

Remote Patient Monitoring Market to 2019

Potential to Reduce Healthcare Cost Burden and Improve Quality of Care to Drive Future Growth



GBI Research Report Guidance

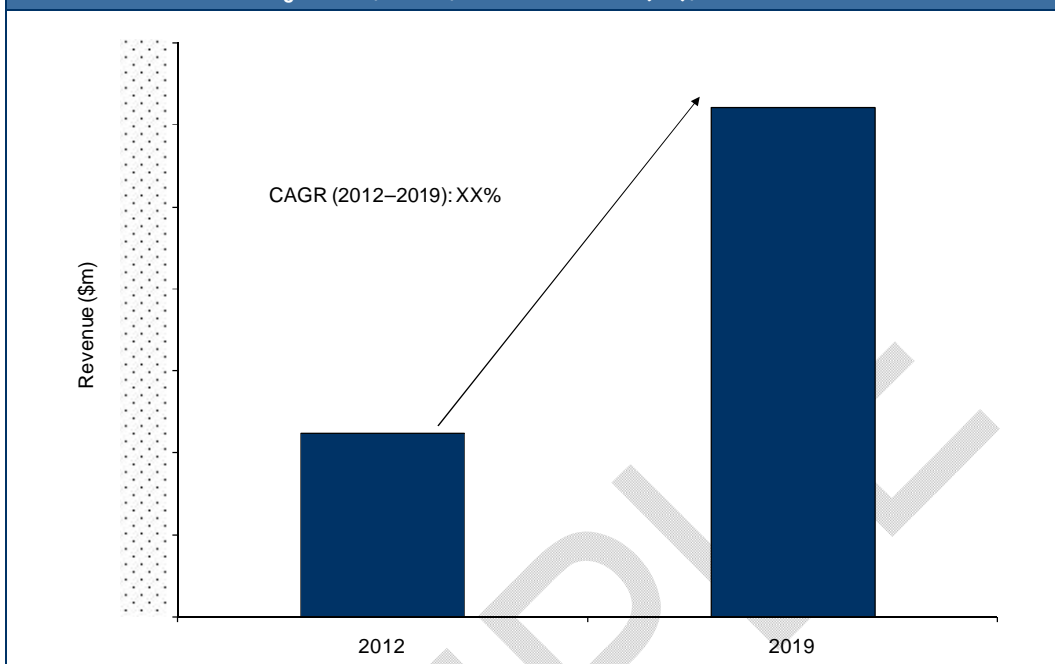
- This report begins with an executive summary, which captures the key points that determine the dynamics of the RPM market. It also covers competition in the industry and key categories, segments and geographical regions.
- Chapter two provides an introduction to the global remote patient monitoring devices report.
- Chapter three provides a device overview for the global remote patient monitoring devices market.
- Chapter four provides information on market size for the 2005–2012 historic period and the 2012–2019 forecast period. It also has information relating to RPM market trends, dynamics and the competitive landscape. In the market dynamics section, comprehensive information is provided on market drivers and restraints.
- Chapter five gives information on market size information for the 2005–2012 historic period and the 2012–2019 forecast period for the US, Canada, the UK, France, Germany, Italy, Spain, Japan, India, Australia and Brazil, with cross-country analysis.
- Chapter six profiles the leading companies in the global RPM market, along with the company's products, features and benefits.
- Chapter seven focuses on the pipeline products in a range of categories. Key pipeline products are listed and discussed in detail and product approval and expected launch dates are provided where available.
- Chapter eight discusses the consolidation landscape in the RPM industry, and looks at the total number of deals that took place between 2007 and 2012.

Executive Summary

The Global Remote Patient Monitoring Market is Expected to Exceed \$XXm by 2019 at a CAGR of XX%

The global Remote Patient Monitoring (RPM) market was valued at \$XXm in 2012 and is forecast to reach \$XXm by 2019 at a Compound Annual Growth Rate (CAGR) of XX%

Remote Patient Monitoring Market, Global, Revenue Forecast (\$m), 2012–2019



Source: GBI Research's proprietary database [accessed on January 31, 2013]; Primary research interviews with marketing managers and other industry experts

The global Remote Patient Monitoring (RPM) market was valued at \$XXm in 2012 and is forecast to reach \$XXm by 2019 at a Compound Annual Growth Rate (CAGR) of XX%. The major drivers of growth will be the increasing awareness of RPM's importance in reducing the healthcare burden in countries where reimbursement is available, as well as reducing the number of hospitalizations, shortening the hospital stay, and improving the quality of patient care. Positive results from clinical studies supporting these factors will further boost healthcare providers' and insurers' confidence and encourage implementation during the forecast period. Companies are also expected to focus on developing interoperability between RPM and healthcare IT infrastructure, which will improve adoption, although concerns over privacy and safety issues associated with RPM may prove a limiting factor. An unfavorable reimbursement scenario in all major economies except the US, Germany and France is also expected to have a negative impact.

