



FOR IMMEDIATE RELEASE

Christine McCarty  
312 596 1617  
cmccarty@ziegler.com

**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](http://www.ziegler.com).

### **About Ziegler:**

Ziegler is a privately held investment bank, capital markets and proprietary investments firm. 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 sales & trading and research. To learn more, visit [www.ziegler.com](http://www.ziegler.com).

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client’s experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector

of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the outcome of pending litigation and the ability to attract and retain qualified employees.

# # #