

TOP 50

Emerging Healthcare Industry Solutions



Challenging the Technology Status Quo

Survey Summary

Every year new marketplace vendors emerge at various conferences and gatherings with the hope to present their products and services and obtain funding. This funding is used to back the research and help fund the implementation of their products. Funding for emerging vendors is critical for the success and continuity of these technologies. Some of the most sought out healthcare software vendors include electronic health records, practice management, revenue cycle management, financials and cybersecurity. Presented in this report is a list of emerging vendors that have obtained funding (some significant) more recently. These vendors offer innovations that will help shape the future of healthcare. The presenting of new technologies, processes and information has provided an evolution into the continuum of care and its delivery. These vendor contributions towards the industries they serve will have a pivotal impact on tomorrow's healthcare.

To qualify for the Black Book survey, companies had to meet one of the following criteria before rating:

- Funded/capitalized new operations in last two years
- Merged or acquired with or by other company/companies in last two years
- Reorganized, renamed, rebranded with considerable offering changes in last two years

Invitations to participate in the 2022 survey were issued to 38,000 organizations including investment banking, hospitals and physician organizations, healthcare technology consultants and advisory firms, health plans and insurers, HIT vendors, and venture capital firms. A panel of 100 healthcare consumers were also included to understand the perceptions of new HIT entries from patients.

| Respondent Title. Organizational category Q1 2022 | | Percent of Total Respondents |
|--|------|---------------------------------|
| Provider Organization IT Professionals | 883 | 24% |
| Venture Capital | 302 | 8% |
| HIT Investors (non VC) | 741 | 20% |
| HIT Vendors | 866 | 24% |
| HIT Consultants | 375 | 10% |
| Healthcare Consumers | 100 | 2% |
| Payer IT Professionals | 388 | 11% |
| Total Survey Participants | 3655 | 100% |
| Response Rate= 9.6% | | |

STOP LIGHT SCORING FOR KEY PERFORMANCE INDICATORS

| FIGURE 1: KEY TO RAW SCORES | | | |
|--------------------------------------|--|---------------------------------|----------------------------------|
| 0.00 – 5.79 ▶ | ◀ 5.80 – 7.32 ▶ | ◀ 7.33 – 8.70 ▶ | ◀ 8.71 – 10.00 |
| Deal breaking dissatisfaction | Neutral | Satisfactory performance | Overwhelming satisfaction |
| Does not meet expectations | Meets/does not meet expectations consistently | Meets expectations | Exceeds expectations |
| CANNOT RECOMMEND VENDOR | WOULD NOT LIKELY RECOMMEND VENDOR | RECOMMENDS VENDOR | HIGHLY RECOMMENDED VENDOR |

| FIGURE 2: COLOR-CODED STOP LIGHT DASHBOARD SCORING KEY | |
|--|---|
| Green 8.71 + | (Top 10%) scores better than 90% of secure messaging platform vendors. Green coded vendors have received constantly highest client satisfaction scores. |
| Clear 7.33 to 8.70 | (Top 33%) scores better than 67% of vendors. Well-scored vendor which has middle of the pack results. |
| Yellow 5.80 to 7.32 | Scores better than half of vendors. Cautionary performance scores, areas of improvement required. |
| Red Less than 5.79 | Scores worse than 66% of vendors. Poor performances reported potential cause for contract cancellations. |

TOP PERFORMING COMPANY BY INDIVIDUAL KPI

| KEY PERFORMANCE INDICATOR | SCORE | COMPANY WITH HIGHEST KPI RATING | SOLUTION CATEGORY |
|---|-------|---------------------------------|------------------------------|
| Company Mission | 9.95 | TEMPUS | ARTIFICIAL INTELLIGENCE |
| Business Model | 9.72 | BAMBOO HEALTH | CARE COLLABORATION |
| Core Product Value Proposition | 9.75 | AVANEER | BLOCKCHAIN |
| Market Timing | 9.95 | BLUMIRA | CYBERSECURITY |
| Problem Oriented Tech Product Differentiation | 9.92 | CARESYNTAX | ARTIFICIAL INTELLIGENCE |
| Demonstrated Leadership | 9.93 | NTHRIVE | REVENUE CYCLE MANAGEMENT |
| Capitalization & Funding | 9.70 | SYMPLR | OPERATIONS SOLUTION |
| Competitive Advantage/Rivalry | 9.94 | SWORD HEALTH | DIGITAL HEALTH |
| Momentum to Take it to next level | 9.90 | REVELEER | PAYER INTELLIGENT AUTOMATION |
| Organizational Agility | 9.70 | CLOSEDLOOP AI | ARTIFICIAL INTELLIGENCE |
| Creativity & Innovative Output | 9.94 | CLARIFY HEALTH | POPULATION HEALTH ANALYTICS |
| Challenge to the HIT status quo | 9.90 | HEALTHCARE TRIANGLE | DATA LIFECYCLE MANAGEMENT |
| Motivation of Team Members | 9.71 | INCLUDED HEALTH | VIRTUAL CARE |
| Potential for Growth | 9.76 | VITAL SOFTWARE | HEALTHCARE CONSUMER TECH |
| Visibility | 9.82 | REDOX | INTEROPERABILITY |
| Viability | 9.65 | RAD AI | ARTIFICIAL INTELLIGENCE |
| Access to Markets | 9.85 | CEDAR | REVENUE CYCLE MANAGEMENT |
| Market knowledge/Industry Competence | 9.89 | PREALIZE | PREDICTIVE ANALYTICS |

OVERALL RANKING OF THE 2022

TOP PERFORMING EMERGING COMPANIES BY 18 KPI MEAN

| TOP 50 RATED EMERGING HEALTHCARE TECHNOLOGY SOLUTIONS Q1 2022 | | |
|--|----------------------|------------------------------|
| RANK | COMPANY | MEAN SCORE OF 18 KPIS |
| 1 | RAD AI | 9.48 |
| 2 | ANDOR HEALTH | 9.45 |
| 3 | REVELEER | 9.39 |
| 4 | PAYZEN | 9.37 |
| 5 | RIBBON HEALTH | 9.29 |
| 6 | OVATION | 9.27 |
| 7 | NTHRIVE | 9.24 |
| 8 | AVANEER | 9.23 |
| 9 | HEALTHCARE TRIANGLE | 9.22 |
| 10 | BAMBOO HEALTH | 9.18 |
| 11 | CLOSEDLOOP AI | 9.16 |
| 12 | MEDICOM TECHNOLOGIES | 9.14 |
| 13 | TEMPUS | 9.13 |
| 14 | INCLUDED HEALTH | 9.12 |
| 15 | LUMA HEALTH | 9.11 |
| 16 | CLARIFY HEALTH | 9.11 |
| 17 | SWORD HEALTH | 9.11 |
| 18 | IMAGINE SOFTWARE | 9.10 |
| 19 | DEXCARE | 9.02 |
| 20 | CEDAR | 9.02 |
| 21 | CYBERSHARK | 9.02 |
| 22 | DELIVERHEALTH | 9.01 |

| | | |
|----|------------------|------|
| 23 | 1UPHEALTH | 8.96 |
| 24 | BABYSCRIPTS | 8.95 |
| 25 | CARESYNTAX | 8.94 |
| 26 | COMMURE | 8.88 |
| 27 | SYMLR | 8.87 |
| 28 | ENLACE HEALTH | 8.85 |
| 29 | BLUMIRA | 8.82 |
| 30 | VITAL SOFTWARE | 8.81 |
| 31 | REDOX | 8.80 |
| 32 | VERIFIABLE | 8.80 |
| 33 | JANUS HEALTH | 8.79 |
| 34 | CIRCULO HEALTH | 8.79 |
| 35 | CADENCE HEALTH | 8.73 |
| 36 | PREALIZE | 8.72 |
| 37 | CARENET HEALTH | 8.71 |
| 38 | CONNECT AMERICA | 8.68 |
| 39 | HAPPIFY HEALTH | 8.63 |
| 40 | NOTABLE HEALTH | 8.62 |
| 41 | FLATIRON HEALTH | 8.59 |
| 42 | SPIRE HEALTH | 8.52 |
| 43 | ROBIN HEALTHCARE | 8.51 |
| 44 | QUANTUM HEALTH | 8.47 |
| 45 | QUIO | 8.46 |
| 46 | APTIHEALTH | 8.42 |
| 47 | CAREGILITY | 8.41 |
| 48 | MEDALLION | 8.28 |
| 49 | PROLUCENT HEALTH | 8.28 |
| 50 | DEEP SCRIBE | 8.17 |

