

Digital Disruptions: Innovator Leaderboard & Winning Strategies Table of Contents

By Harry Wang, Senior Research Director, and Kristen Hanich, Researcher

Synopsis Leaderboard This Connected Innovator Leaderboard—A 2x2 Matrix-based Evaluation Framework **Health Tracker** examines emerging **Sustainable Disruption Matrix** technologies and solutions in the digital High **Growth Pursuers Disruptive Front-Runners** health industry that creatively change how High growth but low High growth and high consumers shop and disruption to incumbent disruption to incumbent use healthcare industry: Succeed by industry: Grow via Growth Sustainability products, solutions, and pursuing high growth innovative disruption services, and disrupt areas legacy solutions and business models. It Low growth but high Low growth and low profiles select disruption to incumbent disruption to incumbent innovators and industry: Survive through industry: Thrive through disrupters in five innovative business differentiation categories, and models rate/rank them in a leaderboard, complete **Differentiation Masters Visionary Mavericks** Low with highlights of their Disruptiveness to incumbents/traditional industry winning strategies. High © Parks Associates Publish Date: 4Q 16 The healthcare industry is in deep transformation today. The pace of innovation, fueled by mobile/digital technology and cloud infrastructure, and spurred by healthcare industry stakeholders' motivation to deliver care more efficiently and cost effectively, has reached new peak in 2015. "Successful IPOs from companies such as Fitbit, Teladoc, and MindBody in mid-2015 show that viable business models can open up new growth opportunities in the healthcare industry," said Harry Wang, Senior Research Director, Parks Associates. "Incumbents must step up their own innovations, or look for quality startups as acquisition or partnership targets." **Contents** 1.0 Report Summary 1.1 Purpose of Report 1.2 Scope of Report 1.3 Research Data Sources and Evaluation Methodology 2.0 Digital Health Market Overview: First Half of 2016 2.1 Pulse on the Market: Summary of Major Developments 2.2 Venture Funding Trends 3.0 Innovator Leaderboard and Winning Strategies 3.1 Patient Education and Communications 3.1.1 **Definitions and Market Trends** Innovator Highlights and Their Winning Strategies Breakout Players: Patient Education and Communications

Breakout Player #1: Emmi Solutions



Digital Disruptions: Innovator Leaderboard & Winning Strategies Table of Contents

By Harry Wang, Senior Research Director, and Kristen Hanich, Researcher

Breakout Player #2: Revation Systems

- 3.1.3 Category Leaders
- 3.2 Care Shopping and Benefit Management
 - 3.2.1 Definitions and Major Trends
 - 3.2.2 Innovator Highlights and Their Winning Strategies

Breakout Players: Care Shopping and Benefit Management

Breakout Player #1: Maxwell Health Breakout Player #2: Zest Health

- 3.2.3 Category Leaders
- 3.3 Virtual and On-demand Care Solutions
 - 3.3.1 Definitions and Major Trends
 - 3.3.2 Innovator Highlights and Their Winning Strategies

Breakout Players: Virtual Care Solutions

Breakout Player #1: MDLIVE Breakout Player #2: CirrusMD

- 3.3.3 Category Leaders
- 3.4 Chronic Care Management
 - 3.4.1 Definitions and Major Trends
 - 3.4.2 Innovator Highlights and Their Winning Strategies

Breakout Players: Chronic Care Management

Breakout Player #1: Vivify Health Breakout Player #2: Wellframe

- 3.4.3 Category Leaders
- 3.5 Fitness and Wellness Solutions and Services
 - 3.5.1 Definitions and Major Trends
 - 3.5.2 Innovator Highlights and Their Winning Strategies

Breakout Players: Fitness and Wellness Breakout Player #1: Virgin Pulse Breakout Player #2: Weight Watchers

3.5.3 Category Leaders

4.0 Implications and Recommendations

- 5.0 Appendix
 - 5.1 Evaluation Scores
 - 5.2 Glossary
 - 5.3 Company Index
 - 5.4 Image Sources

	u	

Definitions of Innovator Leaderboard and Sustainable Disruption Matrix Score Criteria and Measurements of Sustainable Disruption Matrix Patient Education and Communication Solution: Market Segments