The US is the Largest Market for Remote Patient Monitoring

The US is the largest market for RPM, valued at \$XXm in 2012 and forecast to reach \$XXm by 2019 at a CAGR of XX%. It also accounted for XX% of the global RPM market in 2012. The major factors driving the market are increased awareness of the importance of RPM in reducing the healthcare burden and the availability of reimbursement, which has been extended to all US states since 2006. The US Center for Medicare and Medicaid Services (CMS) reimburses one remote device interrogation performed by a physician per XX-day period. Concerns over the lack of reimbursement for remote device evaluation and data charges may negatively impact future growth.

1 Table of Contents

1	Table of Contents.....	5
1.1	List of Tables.....	8
1.2	List of Figures.....	9
2	Introduction.....	10
3	Remote Patient Monitoring: Device Overview	11
3.1	Implantable Remote Patient Monitoring Devices	11
3.2	External Remote Patient Monitoring Devices	11
4	Global Remote Patient Monitoring Market: Market Characterization	12
4.1	Global Remote Patient Monitoring Market, Revenue (\$m), 2005–2012	12
4.2	Global Remote Patient Monitoring Market, Revenue (\$m), 2012–2019	13
4.3	Global Remote Patient Monitoring Market, Key Company Share (%), 2011	14
4.4	Global Remote Patient Monitoring Market: Key Trends	15
4.4.1	<i>Evolution of Compatibility between IEEE and HL7 Standards to Increase Adoption in the Future.....</i>	15
4.4.2	<i>Reimbursement Trends in the Global Remote Patient Monitoring Market</i>	15
4.4.3	<i>Healthcare Providers Shifting to Cloud-based Storage is Expected to Drive the Future Adoption of Remote Patient Monitoring</i>	15
4.5	Global Remote Patient Monitoring Market: Market Dynamics.....	16
4.5.1	Market Drivers.....	16
4.5.2	Market Restraints	18
5	Global Remote Patient Monitoring Market: Country Analysis and Forecasts	20
5.1	Remote Patient Monitoring Market: Cross-Country Analysis	20
5.2	Historic and Forecast Revenue, By Country.....	22
5.2.1	Remote Patient Monitoring Market, US, Revenue (\$m), 2005–2012.....	22
5.2.2	Remote Patient Monitoring Market, US, Revenue (\$m), 2012–2019.....	23
5.2.3	Remote Patient Monitoring Market, Canada, Revenue (\$m), 2005–2012	24
5.2.4	Remote Patient Monitoring Market, Canada, Revenue (\$m), 2012–2019	25
5.2.5	Remote Patient Monitoring Market, UK, Revenue (\$m), 2005–2012	26
5.2.6	Remote Patient Monitoring Market, UK, Revenue (\$m), 2012–2019	27
5.2.7	Remote Patient Monitoring Market, Germany, Revenue (\$m), 2005–2012.....	28
5.2.8	Remote Patient Monitoring Market, Germany, Revenue (\$m), 2012–2019.....	29
5.2.9	Remote Patient Monitoring Market, France, Revenue (\$m), 2005–2012.....	30
5.2.10	Remote Patient Monitoring Market, France, Revenue (\$m), 2012–2019.....	31
5.2.11	Remote Patient Monitoring Market, Italy, Revenue (\$m), 2005–2012	32
5.2.12	Remote Patient Monitoring Market, Italy, Revenue (\$m), 2012–2019	33
5.2.13	Remote Patient Monitoring Market, Spain, Revenue (\$m), 2005–2012	34
5.2.14	Remote Patient Monitoring Market, Spain, Revenue (\$m), 2012–2019	35
5.2.15	Remote Patient Monitoring Market, Japan, Revenue (\$m), 2005–2012	36
5.2.16	Remote Patient Monitoring Market, Japan, Revenue (\$m), 2012–2019.....	37
5.2.17	Remote Patient Monitoring Market, India, Revenue (\$m), 2005–2012	38
5.2.18	Remote Patient Monitoring Market, India, Revenue (\$m), 2012–2019	39
5.2.19	Remote Patient Monitoring Market, Australia, Revenue (\$m), 2005–2012	40
5.2.20	Remote Patient Monitoring Market, Australia, Revenue (\$m), 2012–2019.....	41
5.2.21	Remote Patient Monitoring Market, Brazil, Revenue (\$m), 2005–2012	42
5.2.22	Remote Patient Monitoring Market, Brazil, Revenue (\$m), 2012–2019	43
6	Global Remote Patient Monitoring Market: Competitive Assessment	44
6.1	Company Overviews	45
6.2	Biotronik SE & Co. KG.....	45
6.2.1	Business Overview.....	45
6.2.2	Marketed Products.....	45