1UpHealth



1upHealth facilitates access to both clinical and claims data across systems by converting it into the FHIR® format. This enables CMS compliance, population health analytics, Payer to Payer APIs, EHR connectivity, and more. 1upHealth's secure cloud-based platform is a serverless solution that simplifies connectivity, integration, and automation. There is no need to run your own servers, deploy infrastructure, or manage firewalls. Just get API keys and have a fully compliant, secure FHIR® API with connectivity to 1000s of health systems. Products offered such as CMS Compliance, Compute Platform, Connectivity and FHIR.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.64 |
| Business Model | 8.25 |
| Core Product Value Proposition | 9.47 |
| Market Timing | 9.00 |
| Problem Oriented Tech Product Differentiation | 9.60 |
| Demonstrated Leadership | 8.96 |
| Capitalization & Funding | 8.79 |
| Competitive Advantage/Rivalry | 7.85 |
| Momentum to Take it to next level | 9.12 |
| Organizational Agility | 9.16 |
| Creativity & Innovative Output | 9.57 |
| Challenge to the HIT status quo | 8.02 |
| Motivation of Team Members | 9.68 |
| Potential for Growth | 9.51 |
| Visibility | 9.43 |
| -Viability | 8.32 |
| Access to Markets | 8.06 |
| Market knowledge/Industry Competence | 8.91 |
| MEAN | 8.96 |

For payers, providers and developers (Private Held)

Andor Health



Andor transforms the way care teams connect, collaborate, and communicate. Powered by artificial intelligence and voice technology, ThinkAndor unlocks actionable intelligence from electronic medical record systems and delivers it to clinicians when and where they need it to make faster treatment decisions and improve patient outcomes. Products, offered in areas such as Virtual Health Enablement, Virtual Team Collaboration, Virtual Community Collaboration, Virtual Patient Monitoring and Virtual Rounding.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.87 |
| Business Model | 9.41 |
| Core Product Value Proposition | 9.33 |
| Market Timing | 9.74 |
| Problem Oriented Tech Product Differentiation | 9.45 |
| Demonstrated Leadership | 9.07 |
| Capitalization & Funding | 9.09 |
| Competitive Advantage/Rivalry | 9.43 |
| Momentum to Take it to next level | 9.56 |
| Organizational Agility | 9.50 |
| Creativity & Innovative Output | 9.84 |
| Challenge to the HIT status quo | 9.89 |
| Motivation of Team Members | 9.14 |
| Potential for Growth | 9.65 |
| Visibility | 9.72 |
| Viability | 8.62 |
| Access to Markets | 9.20 |
| Market knowledge/Industry Competence | 9.60 |
| MEAN | 9.45 |

For providers (Private Held)

aptihealth

aptihealth partners with health plans and systems to integrate and provide access at any point of care. They deliver population-precise teen and adult care programs for every level of acuity—from those struggling with mild symptoms to members with severe and persistent mental illness. Products offered such as therapy, goal-oriented care plans, care coordination, medication management and 24-hour support.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.48 |
| Business Model | 8.30 |
| Core Product Value Proposition | 8.45 |
| Market Timing | 8.07 |
| Problem Oriented Tech Product Differentiation | 8.35 |
| Demonstrated Leadership | 8.58 |
| Capitalization & Funding | 8.18 |
| Competitive Advantage/Rivalry | 7.29 |
| Momentum to Take it to next level | 7.63 |
| Organizational Agility | 8.00 |
| Creativity & Innovative Output | 9.09 |
| Challenge to the HIT status quo | 7.18 |
| Motivation of Team Members | 9.26 |
| Potential for Growth | 8.93 |
| Visibility | 8.91 |
| Viability | 8.06 |
| Access to Markets | 8.13 |
| Market knowledge/Industry Competence | 9.65 |
| MEAN | 8.42 |

For Payers and Providers (Private Held)

Avaneer

Avaneer Health is a member-based network that provides customers the answers they need to initiate and optimize care for people across their lifetimes. Built on blockchain technology, Avaneer Health creates greater transparency and security to ease navigation through healthcare decisions and eliminate the administrative burdens resulting from regulation, privacy protection, and competitive dynamics. Products include consumer satisfaction, patient retention, healthcare delivery methods, blockchain technology.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.87 |
| Business Model | 8.85 |
| Core Product Value Proposition | 9.75 |
| Market Timing | 8.04 |
| Problem Oriented Tech Product Differentiation | 9.33 |
| Demonstrated Leadership | 8.90 |
| Capitalization & Funding | 8.62 |
| Competitive Advantage/Rivalry | 9.55 |
| Momentum to Take it to next level | 9.31 |
| Organizational Agility | 9.30 |
| Creativity & Innovative Output | 9.74 |
| Challenge to the HIT status quo | 9.86 |
| Motivation of Team Members | 9.24 |
| Potential for Growth | 9.46 |
| Visibility | 8.90 |
| Viability | 9.20 |
| Access to Markets | 8.87 |
| Market knowledge/Industry Competence | 9.35 |
| MEAN | 9.23 |

For Providers (Private Held)

Babyscripts



Babyscripts was founded to rethink the delivery of pregnancy care through the power of technology and remote patient monitoring and address the critical shortage of obstetrical providers in the U.S. Babyscripts offers comprehensive virtual maternity care which, through managing various levels of risk, addresses an outdated model for pregnancy care that has not moved the needle in decreasing maternal morbidity and mortality; an inability to address social determinants of health; and now the critical need to transition care outside of the clinic due to Covid-19. The company’s solution for virtual maternity care manages the various risk-levels of a maternal health population to address some of the largest drivers of costs and complications in perinatal care. Products include my journey app, myBloodPressure, myMentalHealth, Maternal Population.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.78 |
| Business Model | 9.13 |
| Core Product Value Proposition | 9.57 |
| Market Timing | 9.60 |
| Problem Oriented Tech Product Differentiation | 9.55 |
| Demonstrated Leadership | 9.42 |
| Capitalization & Funding | 8.91 |
| Competitive Advantage/Rivalry | 8.73 |
| Momentum to Take it to next level | 8.09 |
| Organizational Agility | 9.19 |
| Creativity & Innovative Output | 9.20 |
| Challenge to the HIT status quo | 9.25 |
| Motivation of Team Members | 9.01 |
| Potential for Growth | 8.58 |
| Visibility | 8.24 |
| Viability | 8.04 |
| Access to Markets | 7.14 |
| Market knowledge/Industry Competence | 9.59 |
| MEAN | 8.95 |

For Payers and Providers (Private Held)

Bamboo Health



Bamboo Health (formerly Appriss Health and PatientPing) is a healthcare technology solutions company, focused on fostering care collaboration and providing information and actionable insights across the entire continuum of care. As one of the largest, most diverse care collaboration networks in the country, their technology solutions equip healthcare providers and payers with software, information, and insights to facilitate whole person care across the physical and behavioral health spectrums. Products include Information technology and services, prescription drug monitoring program solutions, cost savings and reduction programs.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.73 |
| Business Model | 9.72 |
| Core Product Value Proposition | 9.08 |
| Market Timing | 9.25 |
| Problem Oriented Tech Product Differentiation | 9.49 |
| Demonstrated Leadership | 9.43 |
| Capitalization & Funding | 9.43 |
| Competitive Advantage/Rivalry | 8.50 |
| Momentum to Take it to next level | 8.35 |
| Organizational Agility | 8.05 |
| Creativity & Innovative Output | 8.41 |
| Challenge to the HIT status quo | 9.60 |
| Motivation of Team Members | 9.04 |
| Potential for Growth | 9.65 |
| Visibility | 9.40 |
| Viability | 9.34 |
| Access to Markets | 9.35 |
| Market knowledge/Industry Competence | 9.65 |
| MEAN | 9.20 |

For payers and providers (Private Held)

Blumira



Blumira's end-to-end platform offers both automated threat detection and response, enabling organizations of any size to more efficiently defend against cybersecurity threats in near real-time. It eases the burden of alert fatigue, complexity of log management and lack of IT visibility. Blumira's cloud SIEM can be deployed in hours with broad integration coverage across cloud, endpoint protection, firewall and identity providers. Products include healthcare organizational Information Security, Cybersecurity and Security Operations.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.83 |
| Business Model | 9.40 |
| Core Product Value Proposition | 9.33 |
| Market Timing | 9.95 |
| Problem Oriented Tech Product Differentiation | 7.18 |
| Demonstrated Leadership | 7.75 |
| Capitalization & Funding | 8.65 |
| Competitive Advantage/Rivalry | 6.84 |
| Momentum to Take it to next level | 9.65 |
| Organizational Agility | 9.03 |
| Creativity & Innovative Output | 8.74 |
| Challenge to the HIT status quo | 9.02 |
| Motivation of Team Members | 8.23 |
| Potential for Growth | 8.55 |
| Visibility | 8.91 |
| Viability | 9.50 |
| Access to Markets | 8.88 |
| Market knowledge/Industry Competence | 9.38 |
| MEAN | 8.83 |

For Providers (Privately Held)

