

VIRTUAL CARE BY THE NUMBERS

PATIENTS ARE DEMANDING VIRTUAL CARE.

TODAY

CONSUMERS ARE **TECH SAVVY** & PATIENTS WANT **ACCESS**

60%



of consumers rate health systems that offer the newest, most innovative technology higher than their counterparts¹

52%



of millennials would choose a provider who offers virtual care over one who does not²

76%



say access is more important than human interaction with their providers³

62%

of patients are open to replacing a doctor's visit with a virtual visit for non-urgent matters⁴

WHY?

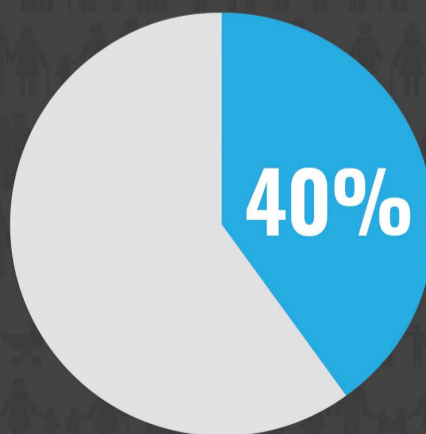
It's more **CONVENIENT** and **EASIER FOR THEIR SCHEDULE**⁵

CONSEQUENTLY, IN THE NOT-TOO-DISTANT FUTURE...

2018

7 MILLION

estimated virtual care customers⁶



of primary care visits will be virtual⁷

IS YOUR HEALTH SYSTEM READY?

SOURCES:

(1) DELOITTE
(2) SALESFORCE

(3) AMERICAN HEALTH ASSOCIATION
(4, 5) SALESFORCE

(6) PRICE WATERHOUSE COOPER
(7) GARTNER