6.3	Medtronic, Inc.	46
6.3.1	Business Overview	46
6.3.2	Marketed Products	46
6.4	St. Jude Medical, Inc.	46
6.4.1	Business Overview	46
6.4.2	Marketed Products	47
6.5	Boston Scientific Corporation	47
6.5.1	Business Overview	47
6.5.2	Marketed Products	47
6.6	Honeywell HomMed LLC	48
6.6.1	Business Overview	48
6.6.2	Marketed Products	48
6.7	Philips Healthcare	48
6.7.1	Business Overview	48
6.7.2	Marketed Products	48
6.8	GE Healthcare	49
6.8.1	Business Overview	49
6.8.2	Marketed Products	49
6.9	Cardiacom, LLC	50
6.9.1	Business Overview	50
6.9.2	Marketed Products	50
7	Global Remote Patient Monitoring Market: Product Pipeline Analysis	52
7.1	Implantable Remote Monitoring Devices, List of Pipeline Products	52
7.2	Implantable Remote Patient Monitoring Devices, Key Pipeline Products	52
7.2.1	Remote Monitoring Device: Thoratec Corporation	52
7.2.2	Remote Monitoring System V2: Sorin S.p.A.	52
7.2.3	SMARTVIEW: Sorin S.p.A.	53
7.3	External Remote Monitoring Devices, List of Pipeline Products	53
7.4	External Remote Patient Monitoring Devices, Key Pipeline Products	54
7.4.1	Ankle Bracelet Monitor: Guide Analytics	54
7.4.2	Biometric Bracelet: Dartmouth College	54
7.4.3	BodyGuardian: Preventice	54
7.4.4	Breeze@home: Deep Breeze Ltd.	55
7.4.5	BTT Wireless Device: Brain Tunnelgenix Technologies Corp.	55
7.4.6	Health-e-Connect System - Blood Pressure Monitor: ALR Technologies Inc.	55
7.4.7	Health-e-Connect System - Body Composition Monitor: ALR Technologies Inc.	56
7.4.8	Health-e-Connect System - Electrocardiogram: ALR Technologies Inc.	56
7.4.9	Health-e-Connect System - Peak Flow Meter: ALR Technologies Inc.	56
7.4.10	Health-e-Connect System - Pulse Oximeter: ALR Technologies Inc.	57
7.4.11	Health-e-Connect System - Respiratory Health Management: ALR Technologies Inc.	57
7.4.12	Motion Tracker: University of Missouri	57
7.4.13	Pediatric Motion Detection Device: University of Michigan Pediatric Device Consortium	58
7.4.14	Step Activity Monitor: Lifelong Technologies, LLC	58
7.4.15	TELEHOME System: Barron Associates, Inc.	58
7.4.16	Waldo Telecardiology System: Waldo Health	59
7.4.17	Wearable Sensor: Michigan State University	59
8	Global Remote Patient Monitoring Market: Consolidation Landscape	60
8.1	Key Deals: 2008–2012	60
8.1.1	Liaison Technologies Enters into an Agreement with Preventice	60
8.1.2	Vodafone Group Enters into Co-Development Agreement with Boston Scientific for Health Monitoring System	60
8.1.3	Authentidate Holding Enters into Licensing Agreement with EncounterCare Solutions	60