Cadence Health



Cadence Health is a new type of clinical model, not just about Covid-19 testing or telemedicine, but about using technology to bring affordable access to care. That means, with the Cadence Platform and partnered clinical services, your patient population will have instant access to a qualified clinician, regardless of the distance in any language, any scope of practice and any setting, with or without insurance. Their goal was to bridge the gap between convenience and compliance, and they found a team of like-minded clinicians to help them achieve it. Their vision is simple; create a more seamless, caring, and human healthcare system by effortlessly bringing together superior technology, innovative thinking, and empowered people on a single platform. They follow a complete care coordination model using technology to bring affordable access to care via Telemedicine and Remote Patient Monitoring. Products include Telemedicine and Patient Monitoring.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.70 |
| Business Model | 8.22 |
| Core Product Value Proposition | 8.20 |
| Market Timing | 9.07 |
| Problem Oriented Tech Product Differentiation | 9.23 |
| Demonstrated Leadership | 9.18 |
| Capitalization & Funding | 8.50 |
| Competitive Advantage/Rivalry | 7.22 |
| Momentum to Take it to next level | 9.04 |
| Organizational Agility | 8.63 |
| Creativity & Innovative Output | 9.30 |
| Challenge to the HIT status quo | 9.68 |
| Motivation of Team Members | 9.06 |
| Potential for Growth | 8.84 |
| Visibility | 8.03 |
| Viability | 8.10 |
| Access to Markets | 8.54 |
| Market knowledge/Industry Competence | 8.62 |
| MEAN | 8.73 |

For providers (Private Held)

Caregility



Caregility's core offering is a purpose-built ecosystem for the entire healthcare continuum. Caregility provides secure, reliable and HIPAA compliant audio and video communication designed for any device and clinical workflow, in both acute and ambulatory settings. Products include telehealth, telemedicine, collaboration and virtual care.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.14 |
| Business Model | 8.64 |
| Core Product Value Proposition | 8.25 |
| Market Timing | 9.66 |
| Problem Oriented Tech Product Differentiation | 8.45 |
| Demonstrated Leadership | 9.47 |
| Capitalization & Funding | 8.65 |
| Competitive Advantage/Rivalry | 6.89 |
| Momentum to Take it to next level | 7.05 |
| Organizational Agility | 8.62 |
| Creativity & Innovative Output | 9.24 |
| Challenge to the HIT status quo | 7.59 |
| Motivation of Team Members | 8.93 |
| Potential for Growth | 7.83 |
| Visibility | 8.31 |
| Viability | 8.38 |
| Access to Markets | 8.04 |
| Market knowledge/Industry Competence | 8.21 |
| MEAN | 8.41 |

For Patients, Providers, Payers (Privately Held)

Carenet Health



Carenet Health is a leading provider of healthcare consumer engagement solutions, clinical support, health advocacy and navigation solutions, and 24/7 access to medical care. Their engagement specialists, care coordinators and registered nurses support 1 in 4 Americans (more than 86 million healthcare consumers) on behalf of 250+ of the nation’s premier health plans, providers, health systems and Fortune 500 organizations. Their mission is to drive market-leading consumer engagement outcomes through our proprietary Intelligent Engagement model. Products include Telehealth, Virtual Care, Consumer Engagement, Population Health and Healthcare CRM.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.64 |
| Business Model | 8.75 |
| Core Product Value Proposition | 8.30 |
| Market Timing | 8.67 |
| Problem Oriented Tech Product Differentiation | 8.38 |
| Demonstrated Leadership | 9.03 |
| Capitalization & Funding | 9.17 |
| Competitive Advantage/Rivalry | 8.22 |
| Momentum to Take it to next level | 8.13 |
| Organizational Agility | 8.69 |
| Creativity & Innovative Output | 9.40 |
| Challenge to the HIT status quo | 9.20 |
| Motivation of Team Members | 8.85 |
| Potential for Growth | 8.03 |
| Visibility | 8.19 |
| Viability | 8.17 |
| Access to Markets | 8.66 |
| Market knowledge/Industry Competence | 9.36 |
| MEAN | 8.71 |

For Payers and Providers (Privately Held)

Caresyntax



Caresyntax’s enterprise-grade digital surgery platform delivers actionable insights to improve patient outcomes by using proprietary software and AI to analyze large volumes of video, audio, images, device data, clinical, and operational data in and around the OR. After a procedure, the Caresyntax platform provides insights that help surgeons benchmark and improve their care, hospital administrators use surgical resources more efficiently, medical device companies advance better products, and insurance companies understand risk and devise more tailored policies. Products include Performance Management, Healthcare IT, Digital Health, AI and workflow technology.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.71 |
| Business Model | 8.05 |
| Core Product Value Proposition | 8.49 |
| Market Timing | 9.10 |
| Problem Oriented Tech Product Differentiation | 9.92 |
| Demonstrated Leadership | 8.73 |
| Capitalization & Funding | 8.98 |
| Competitive Advantage/Rivalry | 8.02 |
| Momentum to Take it to next level | 8.28 |
| Organizational Agility | 8.09 |
| Creativity & Innovative Output | 9.79 |
| Challenge to the HIT status quo | 9.35 |
| Motivation of Team Members | 9.42 |
| Potential for Growth | 9.21 |
| Visibility | 8.62 |
| Viability | 9.04 |
| Access to Markets | 8.83 |
| Market knowledge/Industry Competence | 9.53 |
| MEAN | 8.95 |

For Providers and Payers (Partnership)

Cedar



Cedar’s financial technology platform is equipped with modern intelligence to solve many of the fundamental problems that lead to poor consumer financial experiences and administrative waste in healthcare -- radically transforming the healthcare financial experience for everyone. Products include Billing Operations, Payment Solution Models, Financial Technology, Implementation and Workflows.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.35 |
| Business Model | 9.20 |
| Core Product Value Proposition | 9.69 |
| Market Timing | 9.68 |
| Problem Oriented Tech Product Differentiation | 9.57 |
| Demonstrated Leadership | 9.54 |
| Capitalization & Funding | 9.03 |
| Competitive Advantage/Rivalry | 8.21 |
| Momentum to Take it to next level | 8.16 |
| Organizational Agility | 9.01 |
| Creativity & Innovative Output | 9.33 |
| Challenge to the HIT status quo | 8.40 |
| Motivation of Team Members | 8.18 |
| Potential for Growth | 9.52 |
| Visibility | 8.38 |
| Viability | 9.05 |
| Access to Markets | 9.85 |
| Market knowledge/Industry Competence | 9.19 |
| MEAN | 9.08 |

For Providers (Privately Held)

Circulo Health



Medicaid insurance desperately needs improving and they're using the most advanced technology to do it, in a way that's never been done before. Lightning-fast automation backed by troves of data gives them the time and space to put humans and their needs at the forefront. Circulo's unique approach and solutions saves healthcare providers countless hours making it substantially easier to provide healthcare. They're transforming health insurance into what it should be—health assurance—for communities who deserve to be invested in. Products include Digital Health.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.95 |
| Business Model | 8.05 |
| Core Product Value Proposition | 8.43 |
| Market Timing | 9.07 |
| Problem Oriented Tech Product Differentiation | 9.70 |
| Demonstrated Leadership | 8.54 |
| Capitalization & Funding | 8.50 |
| Competitive Advantage/Rivalry | 8.38 |
| Momentum to Take it to next level | 9.02 |
| Organizational Agility | 8.34 |
| Creativity & Innovative Output | 9.59 |
| Challenge to the HIT status quo | 9.30 |
| Motivation of Team Members | 9.21 |
| Potential for Growth | 8.77 |
| Visibility | 7.75 |
| Viability | 8.76 |
| Access to Markets | 7.84 |
| Market knowledge/Industry Competence | 8.95 |
| MEAN | 8.79 |

For Providers (Privately Held)

Clarify Health



Clarify Health provides the breakthrough technology and analytics platform to personalize and optimize patient care journeys. Their purpose-built solutions - developed by a world-class team of data scientists and engineers from the financial services industry, top clinical operations experts, and logistics specialists - are transforming healthcare processes and workflows. Clarify delivers actionable insights that enable physicians, health systems, payers, and life sciences organizations to deliver better care today and evolve for a value-based world.

