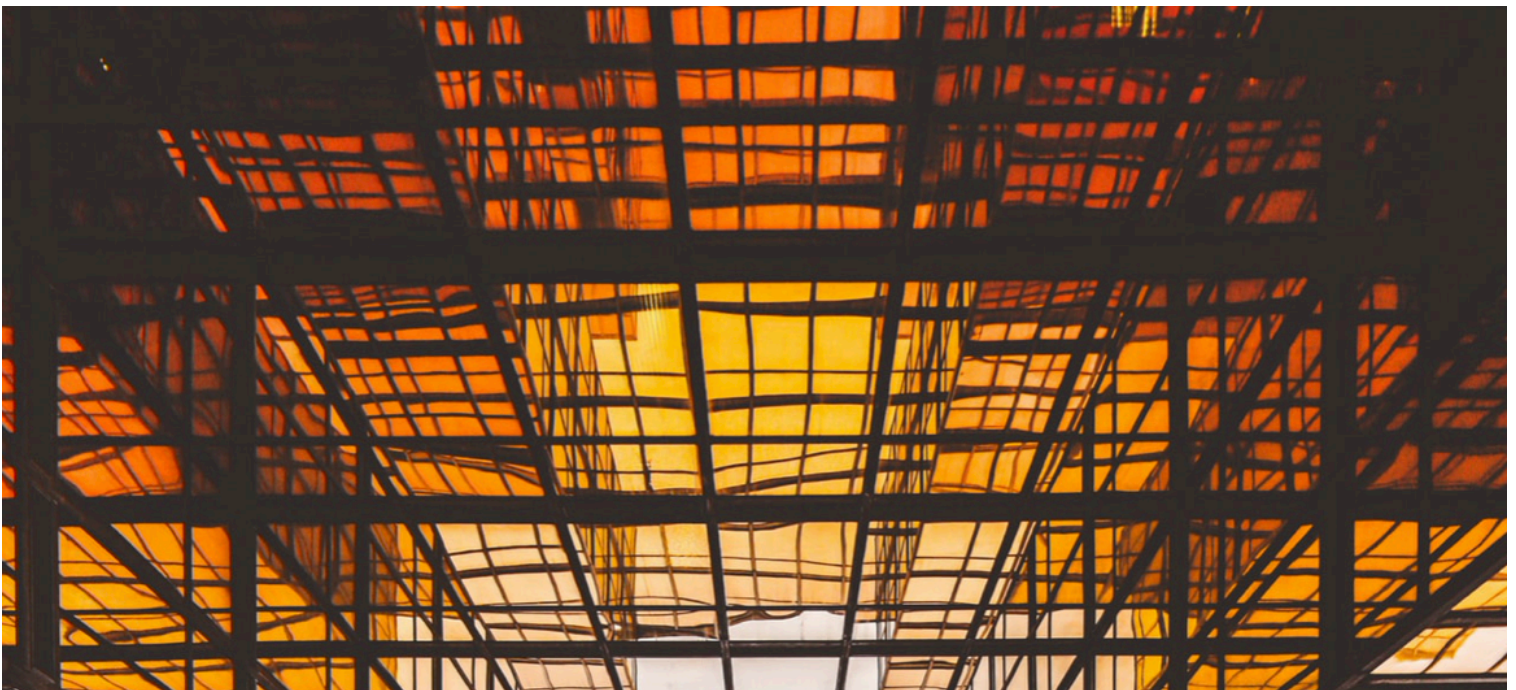


# OUTSIDE LINES



## TELEHEALTH TRAIN SPEEDING FORWARD

Today's Top Pick, Curated for Leaders Changing Healthcare

February 5, 2020

*Telehealth is increasing – in healthcare, in hospitals, and among patients.*

Even though the jury is still out related to questions of adoption, payment, and integrated data/platforms – the telehealth train has left the station and is speeding forward. According to the American Hospital Association, more than half of U.S. hospitals use video and other technologies to connect patients with providers. This will continue to increase as hospitals are also planning to invest more in telehealth: one survey pointed to 40% of hospitals increasing their telehealth budgets; another suggests 96% are planning to expand virtual care.