8.1.4	<i>Tunstall Healthcare Completes Acquisition of American Medical Alert for \$82m.....</i>	61
8.1.5	<i>Cellnovo Enters into Technology Integration Agreement with LifeScan.....</i>	61
8.1.6	<i>PositivelD Enters into an Agreement with Connected Development</i>	61
8.1.7	<i>AFrame Digital Enters into an Agreement with CMA.....</i>	62
8.1.8	<i>GE Healthcare Forms Joint Venture with Intel.....</i>	62
8.1.9	<i>CJPS Healthcare Supplies and Equipment Acquires VitalPoint Business of Delphi</i>	62
9	Appendix	63
9.1	Definitions.....	63
9.1.1	<i>Remote Patient Monitoring</i>	63
9.2	Acronyms	63
9.3	Sources.....	64
9.4	Research Methodology	65
9.4.1	<i>Secondary Research</i>	65
9.4.2	<i>Primary Research</i>	66
9.4.3	<i>Models</i>	66
9.4.4	<i>Forecasts</i>	66
9.4.5	<i>Expert Panels</i>	67
9.5	Contact Us.....	67
9.6	Disclaimer.....	67

1.1 List of Tables

Table 1:	Remote Patient Monitoring Market, Global, Revenue (\$m), 2005–2012	12
Table 2:	Remote Patient Monitoring Market, Global, Revenue Forecast (\$m), 2012–2019	13
Table 3:	Remote Patient Monitoring Market, Global, Key Company Share (%), Revenue (\$m), 2011	14
Table 4:	Remote Patient Monitoring Market, Global, Cross-Country Analysis, CAGR (%), 2005–2019	21
Table 5:	Remote Patient Monitoring Market, US, Revenue (\$m), 2005–2012	22
Table 6:	Remote Patient Monitoring Market, US, Revenue Forecast (\$m), 2012–2019	23
Table 7:	Remote Patient Monitoring Market, Canada, Revenue (\$m), 2005–2012	24
Table 8:	Remote Patient Monitoring Market, Canada, Revenue Forecast (\$m), 2012–2019	25
Table 9:	Remote Patient Monitoring Market, UK, Revenue (\$m), 2005–2012	26
Table 10:	Remote Patient Monitoring Market, UK, Revenue Forecast (\$m), 2012–2019	27
Table 11:	Remote Patient Monitoring Market, Germany, Revenue (\$m), 2005–2012	28
Table 12:	Remote Patient Monitoring Market, Germany, Revenue Forecast (\$m), 2012–2019	29
Table 13:	Remote Patient Monitoring Market, France, Revenue (\$m), 2005–2012	30
Table 14:	Remote Patient Monitoring Market, France, Revenue Forecast (\$m), 2012–2019	31
Table 15:	Remote Patient Monitoring Market, Italy, Revenue (\$m), 2005–2012	32
Table 16:	Remote Patient Monitoring Market, Italy, Revenue Forecast (\$m), 2012–2019	33
Table 17:	Remote Patient Monitoring Market, Spain, Revenue (\$m), 2005–2012	34
Table 18:	Remote Patient Monitoring Market, Spain, Revenue Forecast (\$m), 2012–2019	35
Table 19:	Remote Patient Monitoring Market, Japan, Revenue (\$m), 2005–2012	36
Table 20:	Remote Patient Monitoring Market, Japan, Revenue Forecast (\$m), 2012–2019	37
Table 21:	Remote Patient Monitoring Market, India, Revenue (\$m), 2005–2012	38
Table 22:	Remote Patient Monitoring Market, India, Revenue Forecast (\$m), 2012–2019	39
Table 23:	Remote Patient Monitoring Market, Australia, Revenue (\$m), 2005–2012	40
Table 24:	Remote Patient Monitoring Market, Australia, Revenue Forecast (\$m), 2012–2019	41
Table 25:	Remote Patient Monitoring Market, Brazil, Revenue (\$m), 2005–2012	42
Table 26:	Remote Patient Monitoring Market, Brazil, Revenue Forecast (\$m), 2012–2019	43
Table 27:	Implantable Remote Patient Monitoring Market, Global, Key Products, 2013	44
Table 28:	Implantable Remote Patient Monitoring Market, Global, Pipeline Products, 2012	52
Table 29:	Remote Patient Monitoring Device, Product Status, 2012	52
Table 30:	Remote Monitoring System V2, Product Status, 2012	52
Table 31:	SMARTVIEW, Product Status, 2012	53
Table 32:	External Remote Patient Monitoring, Global, Pipeline Products, 2012	53
Table 33:	Ankle Bracelet Monitor, Product Status, 2012	54
Table 34:	Biometric Bracelet, Product Status, 2012	54
Table 35:	BodyGuardian, Product Status, 2012	54
Table 36:	Breeze@home, Product Status, 2012	55
Table 37:	BTT Wireless Device, Product Status, 2012	55
Table 38:	Health-e-Connect System - Blood Pressure Monitor, Product Status, 2012	55
Table 39:	Health-e-Connect System - Body Composition Monitor, Product Status, 2012	56
Table 40:	Health-e-Connect System - Electrocardiogram, Product Status, 2012	56
Table 41:	Health-e-Connect System - Peak Flow Meter, Product Status, 2012	56
Table 42:	Health-e-Connect System - Pulse Oximeter, Product Status, 2012	57
Table 43:	Health-e-Connect System - Respiratory Health Management, Product Status, 2012	57
Table 44:	Motion Tracker, Product Status, 2012	57
Table 45:	Pediatric Motion Detection Device, Product Status, 2012	58
Table 46:	Step Activity Monitor, Product Status, 2012	58
Table 47:	TELEHOME System, Product Status, 2012	58
Table 48:	Waldo Telecardiology System, Product Status, 2012	59
Table 49:	Wearable Sensor, Product Status, 2012	59