Products include AI, Healthcare Technology, Healthcare Analytics, Population Health, Cloud-based software and Risk Management.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.45 |
| Business Model | 9.40 |
| Core Product Value Proposition | 9.55 |
| Market Timing | 8.65 |
| Problem Oriented Tech Product Differentiation | 8.49 |
| Demonstrated Leadership | 8.58 |
| Capitalization & Funding | 8.39 |
| Competitive Advantage/Rivalry | 7.98 |
| Momentum to Take it to next level | 9.03 |
| Organizational Agility | 9.17 |
| Creativity & Innovative Output | 9.94 |
| Challenge to the HIT status quo | 9.67 |
| Motivation of Team Members | 9.05 |
| Potential for Growth | 9.49 |
| Visibility | 9.24 |
| Viability | 9.60 |
| Access to Markets | 8.91 |
| Market knowledge/Industry Competence | 9.40 |
| MEAN | 9.14 |

For Payers and Providers (Privately Held)

ClosedLoop AI



ClosedLoop makes it easy and affordable for healthcare organizations to use data science to improve quality and reduce costs. Their technology consists of two key pillars - a healthcare specific machine learning automation platform and a catalog of pre-built predictive and prescriptive models that can be customized and extended based on your local population needs. Products include Healthcare IT, Data Analytics, AI

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.75 |
| Business Model | 8.94 |
| Core Product Value Proposition | 8.28 |
| Market Timing | 8.48 |
| Problem Oriented Tech Product Differentiation | 9.10 |
| Demonstrated Leadership | 9.23 |
| Capitalization & Funding | 8.84 |
| Competitive Advantage/Rivalry | 9.45 |
| Momentum to Take it to next level | 9.65 |
| Organizational Agility | 9.70 |
| Creativity & Innovative Output | 9.85 |
| Challenge to the HIT status quo | 9.30 |
| Motivation of Team Members | 9.35 |
| Potential for Growth | 9.53 |
| Visibility | 8.07 |
| Viability | 8.67 |
| Access to Markets | 8.98 |
| Market knowledge/Industry Competence | 9.70 |
| MEAN | 9.16 |

For Providers (Privately Held)

Commure

commure

Healthcare modernization doesn't require a silver bullet looking to disrupt, it needs 1,000+ innovative solutions working together. Commure is mending fragmentation by uniting innovators across the health ecosystem to transform care with consumer-centric, data-driven digital and physical health at scale. With their universal platform and common architecture, they're on a path to enable a system of health assurance that keeps people well while bending costs. Products include a Universal Platform for open, collaborative, and scalable innovation for Providers and EHR Software.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.73 |
| Business Model | 8.70 |
| Core Product Value Proposition | 9.09 |
| Market Timing | 9.15 |
| Problem Oriented Tech Product Differentiation | 9.46 |
| Demonstrated Leadership | 9.08 |
| Capitalization & Funding | 8.97 |
| Competitive Advantage/Rivalry | 8.14 |
| Momentum to Take it to next level | 9.02 |
| Organizational Agility | 9.17 |
| Creativity & Innovative Output | 8.80 |
| Challenge to the HIT status quo | 9.38 |
| Motivation of Team Members | 8.43 |
| Potential for Growth | 8.98 |
| Visibility | 8.12 |
| Viability | 8.62 |
| Access to Markets | 8.10 |
| Market knowledge/Industry Competence | 9.05 |
| MEAN | 8.88 |

For Providers (Privately Held)

ConnectAmerica



Through their easy-to-use personal emergency response, remote patient monitoring and medication management systems, they process over 850,000 signals, calls or incidents each month and have protected an estimated 10 million lives. More than 3,000 provider partners and health plans in the U.S. trust Connect America for delivering safety and care while preventing unnecessary hospitalizations and emergency department visits. Products include Personal Emergency Response Services, Remote Patient Monitoring and Medication Management

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.70 |
| Business Model | 8.90 |
| Core Product Value Proposition | 9.20 |
| Market Timing | 9.85 |
| Problem Oriented Tech Product Differentiation | 9.11 |
| Demonstrated Leadership | 9.06 |
| Capitalization & Funding | 8.73 |
| Competitive Advantage/Rivalry | 8.03 |
| Momentum to Take it to next level | 6.95 |
| Organizational Agility | 8.25 |
| Creativity & Innovative Output | 8.19 |
| Challenge to the HIT status quo | 7.17 |
| Motivation of Team Members | 9.53 |
| Potential for Growth | 8.77 |
| Visibility | 8.06 |
| Viability | 9.18 |
| Access to Markets | 8.95 |
| Market knowledge/Industry Competence | 8.60 |
| MEAN ... | 8.68 |

For Providers and Payors (Privately Held)

CyberShark



With CyberShark, you receive enterprise-class security and compliance on day one. Their affordable SOC-as-a-Service can be launched in minutes, doesn't require any hardware installation and is easy to scale as your healthcare organization grows so you can always maintain complete protection for your business. Products include Integrated Incident Management Workflow and Cyber Security.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.56 |
| Business Model | 9.68 |
| Core Product Value Proposition | 9.35 |
| Market Timing | 9.84 |
| Problem Oriented Tech Product Differentiation | 9.56 |
| Demonstrated Leadership | 8.47 |
| Capitalization & Funding | 8.85 |
| Competitive Advantage/Rivalry | 8.02 |
| Momentum to Take it to next level | 9.18 |
| Organizational Agility | 9.22 |
| Creativity & Innovative Output | 9.04 |
| Challenge to the HIT status quo | 9.56 |
| Motivation of Team Members | 9.33 |
| Potential for Growth | 9.64 |
| Visibility | 8.07 |
| Viability | 8.59 |
| Access to Markets | 8.20 |
| Market knowledge/Industry Competence | 8.28 |
| MEAN | 9.02 |

For Providers and Payers (Privately Held)

Deep Scribe



DeepScribe's goal is to empower physicians with the tools they need to improve both efficiency and efficacy, and better patient outcomes by increasing the clarity, trust, and understanding they have with their physician. Through AI, they hope to better the bogged-down healthcare industry, and re-think the future of practicing and receiving medicine. Products include AI-based scribe technology.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.93 |
| Business Model | 8.69 |
| Core Product Value Proposition | 8.53 |
| Market Timing | 8.40 |
| Problem Oriented Tech Product Differentiation | 8.29 |
| Demonstrated Leadership | 8.04 |
| Capitalization & Funding | 8.56 |
| Competitive Advantage/Rivalry | 7.18 |
| Momentum to Take it to next level | 7.28 |
| Organizational Agility | 9.09 |
| Creativity & Innovative Output | 7.24 |
| Challenge to the HIT status quo | 7.09 |
| Motivation of Team Members | 8.42 |
| Potential for Growth | 8.20 |
| Visibility | 7.93 |
| Viability | 8.18 |
| Access to Markets | 8.48 |
| Market knowledge/Industry Competence | 8.60 |
| MEAN | 8.17 |

For Providers (Privately Held)

DeliverHealth



DeliverHealth Solutions simplifies EHR and revenue cycle complexities, so providers can spend more time caring for patients and less time on documentation and technology. With clients and operations in five countries, decades of health information management, and hundreds of EHR 'Go Live' deployment experiences, DeliverHealth offers solutions across multiple specialties in hospitals, health systems, and physician groups. Products include HealthIT & Revenue Cycle.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.03 |
| Business Model | 9.19 |
| Core Product Value Proposition | 9.27 |
| Market Timing | 9.06 |
| Problem Oriented Tech Product Differentiation | 9.16 |
| Demonstrated Leadership | 9.59 |
| Capitalization & Funding | 9.08 |
| Competitive Advantage/Rivalry | 9.26 |
| Momentum to Take it to next level | 9.05 |
| Organizational Agility | 9.18 |
| Creativity & Innovative Output | 9.03 |
| Challenge to the HIT status quo | 8.73 |
| Motivation of Team Members | 8.40 |
| Potential for Growth | 8.74 |
| Visibility | 8.77 |
| Viability | 8.73 |
| Access to Markets | 8.85 |
| Market knowledge/Industry Competence | 9.12 |
| MEAN | 9.01 |

For Providers (Privately Held)

Dexcare



DexCare is a Platform-as-a-Service (PaaS) for health systems that intelligently orchestrates digital demand and health system capacity across all lines of care. DexCare's data-driven intelligence engine allocates, flexes and optimizes resources to best meet both consumer demand and health system business goals—expanding the reach of health system service lines into a new, digital and on-demand consumer arena. The platform attracts and caters to high-value consumers by providing a fully-digitized, unified experience that routes consumers to the best care options while leveraging existing EMR, caregiver and brand investments. Products include Data-Driven Intelligence, Cloud Software, Enterprise Cloud SaaS and Healthcare Technology.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.29 |
| Business Model | 9.34 |
| Core Product Value Proposition | 9.28 |
| Market Timing | 9.32 |
| Problem Oriented Tech Product Differentiation | 9.73 |
| Demonstrated Leadership | 9.01 |
| Capitalization & Funding | 8.68 |
| Competitive Advantage/Rivalry | 8.63 |
| Momentum to Take it to next level | 8.58 |
| Organizational Agility | 8.93 |
| Creativity & Innovative Output | 9.64 |
| Challenge to the HIT status quo | 9.05 |
| Motivation of Team Members | 9.27 |
| Potential for Growth | 9.10 |
| Visibility | 8.42 |
| Viability | 8.38 |
| Access to Markets | 8.76 |
| Market knowledge/Industry Competence | 8.98 |
| MEAN | 9.02 |

For Providers (Privately Held)