The Concept of Patient Engagement

Breakout Players in Patient Education and Communication Solutions Market Emmi Solutions' Major Solutions and Target Customers

Innovation Leaderboard—Patient Education and Communication Solutions
Market

Care Shopping and Benefit Management Solutions: Market Segments



Digital Disruptions: Innovator Leaderboard & Winning Strategies Table of Contents

By Harry Wang, Senior Research Director, and Kristen Hanich, Researcher

Breakout Players: Care Shopping and Benefit Management Solution Market Innovator Leaderboard—Care Shopping and Benefit Management Solutions Market

Virtual and On-demand Care Solutions: Market Segments Breakout Players: Virtual and On-demand Care Solutions

Innovator Leaderboard—Virtual and On-demand Care Solutions

Chronic Care Management Solutions: Market Segments Breakout Players: Chronic Care Management Solutions Innovator Leaderboard—Chronic Care Management Solutions

Fitness and Wellness Solutions: Market Segments Breakout Players: Fitness and Wellness Solutions Innovator Leaderboard—Fitness and Wellness Solutions

List of Companies

Alignment Healthcare Medtronic/ Cardiocom

AMC Health MedZed
American Well meQuilibrium
Benefitter mPulse Mobile
BitGym nGage Health

Blue Mesa Health Noom

Bright.MD Nudge Health
CaptureProof Pager
Care Innovations Patient PAL
Carena PatientPoint
CareScout PatientPrompt
CareSync PatientsLikeMe

Castlight Health Persivia

Circle Medical Philips/Wellcentive

CircleLink Health
CirrusMD
Collective Health
ContextMedia: Health
Conversa Health
Copatient
PokitDok
Rally Health
RedBrick Health
Remedy Health Media
Revation Systems
Sanitas Health

Curely Sentrian
Daily Burn Simplee
Doctor On Demand SimplyInsured
Emmi Solutions SinoraHealth
Enli Skimble

Envera Health Smart Patients
Fitness Buddy Smartlink Mobile

Fitocracy SnapMD
Ginger.io SparkPeople
GoodRx SpendWell
Greatist Spruce
Happify StayWell
Headspace stickK
Health Dialog Stride Health
Healthcare Bluebook Sworkit

Healthcare Bluebook Sworkit
Healthgrades Tactio Health



Digital Disruptions: Innovator Leaderboard & Winning Strategies Table of Contents

By Harry Wang, Senior Research Director, and Kristen Hanich, Researcher

HealthInReach HealthSparq HealthTap Healthways

Healthwise

Honeywell Life Care Solutions

HudlHealth iHealthEngines Influence Health Inspire

Kurbo League

Keas

LifeDojo Lifesum Livongo Lose It Maven Maxwell Health MD Revolution **MDLIVE** MedBridge Medicast

Teladoc

Teleperformance **TouchCare** Virgin Pulse Virtual Health Vital Decisions

Vitals Vitaphone Vivify Health Vocera Walkingspree WebMD

Weight Watchers

WellDoc Wellframe Wellpepper WellRight Wellthie West/TeleVox Zest Health Zipnosis Zocdoc

Attributes

Parks Associates 15950 N. Dallas Pkwy Suite 575 Dallas TX 75248

800.727.5711 toll free 972.490.1113 phone 972.490.1133 fax

parksassociates.com sales@ parksassociates.com Authored by Harry Wang and Kristen Hanich

Executive Editor: Jennifer Kent Published by Parks Associates

© October 2016 Parks Associates Dallas, Texas 75248

All rights reserved. No part of this book may be reproduced, in any form or by any means, without permission in writing from the publisher.

Printed in the United States of America.

Disclaimer

Parks Associates has made every reasonable effort to ensure that all information in this report is correct. We assume no responsibility for any inadvertent errors.