1.2 List of Figures

Figure 1:	Remote Patient Monitoring Market, Global, Revenue (\$m), 2005–2012	12
Figure 2:	Remote Patient Monitoring Market, Global, Revenue Forecast (\$m), 2012–2019	13
Figure 3:	Remote Patient Monitoring Market, Global, Key Company Share (%), 2011	14
Figure 4:	Remote Patient Monitoring Market, Global, REFORM Clinical Trial, 2008.....	16
Figure 5:	Remote Patient Monitoring Market, Global, Cross-Country Analysis, CAGR (%), 2005–2019.....	20
Figure 6:	Remote Patient Monitoring Market, US, Revenue (\$m), 2005–2012	22
Figure 7:	Remote Patient Monitoring Market, US, Revenue Forecast (\$m), 2012–2019	23
Figure 8:	Remote Patient Monitoring Market, Canada, Revenue (\$m), 2005–2012.....	24
Figure 9:	Remote Patient Monitoring Market, Canada, Revenue Forecast (\$m), 2012–2019.....	25
Figure 10:	Remote Patient Monitoring Market, UK, Revenue (\$m), 2005–2012.....	26
Figure 11:	Remote Patient Monitoring Market, UK, Revenue Forecast (\$m), 2012–2019.....	27
Figure 12:	Remote Patient Monitoring Market, Germany, Revenue (\$m), 2005–2012	28
Figure 13:	Remote Patient Monitoring Market, Germany, Revenue Forecast (\$m), 2012–2019	29
Figure 14:	Remote Patient Monitoring Market, France, Revenue (\$m), 2005–2012.....	30
Figure 15:	Remote Patient Monitoring Market, France, Revenue Forecast (\$m), 2012–2019	31
Figure 16:	Remote Patient Monitoring Market, Italy, Revenue (\$m), 2005–2012.....	32
Figure 17:	Remote Patient Monitoring Market, Italy, Revenue Forecast (\$m), 2012–2019.....	33
Figure 18:	Remote Patient Monitoring Market, Spain, Revenue (\$m), 2005–2012.....	34
Figure 19:	Remote Patient Monitoring Market, Spain, Revenue Forecast (\$m), 2012–2019.....	35
Figure 20:	Remote Patient Monitoring Market, Japan, Revenue (\$m), 2005–2012	36
Figure 21:	Remote Patient Monitoring Market, Japan, Revenue Forecast (\$m), 2012–2019.....	37
Figure 22:	Remote Patient Monitoring Market, India, Revenue (\$m), 2005–2012.....	38
Figure 23:	Remote Patient Monitoring Market, India, Revenue Forecast (\$m), 2012–2019.....	39
Figure 24:	Remote Patient Monitoring Market, Australia, Revenue (\$m), 2005–2012.....	40
Figure 25:	Remote Patient Monitoring Market, Australia, Revenue Forecast (\$m), 2012–2019.....	41
Figure 26:	Remote Patient Monitoring Market, Brazil, Revenue (\$m), 2005–2012.....	42
Figure 27:	Remote Patient Monitoring Market, Brazil, Revenue Forecast (\$m), 2012–2019.....	43

