ZIEGLER PUBLISHES THIRD VIRTUAL CARE SECTOR MAPPING WHITE PAPER
Authored by Grant Chamberlain, Jenny Poth, and Clayton Wilson

CHICAGO, IL – JANUARY 22, 2020 – Ziegler, a privately held investment bank, is pleased to announce the publication of its new white paper, "Deconstructing the Telehealth Industry: Part III," authored by Grant Chamberlain, Ziegler’s resident virtual care expert and managing director in Ziegler’s Healthcare Corporate Finance Practice, as well as Jenny Poth, an associate with Ziegler Proprietary Investments & Fund Management, and Clayton Wilson, a research assistant at Ziegler.

In 2016 and 2018, Ziegler published in-depth white papers deconstructing the virtual care industry to help healthcare providers, executives, investors, employers, legislators, payors and consumers understand the industry’s full potential. Now, Grant, along with Jenny Poth and Clayton Wilson, have developed an updated version which brings to light some of the latest trends and best use cases in the industry.

The white paper, among other items:

- 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
- Discusses the potential of virtual care to positively impact both the behavioral healthcare and smart aging/post-acute markets
- Describes how virtual care can help address numerous problems that are currently facing our Medicaid system
• Reviews ideas for improving cancer care using virtual care systems
• Shares Ziegler’s virtual care sector map that deconstructs the ecosystem into digestible sub-segments
• Profiles notable health systems and other organizations who are innovatively using virtual care
• Highlights recent notable developments in the virtual care marketplace

The paper has been welcomed as a valuable tool for explaining and exploring the virtual care industry. Joseph Kvedar, MD, who is vice president of Connected Health at Partners HealthCare, a professor of dermatology at Harvard Medical School, and the recently elected second-term president of the ATA said of the new 2020 white paper, “This is an amazing piece. The last one was valuable but this takes it to a new level. I know I will be using this as a reference for so many discussions and market comparisons.”

With over 20 years of investment banking experience, Grant Chamberlain has advised several of the most innovative virtual care companies, including AirStrip, MDLIVE, Voalte, IRIS, Forefront Telecare, and Regroup. 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.

Jenny Poth joined Ziegler in 2016. Under Ziegler Proprietary Investments & Fund Management, Jenny works with the firm’s portfolio companies and strategic partners to maximize value for all stakeholders. Jenny was previously part of the Healthcare Corporate Finance team, advising healthcare services and healthcare information technology companies on various strategic and financial alternatives.

Prior to joining Ziegler in 2018, Clayton Wilson was a vice president in Raymond James’ healthcare investment banking group where he advised healthcare services and technology clients on a variety
of transactions including sell-side and buy-side acquisitions, mergers, joint ventures, as well as public
and private financing transactions.

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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: https://www.ziegler.com/telehealth-part-iii.

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

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