Enlace Health



Enlace Health™ delivers the only end-to-end, flexible solution that solves the infrastructure challenges driving today’s unsustainable healthcare system. Connecting payers, providers and patients, Enlace Health empowers any type of healthcare delivery model. The Enlace Health solution enables the systematic changes needed to make quality of care to cost containment and real patient satisfaction. Products include Technology Solutions, End-to-End Solutions and Value-Based Care Solutions.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.69 |
| Business Model | 9.43 |
| Core Product Value Proposition | 9.09 |
| Market Timing | 8.52 |
| Problem Oriented Tech Product Differentiation | 8.48 |
| Demonstrated Leadership | 8.29 |
| Capitalization & Funding | 8.96 |
| Competitive Advantage/Rivalry | 8.04 |
| Momentum to Take it to next level | 8.18 |
| Organizational Agility | 9.19 |
| Creativity & Innovative Output | 9.09 |
| Challenge to the HIT status quo | 9.54 |
| Motivation of Team Members | 8.53 |
| Potential for Growth | 8.83 |
| Visibility | 8.69 |
| Viability | 8.65 |
| Access to Markets | 8.75 |
| Market knowledge/Industry Competence | 9.27 |
| MEAN | 8.85 |

For Providers, Payers and Patients (Privately Held)

Flatiron Health



At Flatiron, they believe that learning from the experience of every cancer patient is an imperative — it is the key to accelerating research and continuing to improve the quality of care. What stands in the way is an overwhelming technology challenge: Much of the available, real-world clinical data is unstructured and stored across thousands of disconnected community clinics, medical centers and hospitals. It is a problem that Flatiron Health believes they can solve. Products include Value-Based Care, Revenue Cycle Management and Analytics.

| KEY PERFORMANCE INDICATOR | RATING |
|--|-------------|
| Mission | 8.14 |
| Business Model | 8.52 |
| Core Product Value Proposition | 8.50 |
| Market Timing | 8.18 |
| Problem Oriented Tech Product Differentiation | 9.40 |
| Demonstrated Leadership | 8.58 |
| Capitalization & Funding | 9.49 |
| Competitive Advantage/Rivalry | 8.06 |
| Momentum to Take it to next level | 8.15 |
| Organizational Agility | 8.24 |
| Creativity & Innovative Output | 8.38 |
| Challenge to the HIT status quo | 8.53 |
| Motivation of Team Members | 8.47 |
| Potential for Growth | 8.58 |
| Visibility | 8.30 |
| Viability | 9.17 |
| Access to Markets | 8.60 |
| Market knowledge/Industry Competence | 9.29 |
| MEAN | 8.59 |

For Providers and Patients (Privately Held)

Happify Health



Happify Health develops clinical grade personalized digital therapeutics and care solutions for the modern healthcare cloud. They are pioneering a new era of care through Intelligent Healing that makes healthcare more precise, connected, and responsive for pharma, health plans, enterprises, and individuals everywhere. Products include Unified Digital Therapy and Care Delivery.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.79 |
| Business Model | 8.60 |
| Core Product Value Proposition | 9.14 |
| Market Timing | 8.31 |
| Problem Oriented Tech Product Differentiation | 9.02 |
| Demonstrated Leadership | 8.59 |
| Capitalization & Funding | 8.50 |
| Competitive Advantage/Rivalry | 7.64 |
| Momentum to Take it to next level | 7.18 |
| Organizational Agility | 8.35 |
| Creativity & Innovative Output | 9.18 |
| Challenge to the HIT status quo | 9.69 |
| Motivation of Team Members | 8.88 |
| Potential for Growth | 8.93 |
| Visibility | 8.02 |
| Viability | 8.94 |
| Access to Markets | 8.35 |
| Market knowledge/Industry Competence | 9.20 |
| MEAN | 8.63 |

For Providers and Patients (Privately Held)

Healthcare Triangle



Healthcare Triangle reinforces healthcare progress through breakthrough technology and extensive industry know-how. They support healthcare providers and payors, hospitals and Pharma/Life Sciences organizations in their effort to improve health outcomes by enabling the adoption of new technologies, data enlightenment, business agility and accelerate responding to immediate business needs and competitive threats. The highly regulated healthcare and life sciences industries turn to HCTI for their expertise in digital transformation on the cloud, security and compliance, data lifecycle management, healthcare interoperability, clinical and business performance optimization. Products include Data Lifecycle Management, Healthcare Interoperability, Clinical and Business Performance Optimization.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.69 |
| Business Model | 9.60 |
| Core Product Value Proposition | 9.03 |
| Market Timing | 9.44 |
| Problem Oriented Tech Product Differentiation | 9.19 |
| Demonstrated Leadership | 9.62 |
| Capitalization & Funding | 9.61 |
| Competitive Advantage/Rivalry | 9.47 |
| Momentum to Take it to next level | 8.67 |
| Organizational Agility | 8.40 |
| Creativity & Innovative Output | 9.06 |
| Challenge to the HIT status quo | 9.90 |
| Motivation of Team Members | 8.93 |
| Potential for Growth | 9.25 |
| Visibility | 9.56 |
| Viability | 8.39 |
| Access to Markets | 8.75 |
| Market knowledge/Industry Competence | 9.50 |
| MEAN | 9.24 |

For Providers, Payers and Patients (Publicly Held)

Imagine Software



Imagine offers the power of a real-time, institutional-grade portfolio and risk management software solution, and provides clients the choice of full-service on-line accessibility with real-time pricing, security master, corporate actions, derived market data, and 24/7 connectivity or a traditional in-house software installation. Products include Risk Management Solutions, Patient Solutions and Business Intelligence.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.84 |
| Business Model | 8.89 |
| Core Product Value Proposition | 9.55 |
| Market Timing | 9.02 |
| Problem Oriented Tech Product Differentiation | 9.40 |
| Demonstrated Leadership | 9.30 |
| Capitalization & Funding | 8.59 |
| Competitive Advantage/Rivalry | 9.41 |
| Momentum to Take it to next level | 9.04 |
| Organizational Agility | 9.12 |
| Creativity & Innovative Output | 9.06 |
| Challenge to the HIT status quo | 8.54 |
| Motivation of Team Members | 9.23 |
| Potential for Growth | 8.96 |
| Visibility | 8.60 |
| Viability | 9.24 |
| Access to Markets | 9.34 |
| Market knowledge/Industry Competence | 9.60 |
| MEAN | 9.10 |

For Providers and Payers (Privately Held)

Included Health



Included Health is a new kind of healthcare company, delivering integrated virtual care and navigation. They break down barriers to provide high-quality care for every person in every community — no matter where they are in their health journey or what type of care they need, from acute to chronic, behavioral to physical. They offer their members care guidance, advocacy, and access to personalized virtual and in-person care for everyday and urgent care, primary care, behavioral health, and specialty care. Products include Navigation, Specialty Care and Behavioral Health.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.84 |
| Business Model | 9.03 |
| Core Product | 8.27 |
| Value Proposition | |
| Market Timing | 8.15 |
| Problem Oriented Tech Product Differentiation | 9.22 |
| Demonstrated Leadership | 9.46 |
| Capitalization & Funding | 9.04 |
| Competitive Advantage/Rivalry | 8.94 |
| Momentum to Take it to next level | 9.35 |
| Organizational Agility | 9.50 |
| Creativity & Innovative Output | 9.65 |
| Challenge to the HIT status quo | 9.68 |
| Motivation of Team Members | 9.72 |
| Potential for Growth | 9.37 |
| Visibility | 9.20 |
| Viability | 8.54 |
| Access to Markets | 8.45 |
| Market knowledge/Industry Competence | 8.79 |
| MEAN | 9.15 |

For Payers and Patients (Privately Held)

Janus Health



Janus studies end-user behavior within the revenue cycle and determines the optimal path for each process. Real-time predictive recommendations are made to human workers to guide them on the next best action to perform with every claim. Janus also automates steps in a process or end-to-end workflows using a proprietary platform that is highly scalable and modular. Products include Workflow Process Mining, RCM Data, Process Automation and EMR

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.40 |
| Business Model | 8.25 |
| Core Product Value Proposition | 8.29 |
| Market Timing | 9.01 |
| Problem Oriented Tech Product Differentiation | 9.22 |
| Demonstrated Leadership | 8.95 |
| Capitalization & Funding | 8.60 |
| Competitive Advantage/Rivalry | 8.26 |
| Momentum to Take it to next level | 8.30 |
| Organizational Agility | 9.30 |
| Creativity & Innovative Output | 9.83 |
| Challenge to the HIT status quo | 9.55 |
| Motivation of Team Members | 9.13 |
| Potential for Growth | 8.93 |
| Visibility | 8.15 |
| Viability | 8.41 |
| Access to Markets | 8.17 |
| Market knowledge/Industry Competence | 9.45 |
| MEAN | 8.79 |

For Providers (Privately Held)

Luma Health



Luma Health was built with the idea that we are all patients. Luma Health believes it should be easy to see and connect with our doctor. Luma Health is a new vision aligned around letting systems deliver high-quality healthcare, lower the burden on staff, and provide the modern, mobile-first experience everyone deserves. Products include Scheduling, Patient Engagement, Revenue Cycle Management, CRM and Value-Based Care