2 Introduction

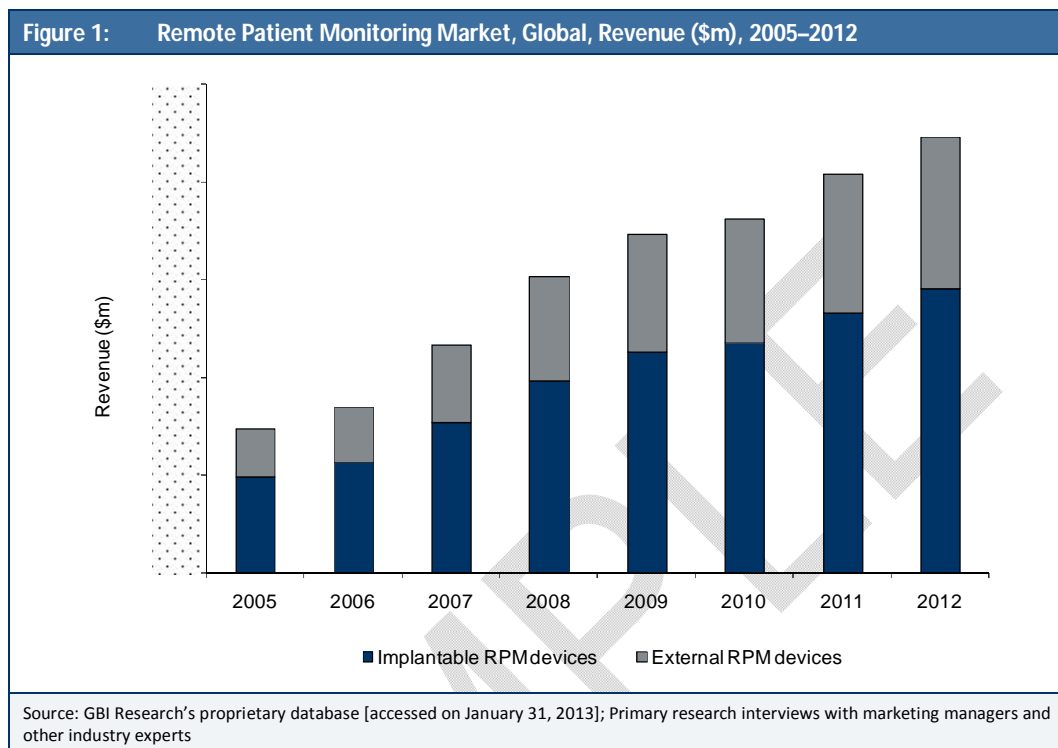
Remote Patient Monitoring (RPM) allows clinicians to remotely monitor and measure a patient's vital health indicators using sensors and detectors, which then transmit data to healthcare professionals. RPM also uses alerts, reminders, video conferencing and questioning to achieve the overall objective of providing better healthcare to patients. Its use is driven by the need to improve healthcare through increased access and support to patients, better education, improved health outcomes, and ultimately a higher standard of care.

SAMPLE

4 Global Remote Patient Monitoring Market: Market Characterization

4.1 Global Remote Patient Monitoring Market, Revenue (\$m), 2005–2012

The following figure shows the revenue generated by the various sectors of the global RPM market from 2005 to 2012.



The following table shows the revenue generated by the various segments of the global RPM market from 2005 to 2012.