Disruptors have led the way with telehealth-based care solutions. One leader in particular, Teladoc – started more than 15 years ago (in 2002) – today delivers care in 130 countries, in more than 30 languages, partnering with employers, hospitals, health systems, and insurers. And this month, Teladoc announced a major consolidation deal that has the potential to quicken the speed of telehealth and virtual care growth in 2020 and future years. With its plans to acquire InTouch Health, Teladoc is creating a virtual care solution that encompasses inpatient and outpatient care as well as provider-to-provider and consumer-to-provider connections.

With the Teladoc + InTouch Health deal:

- Teladoc will double its number of hospital clients – adding 450 of InTouch's hospital partnerships to Teladoc's current 300 hospitals today.
- The hope is to offer a single enterprise telehealth solution including critical, chronic, and everyday care.
- It will build on Teladoc's strategy of using mergers and acquisitions to grow rapidly; through the years, Teladoc has bought nearly a dozen companies.

Headquartered in New York, Teladoc says it has served more than 35 million members worldwide. Combined with InTouch Health, Teladoc will generate more than \$600 million in annual revenues (based on 2019 data for the two companies). The acquisition is expected to be complete by summer 2020.

According to Teladoc's CEO, Jason Gorevic, the InTouch Health merger “marks a bold leap forward in Teladoc Health's mission to transform how high-quality healthcare is accessed and experienced ... further accelerating the adoption and impact of virtual care for millions of people around the world.”

For hospital leaders, the consolidation of two industry giants, if the deal finalizes as planned, will mark a new day for telehealth – adding more speed to telehealth, and moving forward an increasingly powerful enterprise solution.

Always Looking Ahead,  
Kim Athmann King, MBA, FACHE  
Founder & President, Strategy Advantage

[www.strategyadvantage.com](http://www.strategyadvantage.com)

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**STRATEGY ADVANTAGE ON THE MOVE:**  
**Partners for Leaders Changing Healthcare.**  
**A Production Studio for Healthcare Strategy.**



# STRATEGY ADVANTAGE

Strategy Advantage – including our X·CO partners, a Strategy Advantage-powered community of experts – is a production studio for healthcare strategy. Each year, we work with dozens of hospitals, health systems, medical groups, academic medical centers, health plans, and other healthcare leaders helping them with breakthrough solutions for growth strategy and activation.

We are very excited when we can report big news, marking major wins for the clients we've been supporting. In this regard, click [here](#) to read about our client, Bozeman Health, announcing a new strategic partnership with Seattle Children's Hospital. Bozeman Health is developing a regional Women's and Children's center. This was envisioned in 2018 when we supported the development of a 5-year strategic plan at Bozeman Health. Also, since then, our expert partners [Jim McCaughey](#) and [Dr. Loren Molina](#) have been working side-by-side with Bozeman Health leaders and physicians to activate specialty services and partnering strategies. Congratulations Bozeman Health! We are thrilled to be your partner. And we are very excited to see the progress and difference you are making for women, children, and families in Southwestern Montana!

We invite you to reach out as you have strategic or growth planning needs in 2020. Also, for activation of your specific strategic, operational, or clinical initiatives, we have experts who can support you and help drive your progress forward. Contact us [here](#) or call 310/ 416-1400.

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## ADDITIONAL RESOURCES

Click [here](#) to review *Modern Healthcare*'s January 13 announcement of the Teladoc + InTouch Health deal.

Click [here](#) to read more about Teladoc's plans with its InTouch Health acquisition.

Go to the Teladoc website [here](#) and read the Teladoc press release [here](#) announcing its partnership with InTouch Health.

Go to the InTouch Health website [here](#) and read the InTouch Health press release [here](#) announcing its partnership with Teladoc.

Click [here](#) to access other *Outside the Lines* issues produced by Strategy Advantage.

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This bi-weekly e-mail is curated by the expert team from Strategy Advantage and provides a look across the horizon, and outside the lines, of the healthcare industry.

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