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.08 |
| Business Model | 9.15 |
| Core Product Value Proposition | 9.26 |
| Market Timing | 9.59 |
| Problem Oriented Tech Product Differentiation | 9.51 |
| Demonstrated Leadership | 9.25 |
| Capitalization & Funding | 9.10 |
| Competitive Advantage/Rivalry | 9.02 |
| Momentum to Take it to next level | 8.85 |
| Organizational Agility | 9.21 |
| Creativity & Innovative Output | 9.27 |
| Challenge to the HIT status quo | 8.24 |
| Motivation of Team Members | 8.83 |
| Potential for Growth | 9.19 |
| Visibility | 8.82 |
| Viability | 9.32 |
| Access to Markets | 8.94 |
| Market knowledge/Industry Competence | 9.35 |
| MEAN | 9.11 |

For Patients and Providers (Privately Held)

Medallion



Juggling behind-the-scenes tasks slows down healthcare organizations, so Medallion is creating more efficient solutions. With the Medallion platform, groups can onboard and verify providers, monitor compliance rules, and get networked with major programs like Medicare. Smart notifications keep teams aware of important details, allowing professionals to worry less and focus more on patient care. Products include Monitoring, Credentialing and Payer Enrollment.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.66 |
| Business Model | 8.38 |
| Core Product Value Proposition | 8.64 |
| Market Timing | 8.20 |
| Problem Oriented Tech Product Differentiation | 9.53 |
| Demonstrated Leadership | 9.02 |
| Capitalization & Funding | 8.37 |
| Competitive Advantage/Rivalry | 7.15 |
| Momentum to Take it to next level | 7.49 |
| Organizational Agility | 8.03 |
| Creativity & Innovative Output | 9.24 |
| Challenge to the HIT status quo | 7.29 |
| Motivation of Team Members | 7.95 |
| Potential for Growth | 8.02 |
| Visibility | 7.42 |
| Viability | 8.40 |
| Access to Markets | 8.38 |
| Market knowledge/Industry Competence | 8.94 |
| MEAN | 8.28 |

For Providers and Payers (Privately Held)

Medicom Technologies **MEDICOM**

Medicom's core technology is a health information network that connects disparate PACS, EMRs, EHRs, and RIS' so that information can be easily located, accessed, and shared across various healthcare enterprises. Products include Imagex, Health Technology and Continuity

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.02 |
| Business Model | 9.14 |
| Core Product Value Proposition | 9.36 |
| Market Timing | 9.34 |
| Problem Oriented Tech Product Differentiation | 9.70 |
| Demonstrated Leadership | 9.37 |
| Capitalization & Funding | 9.35 |
| Competitive Advantage/Rivalry | 8.94 |
| Momentum to Take it to next level | 9.16 |
| Organizational Agility | 9.19 |
| Creativity & Innovative Output | 9.00 |
| Challenge to the HIT status quo | 9.32 |
| Motivation of Team Members | 9.14 |
| Potential for Growth | 9.49 |
| Visibility | 8.74 |
| Viability | 9.04 |
| Access to Markets | 8.95 |
| Market knowledge/Industry Competence | 8.44 |
| MEAN | 9.14 |

For Patients and Providers (Privately Held)

Notable Health



Customers use Notable to identify and engage more patients in need of care by automating hundreds of repetitive workflows like patient intake, care outreach, registration, documentation, and billing. With Notable, staff and clinicians report saving 700 hours of administrative work per provider per year. Products include Patient Intake, Patient Process, Population Health and Revenue Cycle Management

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.49 |
| Business Model | 8.41 |
| Core Product Value Proposition | 8.24 |
| Market Timing | 8.18 |
| Problem Oriented Tech Product Differentiation | 9.46 |
| Demonstrated Leadership | 9.43 |
| Capitalization & Funding | 8.70 |
| Competitive Advantage/Rivalry | 7.86 |
| Momentum to Take it to next level | 8.48 |
| Organizational Agility | 9.15 |
| Creativity & Innovative Output | 9.04 |
| Challenge to the HIT status quo | 7.95 |
| Motivation of Team Members | 9.53 |
| Potential for Growth | 8.58 |
| Visibility | 8.03 |
| Viability | 8.16 |
| Access to Markets | 8.22 |
| Market knowledge/Industry Competence | 9.25 |
| MEAN | 8.62 |

For Providers and Patients (Privately Held)

nThrive



nThrive’s SaaS technology simplifies and automates the revenue cycle from end-to-end. It eliminates administrative burden and waste, reduces costly errors, expands staff knowledge, provides data insights, improves productivity and increases profitability. Healthcare providers get paid faster and more accurately. Healthcare payors can ensure proper payment from the start. Patients receive correct estimates prior to undergoing care. Products include Claims Management, Contract Management, Analytics and Revenue Cycle Management.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.20 |
| Business Model | 9.50 |
| Core Product Value Proposition | 9.04 |
| Market Timing | 9.19 |
| Problem Oriented Tech Product Differentiation | 9.32 |
| Demonstrated Leadership | 9.93 |
| Capitalization & Funding | 9.53 |
| Competitive Advantage/Rivalry | 9.03 |
| Momentum to Take it to next level | 9.55 |
| Organizational Agility | 9.19 |
| Creativity & Innovative Output | 9.45 |
| Challenge to the HIT status quo | 8.69 |
| Motivation of Team Members | 8.93 |
| Potential for Growth | 8.85 |
| Visibility | 8.99 |
| Viability | 9.05 |
| Access to Markets | 9.49 |
| Market knowledge/Industry Competence | 9.37 |
| MEAN | 9.24 |

For Providers and Patients (Privately Held)

Ovation



Ovation is a comprehensive LIMS/LIS platform that’s purpose-built to support the critical functions of your molecular diagnostics laboratory. With Ovation, you can quickly streamline the key aspects of your lab, from managing orders to tracking samples, optimizing workflows, and delivering results back to providers. Products include Lab Integrations and Networks.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.56 |
| Business Model | 8.81 |
| Core Product Value Proposition | 9.08 |
| Market Timing | 9.64 |
| Problem Oriented Tech Product Differentiation | 9.80 |
| Demonstrated Leadership | 9.48 |
| Capitalization & Funding | 8.98 |
| Competitive Advantage/Rivalry | 9.42 |
| Momentum to Take it to next level | 9.88 |
| Organizational Agility | 8.65 |
| Creativity & Innovative Output | 9.03 |
| Challenge to the HIT status quo | 9.15 |
| Motivation of Team Members | 8.83 |
| Potential for Growth | 9.46 |
| Visibility | 9.35 |
| Viability | 9.37 |
| Access to Markets | 8.89 |
| Market knowledge/Industry Competence | 9.55 |
| MEAN | 9.27 |

For Providers (Privately Held)

PayZen



PayZen is leading the CNPL (Care Now Pay Later) market. Their Fintech platform provides innovative affordability solutions to the healthcare industry. They are tackling the growing Consumerization of healthcare that is shifting the payment responsibility for health services to patients. The majority of Americans are on high deductible health plans, yet most people cannot afford a \$400 emergency expense. Their Mission is to make healthcare affordable to 100% of patients and medical providers. Products include CNPL (Care Now Pay Later).

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.34 |
| Business Model | 9.29 |
| Core Product Value Proposition | 9.42 |
| Market Timing | 9.83 |
| Problem Oriented Tech Product Differentiation | 9.26 |
| Demonstrated Leadership | 9.10 |
| Capitalization & Funding | 9.39 |
| Competitive Advantage/Rivalry | 9.50 |
| Momentum to Take it to next level | 9.66 |
| Organizational Agility | 9.42 |
| Creativity & Innovative Output | 9.01 |
| Challenge to the HIT status quo | 9.21 |
| Motivation of Team Members | 9.40 |
| Potential for Growth | 9.54 |
| Visibility | 9.13 |
| Viability | 9.48 |
| Access to Markets | 9.49 |
| Market knowledge/Industry Competence | 9.26 |
| MEAN | 9.37 |

For Patients (Privately Held)

Prealize



Prealize connects tomorrow’s predictive insights to today’s most effective actions. The company is committed to transforming healthcare from reactive to proactive, so that more people can live healthier lives. Prealize partners with health plans, employers and providers across the nation to power proactive healthcare. Products include Predictive Analytics.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.81 |
| Business Model | 8.73 |
| Core Product Value Proposition | 8.94 |
| Market Timing | 8.28 |
| Problem Oriented Tech Product Differentiation | 8.49 |
| Demonstrated Leadership | 8.64 |
| Capitalization & Funding | 8.99 |
| Competitive Advantage/Rivalry | 8.07 |
| Momentum to Take it to next level | 8.15 |
| Organizational Agility | 8.31 |
| Creativity & Innovative Output | 9.48 |
| Challenge to the HIT status quo | 9.10 |
| Motivation of Team Members | 8.83 |
| Potential for Growth | 8.80 |
| Visibility | 8.52 |
| Viability | 9.03 |
| Access to Markets | 8.81 |
| Market knowledge/Industry Competence | 9.89 |
| MEAN | 8.77 |