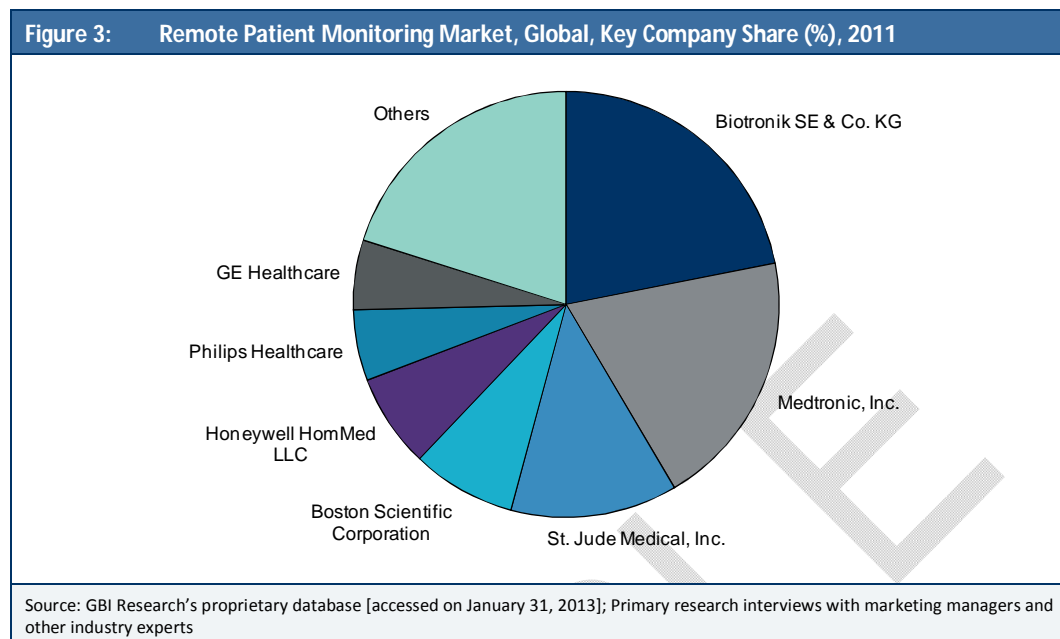
Table 1: Remote Patient Monitoring Market, Global, Revenue (\$m), 2005–2012									
	2005	2006	2007	2008	2009	2010	2011	2012	CAGR (%)
Implantable RPM devices									
External RPM devices									
Overall market									

Source: GBI Research's proprietary database [accessed on January 31, 2013]; Primary research interviews with marketing managers and other industry experts

The global RPM market was valued at \$XXm in 2005 and grew to \$XXm in 2012 at a Compound Annual Growth Rate (CAGR) of XX%. The global implantable RPM market was valued at \$XXm in 2005 and grew to \$XXm in 2012 at a CAGR of XX%. The global external RPM market was valued at \$XXm in 2005 and grew to \$XXm in 2012 at a CAGR of XX%. RPM's potential to reduce the number of clinic visits and hospitalizations and reduce the duration of hospital stay is the primary driver for market growth, as is the need for governments in developed economies such as the US and Europe to reduce their healthcare cost burdens.

4.3 Global Remote Patient Monitoring Market, Key Company Share (%), 2011

The following figure shows key companies' shares in the global RPM market in 2011.



The following table shows key companies' shares in the global RPM market in 2011.

Table 3: Remote Patient Monitoring Market, Global, Key Company Share (%), Revenue (\$m), 2011		
Company Name	Market Share	Revenue
Biotronik SE & Co. KG		
Medtronic, Inc.		
St. Jude Medical, Inc.		
Boston Scientific Corporation		
Honeywell HomMed LLC		
Philips Healthcare		
GE Healthcare		
Others		

Source: GBI Research's proprietary database [accessed on January 31, 2013]; Primary research interviews with marketing managers and other industry experts

Biotronik led the global RPM market in 2011 with a share of XX%, followed by Medtronic with XX%, St. Jude Medical with XX%, Boston Scientific with XX% and Honeywell HomMed with XX%. The top four companies accounted for more than XX% of the global market and are the only ones to have presence in the global implantable RPM market. Honeywell HomMed leads the global external RPM market with an overall share of XX% in the RPM market, followed by GE Healthcare and Philips Healthcare with XX% each.

Increasing awareness of RPM's importance in reducing healthcare costs, improving procedure outcomes, reducing the number of hospitalizations, and shortening hospital stay will provide a significant opportunity for companies to sustain top-line revenue growth during the forecast period. The availability of reimbursement in the US and European countries such as France and Germany will also allow companies to sustain revenue growth.

In 2011, the top four companies accounted for more than XX% of the global market and are the only ones to have presence in the global implantable RPM market

9 Appendix

9.1 Definitions

9.1.1 Remote Patient Monitoring

RPM devices are used to retrieve and transmit data through a wireless system to a monitoring station or a physician's office for further analysis and interpretation. This category includes implantable RPM and external RPM devices.

9.1.1.1 External Remote Patient Monitoring Devices

External RPM devices retrieve data from external measurement devices such as glucose meters, blood pressure monitors, pulse oximeters, weight scales and ECG and transmit it through a wireless system to a monitoring station or a physician's office for further analysis and interpretation. This segment includes the external module or transmitter which receives the data from the external measurement devices. One external RPM device consists of one external module or transmitter.

