

Electronic Medical Records (EMR/EHR) – World Market Report

2018 Edition

This is a research proposal for a new Market Report on Electronic Medical Records, to be published in December 2018. Advance Purchasers get the following benefits:

- 20% discount on the price
- Customise the scope of the research to meet your specific needs
- Early access to the preliminary market data
- Immediate access to the final report



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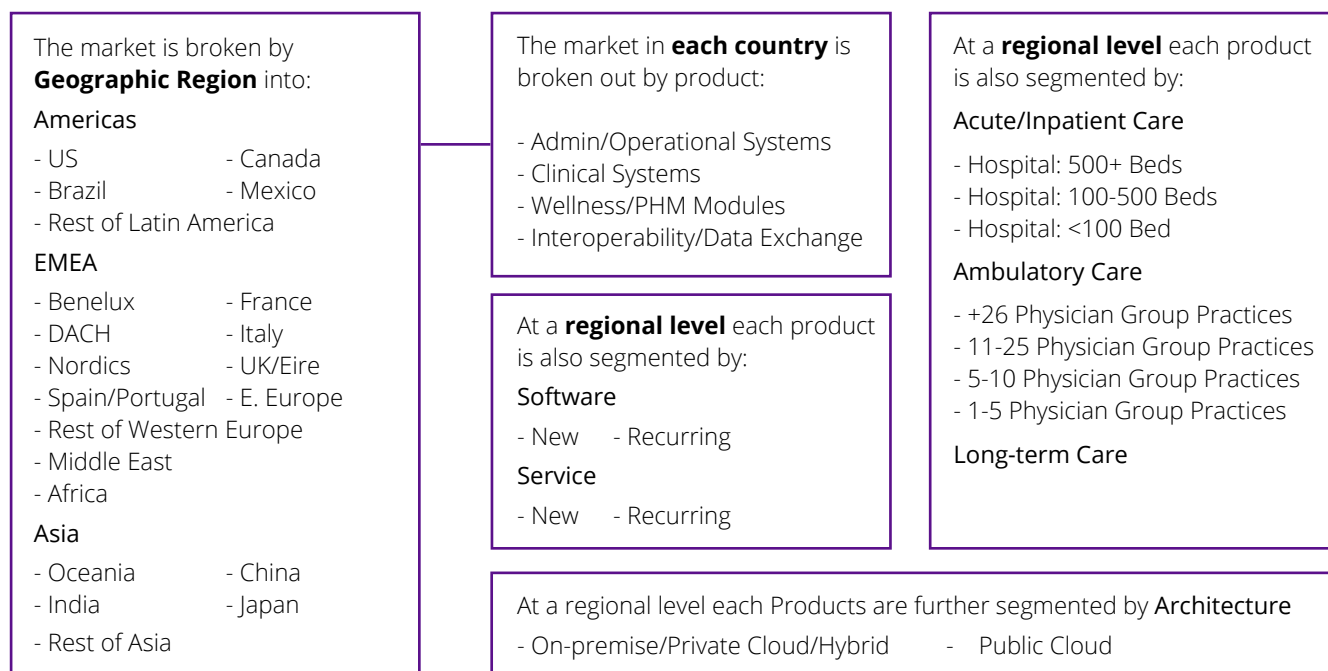
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Michael joined Signify Research in 2018 as part of the Digital Health team focusing on PHM and EHR/EMR. He brings with him five years' experience as a Senior Market Analyst.



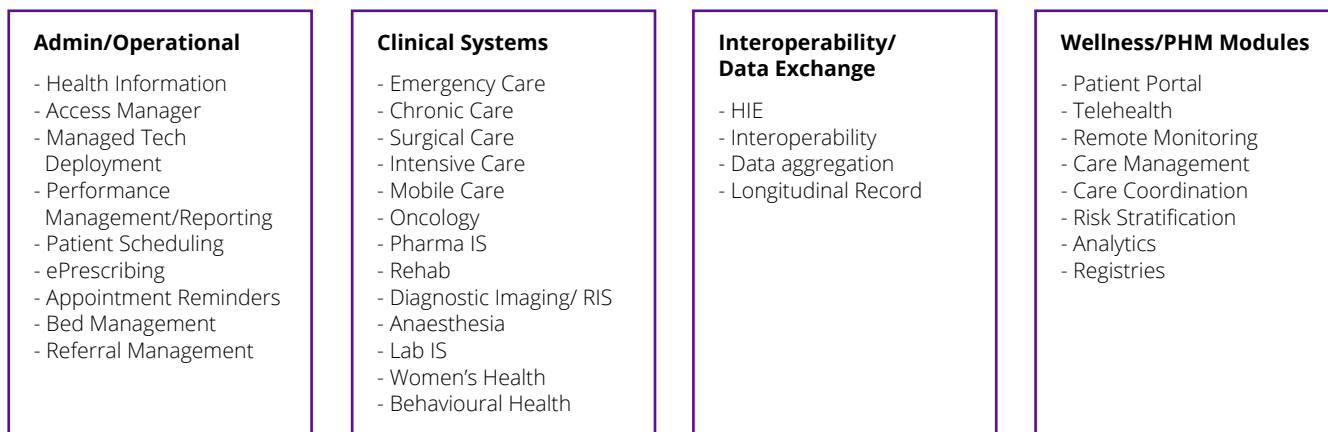
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Report Content

This is the preliminary research scope. More detail and additional segmentations of the market will be added at the request of the companies who take the Advance Purchase option (see Page 4 for Details). Market metrics are presented for the period 2017 to 2022.