For Payers and Providers (Privately Held)

Prolucent Health



Prolucent is accelerating the way healthcare meets workforce needs through advanced technology and engagement models that align the interests of employers and healthcare workers. Prolucent helps employers optimize the quality and cost of their workforce, from full-time recruitment to contingent workforce management, while engaging healthcare workers to find opportunities and advance their careers. Products include Innovation and Workforce Optimization Services.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 8.65 |
| Business Model | 8.48 |
| Core Product Value Proposition | 8.24 |
| Market Timing | 9.01 |
| Problem Oriented Tech Product Differentiation | 7.79 |
| Demonstrated Leadership | 9.04 |
| Capitalization & Funding | 8.42 |
| Competitive Advantage/Rivalry | 8.06 |
| Momentum to Take it to next level | 8.31 |
| Organizational Agility | 9.06 |
| Creativity & Innovative Output | 8.28 |
| Challenge to the HIT status quo | 6.93 |
| Motivation of Team Members | 7.92 |
| Potential for Growth | 7.20 |
| Visibility | 8.11 |
| Viability | 7.65 |
| Access to Markets | 9.08 |
| Market knowledge/Industry Competence | 8.89 |
| MEAN | 8.28 |

For Providers (Privately Held)

Quantum Health



Quantum Health is a consumer healthcare navigation company that delivers an unparalleled consumer experience based on empathy and trust, enabling employers to achieve industry-leading satisfaction rates and independently validated claim savings. Quantum Health’s model is based on years of consumer research and the insights learned from guiding millions of consumers and their providers through their healthcare journey. Products include Care Coordination and Consumer Navigation.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.02 |
| Business Model | 8.88 |
| Core Product Value Proposition | 9.01 |
| Market Timing | 7.16 |
| Problem Oriented Tech Product Differentiation | 7.93 |
| Demonstrated Leadership | 9.75 |
| Capitalization & Funding | 8.04 |
| Competitive Advantage/Rivalry | 8.54 |
| Momentum to Take it to next level | 7.73 |
| Organizational Agility | 7.10 |
| Creativity & Innovative Output | 8.32 |
| Challenge to the HIT status quo | 8.45 |
| Motivation of Team Members | 9.29 |
| Potential for Growth | 9.35 |
| Visibility | 7.18 |
| Viability | 9.21 |
| Access to Markets | 8.58 |
| Market knowledge/Industry Competence | 8.97 |
| MEAN | 8.47 |

For Providers (Privately Held)

Quio



Quio is a connected health company that works with providers, hospital systems and health plans to design and implement programs that improve medication adherence and outcomes. Patients in these programs use their connected devices to easily track their medications, symptoms, and vitals at home. Quio has pioneered the category of ambient medication tracking with their AnyMed™ device, which automatically logs doses for patients when they interact with their medications. This makes it easy to keep track of all their prescription regimens each day. Products include Adherence Monitoring and Remote Care.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.15 |
| Business Model | 8.95 |
| Core Product Value Proposition | 9.02 |
| Market Timing | 8.67 |
| Problem Oriented Tech Product Differentiation | 9.11 |
| Demonstrated Leadership | 8.56 |
| Capitalization & Funding | 8.00 |
| Competitive Advantage/Rivalry | 8.61 |
| Momentum to Take it to next level | 8.39 |
| Organizational Agility | 8.05 |
| Creativity & Innovative Output | 8.44 |
| Challenge to the HIT status quo | 8.08 |
| Motivation of Team Members | 9.24 |
| Potential for Growth | 8.36 |
| Visibility | 7.42 |
| Viability | 7.83 |
| Access to Markets | 8.23 |
| Market knowledge/Industry Competence | 8.09 |
| MEAN | 8.46 |

For Providers and Payers (Privately Held)

Rad AI



Rad AI is on a mission to improve patient outcomes and access to quality healthcare by applying state-of-the-art artificial intelligence to radiology, a critical part of medical diagnosis and treatment. Designed by radiologists and for radiologists, their products make life better for both radiologists themselves and the patients they serve. Products include AI, Machine Learning and Natural Language Processing.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.58 |
| Business Model | 9.43 |
| Core Product Value Proposition | 9.53 |
| Market Timing | 9.27 |
| Problem Oriented Tech Product Differentiation | 9.78 |
| Demonstrated Leadership | 8.95 |
| Capitalization & Funding | 9.48 |
| Competitive Advantage/Rivalry | 9.42 |
| Momentum to Take it to next level | 9.80 |
| Organizational Agility | 9.18 |
| Creativity & Innovative Output | 9.02 |
| Challenge to the HIT status quo | 9.82 |
| Motivation of Team Members | 9.40 |
| Potential for Growth | 9.55 |
| Visibility | 9.59 |
| Viability | 9.65 |
| Access to Markets | 9.64 |
| Market knowledge/Industry Competence | 9.48 |
| MEAN | 9.48 |

For Providers (Privately Held)

Redox



Redox makes it easy to transport healthcare data between healthcare organizations and digital health companies. They focus on innovation and caring for patients and take care of the nitty gritty of data exchange. Products include Integration, EHR, Interoperability, Telemedicine and Data Exchange.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.83 |
| Business Model | 8.61 |
| Core Product Value Proposition | 7.20 |
| Market Timing | 8.33 |
| Problem Oriented Tech Product Differentiation | 8.06 |
| Demonstrated Leadership | 9.12 |
| Capitalization & Funding | 9.56 |
| Competitive Advantage/Rivalry | 8.20 |
| Momentum to Take it to next level | 7.85 |
| Organizational Agility | 8.53 |
| Creativity & Innovative Output | 9.48 |
| Challenge to the HIT status quo | 9.08 |
| Motivation of Team Members | 9.59 |
| Potential for Growth | 9.14 |
| Visibility | 9.82 |
| Viability | 8.07 |
| Access to Markets | 8.52 |
| Market knowledge/Industry Competence | 9.37 |
| MEAN | 8.80 |

For Providers and Payers (Privately Held)

Reveleer



Reveleer is a healthcare software and services company that uses Machine Learning and Intelligent Automation technology to empower payers in all lines of business to take control over their Quality Improvement and Risk Adjustment programs. The Reveleer platform enables payers to independently execute and manage every aspect of provider outreach, retrieval, coding, abstraction, and reporting – all under one platform. Leveraging proprietary technology, robust data sets, and subject matter expertise. Products include Machine Learning, Intelligent Automation Technology and Risk Adjustment.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.22 |
| Business Model | 9.45 |
| Core Product Value Proposition | 9.20 |
| Market Timing | 9.67 |
| Problem Oriented Tech Product Differentiation | 9.42 |
| Demonstrated Leadership | 9.02 |
| Capitalization & Funding | 8.95 |
| Competitive Advantage/Rivalry | 9.49 |
| Momentum to Take it to next level | 9.90 |
| Organizational Agility | 9.14 |
| Creativity & Innovative Output | 9.90 |
| Challenge to the HIT status quo | 9.47 |
| Motivation of Team Members | 9.10 |
| Potential for Growth | 9.56 |
| Visibility | 9.23 |
| Viability | 9.73 |
| Access to Markets | 9.35 |
| Market knowledge/Industry Competence | 9.25 |
| MEAN | 9.40 |

For Payers (Privately Held)

Ribbon Health



Ribbon Health offers one of the most comprehensive, accurate API data platforms that is the infrastructure for a future where every patient care decision is convenient, cost-effective, and high-quality. Built to integrate seamlessly into existing healthcare workflows, Ribbon offers a reliable and straightforward way for providers, care navigators, health plans, and digital health solutions to develop and maintain accurate provider directories and competitive networks, simplify referral management, and ensure efficient care navigation — all in one platform. Products include Digital Health, Care Navigation, Machine Learning and Predictive Analytics

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.62 |
| Business Model | 9.30 |
| Core Product Value Proposition | 9.59 |
| Market Timing | 9.27 |
| Problem Oriented Tech Product Differentiation | 9.00 |
| Demonstrated Leadership | 9.46 |
| Capitalization & Funding | 8.93 |
| Competitive Advantage/Rivalry | 9.50 |
| Momentum to Take it to next level | 9.11 |
| Organizational Agility | 9.39 |
| Creativity & Innovative Output | 9.04 |
| Challenge to the HIT status quo | 9.18 |
| Motivation of Team Members | 9.35 |
| Potential for Growth | 9.53 |
| Visibility | 9.14 |
| Viability | 8.95 |
| Access to Markets | 9.03 |
| Market knowledge/Industry Competence | 9.79 |
| MEAN | 9.29 |

For Payers and Providers (Privately Held)