9.1.1.2 Implantable Remote Patient Monitoring Devices

Implantable RPM devices retrieve data from the implantable sensor and transmit it through a wireless system to a monitoring station or physician's office for further analysis and interpretation. This segment includes the external module or transmitter which receives the data only from the implantable sensors used for arrhythmia and heart failure management. One implantable RPM device consists of one external module or transmitter.

9.2 Acronyms

CAGR: Compound Annual Growth Rate

CMS: Centers for Medicare and Medicaid Services

CONNECT: Clinical Evaluation of Remote Notification to Reduce Time to Clinical Decision

CRT-D: Cardiac Resynchronization Therapy-Defibrillator

EHR: Electronic Health Records

EMR: Electronic Medical Records

GDP: Gross Domestic Product

HL7: Health Level Seven International

ICD: Implantable Cardiac Defibrillator

ICM: Implantable Cardiovascular Monitor

IEEE: Institute of Electrical and Electronics Engineers

REFORM: Remote Follow-up of Patients Receiving Implantable Cardioverter Defibrillator for Prophylactic Therapy

RPM: Remote Patient Monitoring

TRUST: The Lumos-T Safely RedUceS RouTine Office Device Follow-Up

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9.4 Research Methodology

GBI Research's dedicated research and analysis teams consist of experienced professionals in marketing and market research with consulting backgrounds in the medical devices industry and advanced statistical expertise.

GBI Research adheres to the codes of practice of the Market Research Society (www.mrs.org.uk) and the Strategic and Competitive Intelligence Professionals (www.scip.org).

All GBI Research databases are continuously updated and revised. The following research methodology is followed for all databases and reports.

9.4.1 Secondary Research

The research process begins with exhaustive secondary research on internal and external sources being carried out to source qualitative and quantitative information relating to each market.

The secondary research sources that are typically referred to include, but are not limited to:

- Company websites, annual reports, financial reports, broker reports, investor presentations and SEC filings.
- Industry trade journals, scientific journals and other technical literature.
- Internal and external proprietary databases.
- Relevant patent and regulatory databases.
- National government documents, statistical databases and market reports.
- Procedure registries.
- News articles, press releases and web-casts specific to the companies operating in the market.

9.4.2 Primary Research

GBI Research conducts hundreds of primary interviews a year with industry participants and commentators in order to validate its data and analysis. A typical research interview fulfills the following functions:

- It provides first-hand information on the market size, market trends, growth trends, competitive landscape and future outlook.
- It helps in validating and strengthening the secondary research findings.
- It further develops the analysis team's expertise and market understanding.

Primary research involves email correspondence, telephone interviews and face-to-face interviews for each market, category, segment and sub-segment across geographies.

The participants who typically take part in such a process include, but are not limited to:

- Industry participants: CEOs, VPs, marketing/product managers, market intelligence managers and national sales managers.
- Hospital stores, laboratories, pharmacies, distributors and paramedics.
- Outside experts: investment bankers, valuation experts, research analysts specializing in specific medical equipment markets.
- Key opinion leaders: physicians and surgeons specializing in different therapeutic areas corresponding to different kinds of medical equipment.

9.4.3 Models

Where no hard data is available GBI Research uses modeling and estimates in order to produce comprehensive data sets. The following rigorous methodology is adopted:

Available hard data is cross referenced with the following data types to produce estimates:

- Demographic data: population, split by segment.
- Macro-economic indicators: Gross Domestic Product, Inflation rate. .
- Healthcare Indicators: health expenditure, physicians base, healthcare infrastructure and facilities.
- Selected epidemiological and procedure statistics.

Data is then cross-checked by the expert panel.

All data and assumptions relating to modeling are stored and are available to clients on request.

9.4.4 Forecasts

GBI Research uses proprietary forecast models. The following four factors are utilized in the forecast models:

- Historic growth rates.
- Macro indicators such as population trends and healthcare spending.
- Forecast epidemiological data.
- Qualitative trend information and assumptions.

Data is then cross-checked by the expert panel.

9.4.5 Expert Panels

GBI Research uses a panel of experts to cross verify its databases and forecasts.

GBI Research's expert panel comprises marketing managers, product specialists, international sales managers from medical device companies; academics from research universities, KOLs from hospitals, consultants from venture capital funds and distributors/suppliers of medical equipment and supplies.

Historic data and forecasts are relayed to GBI Research's expert panel for feedback and adjusted in accordance with this feedback.

9.6 Disclaimer

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