



What Recent Business Relationships Tell Us About The Future Of Telehealth

2020



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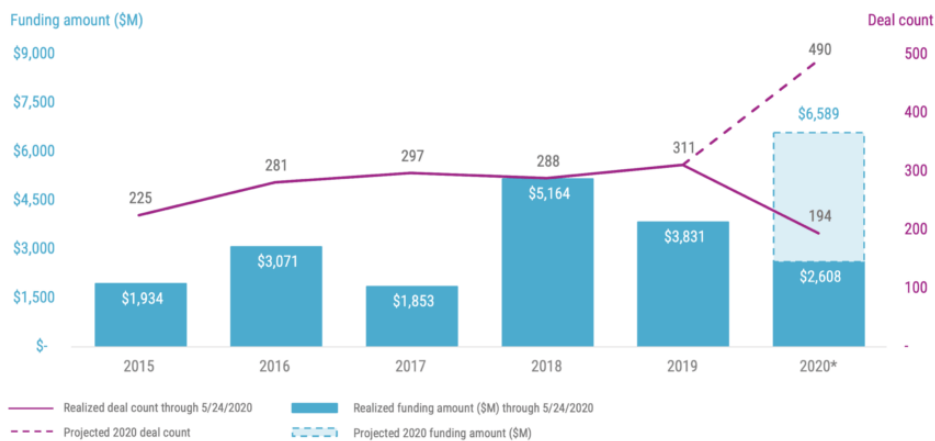
An array of healthcare stakeholders – from payers to providers to drug developers – are increasingly joining forces with telehealth companies to expand access to “socially distant” care.

Covid-19 has drawn an unprecedented amount of attention to telehealth.

Between February and April, monthly telehealth news mentions tripled. Meanwhile, investor interest in the space is picking up. Telehealth startups have already raised \$2.6B across 194 deals – on pace to set new funding and deal activity records in 2020 (\$6.6B across 490 deals).

Telehealth deals and dollars are rising at record-setting paces

Telehealth deals and funding amount (\$M), 2015 – 2020*



Source: cbinsights.com *2020 projected values are based on annualized YTD data (5/24/2020)

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At the same time, a wide range of healthcare stakeholders are forging business relationships with telehealth companies to bridge gaps in a challenging healthcare landscape and to minimize opportunities for viral transmission.

More than 80 companies have established relationships with telehealth companies so far in 2020. These relationships demonstrate the expanding breadth of services that telehealth technology can provide.

Telehealth business relationships ramp up in 2020

Telehealth business relationships, 2020 YTD (6/2/20)



Source: cbinsights.com

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Below, we look at some of these newly formed relationships – from strategic partnerships to license agreements – and consider what they could mean for telehealth going forward.

The highlighted business relationships are categorized by telehealth use case.

The system – which relies on patient self-monitoring surveys – texts patients reminders and nudges them until a response is collected. It automatically scores the survey responses (based on risk) and triggers alerts to the care team if it decides a follow-up is required.

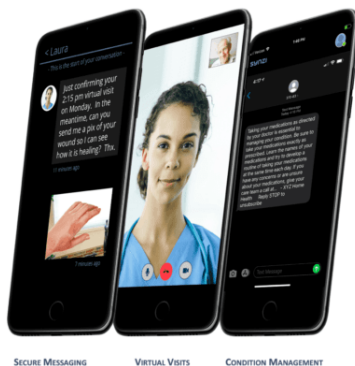
Backed in part by PSJH, Twistle has raised close to \$21M in total disclosed funding.



FIGURE 2. The Twistle Patient Status Tracker provides an easy to read graphical summary of every patient's current status, and together with flexible alerts, keeps the care team focused on who need attention now. For illustrative purposes only. (No PHI)



Home care providers like CareCentrix and Visiting Nurse Association of Omaha have also turned to telehealth to augment post-acute Covid-19 recovery. The 2 organizations have partnered with Florida-based patient engagement startup Synzi toward these efforts.



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"After an acute episode patients just want to go home. Our goal is to help people return home and heal. With new digital tools, we can speed long term recovery. Synzi empowers our national network to – in real time – address patient needs, whether virtual or in-person. Their applications support multiple languages which helps engage the ten million Medicare and Medicaid recipients for whom English is not their first language."

John Driscoll – CEO, CareCentrix