Robin Healthcare



Using a combination of cutting-edge technology and human expertise, they have created a more direct path to care. Robin takes on the administrative burdens of medicine so doctors can reclaim their time and control over their practice. Products include Natural Language Processing.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.18 |
| Business Model | 8.41 |
| Core Product Value Proposition | 8.38 |
| Market Timing | 9.34 |
| Problem Oriented Tech Product Differentiation | 9.47 |
| Demonstrated Leadership | 8.40 |
| Capitalization & Funding | 7.55 |
| Competitive Advantage/Rivalry | 7.93 |
| Momentum to Take it to next level | 8.56 |
| Organizational Agility | 7.39 |
| Creativity & Innovative Output | 9.02 |
| Challenge to the HIT status quo | 8.40 |
| Motivation of Team Members | 8.29 |
| Potential for Growth | 8.98 |
| Visibility | 8.59 |
| Viability | 8.30 |
| Access to Markets | 7.77 |
| Market knowledge/Industry Competence | 9.16 |
| MEAN | 8.51 |

For Providers (Privately Held)

Spire Health



Spire Health is one of the market leaders in continuous respiration sensing and high-adherence, patient-friendly ambulatory monitoring. Their mission is to harness the power of algorithms and sensors to improve health outcomes by empowering patients and physicians with useful and actionable data. They currently work with partners across a range of health conditions, including chronic obstructive pulmonary disease (COPD), congestive heart failure, asthma, sleep disorders and anxiety. Products include Wearables and Remote Patient Monitoring.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.00 |
| Business Model | 8.24 |
| Core Product Value Proposition | 9.04 |
| Market Timing | 9.10 |
| Problem Oriented Tech Product Differentiation | 9.16 |
| Demonstrated Leadership | 8.34 |
| Capitalization & Funding | 8.04 |
| Competitive Advantage/Rivalry | 9.30 |
| Momentum to Take it to next level | 8.47 |
| Organizational Agility | 8.29 |
| Creativity & Innovative Output | 7.94 |
| Challenge to the HIT status quo | 8.21 |
| Motivation of Team Members | 8.36 |
| Potential for Growth | 8.88 |
| Visibility | 8.02 |
| Viability | 8.45 |
| Access to Markets | 8.18 |
| Market knowledge/Industry Competence | 8.36 |
| MEAN | 8.52 |

For Providers and Patients (Privately Held)

Sword Health



Sword Health is one of the world’s fastest growing virtual musculoskeletal (MSK) care providers, on a mission to free two billion people from chronic and post-surgical pain. The company’s clinical-grade virtual therapy platform pairs expert physical therapists with FDA-listed wearable technology to deliver a personalized treatment plan that is more effective, easier and less expensive than traditional physical therapy. SWORD Health believes in the power of people to recover at home, without resorting to imaging, surgeries or opioids.

Products include Digital Health, Machine Learning and AI.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.30 |
| Business Model | 8.84 |
| Core Product Value Proposition | 9.54 |
| Market Timing | 9.93 |
| Problem Oriented Tech Product Differentiation | 9.56 |
| Demonstrated Leadership | 8.35 |
| Capitalization & Funding | 8.97 |
| Competitive Advantage/Rivalry | 9.94 |
| Momentum to Take it to next level | 9.70 |
| Organizational Agility | 9.03 |
| Creativity & Innovative Output | 8.35 |
| Challenge to the HIT status quo | 9.74 |
| Motivation of Team Members | 9.56 |
| Potential for Growth | 9.76 |
| Visibility | 8.07 |
| Viability | 8.60 |
| Access to Markets | 7.92 |
| Market knowledge/Industry Competence | 9.03 |
| MEAN | 9.14 |

For Patients and Providers (Privately Held)

Symplr



As one of the leaders in healthcare operations solutions, anchored in governance, risk management, and compliance, Symplr enables enterprise customers to efficiently navigate the unique complexities of integrating critical business operations in healthcare. Their healthcare-specific software solutions and professional services provide value far beyond single, siloed solutions and enhance customers' ability to achieve truly connected, integrated, enterprise-wide operational efficiencies. Products include Healthcare Compliance, Healthcare Operations and Payer Enrollment.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.25 |
| Business Model | 9.38 |
| Core Product Value Proposition | 8.85 |
| Market Timing | 8.42 |
| Problem Oriented Tech Product Differentiation | 9.08 |
| Demonstrated Leadership | 9.73 |
| Capitalization & Funding | 9.70 |
| Competitive Advantage/Rivalry | 8.93 |
| Momentum to Take it to next level | 9.06 |
| Organizational Agility | 8.59 |
| Creativity & Innovative Output | 8.31 |
| Challenge to the HIT status quo | 8.04 |
| Motivation of Team Members | 8.58 |
| Potential for Growth | 8.08 |
| Visibility | 8.73 |
| Viability | 9.00 |
| Access to Markets | 9.32 |
| Market knowledge/Industry Competence | 8.55 |
| MEAN | 8.87 |

For Payers and Providers (Privately Held)

Tempus

'T'EMPUS

Tempus is making precision medicine a reality by applying AI in healthcare, deriving insights from their expansive library of clinical data and molecular data. They enable physicians to make real-time, data-driven decisions to deliver personalized care and targeted therapies for patients through their analytical machine learning platform that uses the power of artificial intelligence in healthcare. They also work with partners to facilitate discovery, development, and delivery of optimized therapeutic options for patients through distinctive solution sets. Products include Data Driven Analytics, AI and Analytical Machine Learning.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.93 |
| Business Model | 9.64 |
| Core Product Value Proposition | 9.53 |
| Market Timing | 9.29 |
| Problem Oriented Tech Product Differentiation | 9.90 |
| Demonstrated Leadership | 8.93 |
| Capitalization & Funding | 9.03 |
| Competitive Advantage/Rivalry | 9.32 |
| Momentum to Take it to next level | 8.23 |
| Organizational Agility | 8.03 |
| Creativity & Innovative Output | 9.15 |
| Challenge to the HIT status quo | 9.40 |
| Motivation of Team Members | 9.65 |
| Potential for Growth | 9.73 |
| Visibility | 8.30 |
| Viability | 8.04 |
| Access to Markets | 8.99 |
| Market knowledge/Industry Competence | 8.79 |
| MEAN | 9.12 |

For Providers and Patients (Privately Held)

Verifiable



Verifiable is an API first platform to automate primary source verifications in seconds to streamline provider credentialing and simplify network management. Verifiable connects to hundreds of primary sources to perform real-time monitoring and deliver nearly instantaneous results that can be integrated into any operational system or workflow - saving time, reducing costs and improving compliance. Products include Provider Network Management.

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.17 |
| Business Model | 9.24 |
| Core Product Value Proposition | 9.21 |
| Market Timing | 9.02 |
| Problem Oriented Tech Product Differentiation | 9.16 |
| Demonstrated Leadership | 8.23 |
| Capitalization & Funding | 8.03 |
| Competitive Advantage/Rivalry | 9.82 |
| Momentum to Take it to next level | 9.11 |
| Organizational Agility | 8.50 |
| Creativity & Innovative Output | 8.44 |
| Challenge to the HIT status quo | 8.67 |
| Motivation of Team Members | 8.34 |
| Potential for Growth | 8.95 |
| Visibility | 8.00 |
| Viability | 8.34 |
| Access to Markets | 9.24 |
| Market knowledge/Industry Competence | 8.93 |
| MEAN | 8.80 |

For Providers (Privately Held)

Vital Software



Founded by a physician and a proven tech entrepreneur, Vital exists to close communication gaps with patients and families and put them at the center of the care experience. Furthermore, they help care teams to deliver safer, smarter care that meets the demands of the modern patient while streamlining existing processes. They use artificial intelligence, machine learning, natural language processing and consumer design principles to build beautiful, functional software that requires no training and is easy to implement. Products include HealthTech, Consumerism and HealthcareIT

| KEY PERFORMANCE INDICATOR | RATING |
|---|--------|
| Mission | 9.48 |
| Business Model | 9.23 |
| Core Product Value Proposition | 8.14 |
| Market Timing | 8.24 |
| Problem Oriented Tech Product Differentiation | 9.77 |
| Demonstrated Leadership | 9.40 |
| Capitalization & Funding | 8.55 |
| Competitive Advantage/Rivalry | 8.07 |
| Momentum to Take it to next level | 9.12 |
| Organizational Agility | 7.49 |
| Creativity & Innovative Output | 9.19 |
| Challenge to the HIT status quo | 9.88 |
| Motivation of Team Members | 8.89 |
| Potential for Growth | 9.76 |
| Visibility | 8.23 |
| Viability | 8.45 |
| Access to Markets | 7.93 |
| Market knowledge/Industry Competence | 8.69 |
| MEAN | 8.81 |

For Patients and Providers (Privately Held)

APPENDIX

BLACK BOOK MARKET RESEARCH SURVEYS & IT USER POLLING

We hope that the data and analysis in this report will help you make informed and imaginative healthcare technology business decisions. If you have further requirements, the Black Book research team may be able to help you. For more information about Black Book's custom survey capabilities, please contact us directly at research@blackbookmarketresearch.com

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