Below are the definitions of which sub-products will be included in each of the product segments



Report Features



Expert commentary on the market trends



Detailed analysis by geography, product and verticals to highlight growth



Primary research method ensures accuracy and reliability



Robust and pragmatic forecasts driven by proprietary database of hospital



Direct access to the lead Analyst



Competitive environment focused on global vendors and local champions within the largest global countries



Highly data-centric, with numerous segmentations of the market



Actionable, jargon-free analyst insight and opinion

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Report Overview



Market

- ✓ Identify the products and end-markets driving growth
- ✓ Review the market drivers and barriers for growth
- ✓ Quantitative analysis of market size and forecast growth



Competition

- ✓ Market share estimates for the leading vendors
- ✓ Detailed analysis of 30+ vendors, with SWOT analysis for key vendors by region
- ✓ Identify potential partners and acquisition targets



Technology

- ✓ Analysis of the market by product, vertical, scale, licence and architecture
- ✓ Market analysis broken down by product: Admin/ Operational, Clinical Systems, Interoperability/ Data Exchange and Wellness/ PHM Modules
- ✓ Analysis of impact of local legislation on EMR product requirements



Strategy

- ✓ Review of go-to-market strategies
- ✓ Analysis and insights to support your strategy planning
- ✓ Product pricing and software licensing strategies

Timescales & Deliverables

Research Process	Timescale
Scope research with customers and issue proposal	August 2018
Deadline for Advance Purchase	5 th November 2018
Conduct primary research interviews and data collection	August to October 2018
Deadline for vendors to submit reported data	31 st October 2018
Release preliminary market estimates and forecasts	3 rd December 2018
Deliver final report	14 th December 2018



Market Data

EHR/EMR market segmented by country by product, licence and architecture with 5-year forecasts.

Data presented in revenues.

Competitive Landscape

Vendor market shares provided by year.

Detailed analysis of international and local competitive environment with information on products, strategy and SWOT analyses.

Analyst Commentary

Expert insights on country, verticals, and product trends.

Explanation of the assumptions behind the forecasts along with "Our Take" on key issues.

Report Resources

PDF report format and interactive Excel database that enables you to build your own views of the market data by selecting specific product, application and regional categories. Includes all static tables and figures. Accompanying Powerpoint executive summary



Advance Purchase Opportunity

You are invited to take our Advance Purchase option and receive the following benefits:

- ✓ 20% discount on the price
- ✓ Customise the scope of the research to meet your specific needs
- ✓ Early access to preliminary market data and opportunity to provide feedback
- ✓ Immediate access to the final report

There are no additional costs or commitments associated with Advance Purchase. The deadline to place your Advance Purchase order is 5th November, 2018.

License Type	Standard Price	Advance Purchase	Saving
Enterprise	\$15,000	\$12,000	\$3,000
Single User	\$9,400	\$7,500	\$1,900

Research Method



Scope research with industry stakeholders

Talk with industry stakeholders to understand their information needs
Issue proposed research agenda and invite customers to take Advance Purchase option



Interview technology vendors

Evaluate supply to the market and the trends that will impact growth
Strong focus on collecting sales, shipments and pricing data



Interview healthcare providers

Conduct in-depth interviews with healthcare professionals across W. Europe and the US
Strong focus on open-ended and probing questions



Collate secondary research

Supplement primary research with a variety of secondary research sources
Company news and financial information, economic data, conference proceedings, etc.



Review preliminary data with Advance Purchasers

Send preliminary market data to customers for review, as quality control measure
Refine market size estimates and growth forecasts based on feedback



Ongoing Analyst support

Q&A session to highlight the key findings of the research and to answer customer questions
Ongoing support to help customers stay informed of latest market developments

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About Signify Research

At Signify Research we are passionately curious about Healthcare Technology and we strive to deliver the most robust market data and insights, to help our customers make the right strategic decisions. We blend primary data collected from in-depth interviews with technology vendors and healthcare professionals, to provide a balanced and complete view of the market trends.

Whether our research is delivered as an off-the-shelf report or as a consultancy project, our customers benefit from direct access to our Analyst team for an expert opinion when they need it. We encourage our clients to think of us as an extension to their in-house market intelligence team.

Our major coverage areas are Healthcare IT, Medical Imaging and Digital Health. In each of our coverage areas, we offer a full suite of products including Market Reports, Market Intelligence Services, as well as Custom Research and Consultancy services. Our clients include technology vendors, healthcare providers and payers, management consultants and investors.

"We recently purchased one of Signify Research's reports. We felt we can trust the insights they provided to make informed strategic decisions." – Vera Borislavova, Global Customer & Market Insight Business Partner, GE Healthcare

"Signify Research's greatest strengths are its subject matter expertise and deep understanding of the industry." – Ken Sutherland, President, Toshiba Medical Visualization Systems Europe

Order Form

Please enter my *Advance Purchase* order for:

Electronic Medical Records – World – 2018

☐ Enterprise Licence \$12,000 / £9,000 / €10,900

☐ Single User Licence \$7,500 / £5,600 / €6,800

Order Terms & Conditions

- Customers who take the Advance Purchase option are invoiced up front and must pay before report delivery to qualify for the reduced price. The deadline for payment is 5th December, 2018. If payment is not received by this date, you will be re-invoiced at the higher Post Publication price.
- VAT will be added for UK based companies.
- Companies located in the EU must provide their local value added tax number (MwSt, TVA, IVA, etc.)
- Our Usual Terms & Conditions shall apply to this order. Please see www.signifyresearch.net/termsandbusiness for details.

Contact Name _____

Position _____

Company _____

Email _____

Phone _____

Address _____

Country _____

PO Number _____

VAT/MwSt/TVA _____

Date _____

Signature _____