FOR IMMEDIATE RELEASE
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ZIEGLER PUBLISHES UPDATED VIRTUAL CARE SECTOR MAPPING WHITE PAPER
Authored by Grant Chamberlain, Managing Director
in Ziegler's Corporate Finance Healthcare Practice

CHICAGO, IL – APRIL 18, 2018 – Ziegler, a privately held investment bank, is pleased to announce the publication of its new white paper, "Deconstructing the Telehealth Industry: Part II," authored by Grant Chamberlain, Ziegler's resident virtual care expert.

Grant Chamberlain, Managing Director in Ziegler’s Corporate Finance Healthcare Practice, published an in-depth white paper in 2016 deconstructing the virtual care industry to help healthcare providers, executives, investors, employers, legislators, payors and consumers understand the industry’s full potential. Now, he has developed an updated version which brings to light some of the latest trends and best use cases in the industry.

The white paper:

• Outlines the driving forces behind virtual care developments
• Explores how virtual care programs are gaining traction across a broad universe of stakeholders
• Details the virtual care ecosystem
• Shares Ziegler’s virtual care sector map that deconstructs the ecosystem into digestible sub-segments
• Highlights key sub-segments driving the widespread adoption of virtual care, including chronic condition management, behavioral health and smart aging/post-acute care

With over 20 years of investment banking experience, Grant Chamberlain has advised several of the
most innovative virtual care companies, including AirStrip, IRIS, MDLIVE and Voalte. Prior to
Ziegler, Grant led the mHealth sector coverage at Raymond James – which included telehealth,
remote monitoring and wireless healthcare solutions – after spending 15 years advising HCIT and
tech-enabled outsource services companies on a broad variety of M&A, joint ventures/partnerships
and private financings. He is an elected Director of the American Telemedicine Association, the
leading international advocate for the use of advanced remote medical technologies. Additionally, he
is on the Board of Directors for the MAVEN Project, which uses virtual care and a network of
volunteer physicians affiliated with the nation’s foremost medical school alumni associations to
improve healthcare for underserved populations.

Ziegler’s Corporate Finance team is focused on delivering best-in-class advisory and financing
solutions for companies and organizations across the healthcare industry. In our core practice areas
of healthcare services, information technology, hospitals and senior living, Ziegler is one of the most
active M&A firms offering innovative sell-side, buy-side, recapitalization/restructuring, equity
private placement and strategic partnering services.

To obtain a copy of the white paper, please visit: http://www.ziegler.com/telehealth-part-ii.

For more information about Ziegler, please visit us at www.ziegler.com.

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Specializing in the healthcare, senior living and education sectors, as well as general municipal and
structured finance, enables Ziegler to generate a positive impact on the clients and communities it
serves. Headquartered in Chicago with regional and branch offices throughout the United States,
Ziegler provides its clients with capital raising, strategic advisory services, equity and fixed income
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