Amwell Company Overview

Amwell’s mission is to connect and enable providers, insurers, patients, and innovators to deliver greater access to more affordable, higher quality care. We are the leading telehealth technology and services company in the U.S. Our innovative healthcare IT platform powers telehealth for major hospitals, insurance companies, doctor’s offices and technology, retail and pharmaceutical companies.

Quick Facts

- Headquartered in Boston, MA, with offices in Reston, Virginia; Seattle, Washington; Woodland Hills, California; and Tel Aviv.
- Founded in 2006 by Ido Schoenberg, MD, Chairman and CEO, and Roy Schoenberg, MD, President and CEO
- Privately held, with strategic investors including health systems, payers, and pharmaceutical companies
- More than 2,000 hospitals, health plans covering 150M+ lives, and over 36,000 employers
- Clients and partners include Anthem, Allianz, Cerner, Cleveland Clinic, Intermountain Healthcare, Medtronic, Meuhedet, NewYork-Presbyterian, and Philips
- Certified by the National Committee for Quality Assurance (NCQA) for physician credentialing and URAC
- Certified by the Federation of State Medical Boards
- Certified by the HITRUST Security Alliance
- Certified by ISO 27001 for information security management

“...with Amwell, we’re just at the beginning of amazing new health solutions for our customers.”

Tim Cook
CEO, Apple Inc.

“Amwell has been a strategic collaborator in building our telehealth competence, which extends well beyond urgent care to leverage the strength of Amwell’s robust network of partners.”

Peter Fleischut, M.D.
SVP & Chief Transformation Officer,
NewYork-Presbyterian
Technology

We allow doctors to treat patients outside the room, online. Key features of the technology include:

- Access via mobile, web, cart, or kiosk
- Mobile apps for physicians and patients
- Scheduled or on-demand visits
- Integrate with EMRs through suite of APIs
- Ability to white label the technology
- Mobile software development kit to embed telehealth into your app
- Telemedicine Carts for telestroke, telepsychiatry, and other physician-to-physician consultations
- Mobile software development kit (SDK) to embed telehealth into your apps and portals

Clinical Services

Our Amwell Medical Group:

- Provides 24/7/365 care with national coverage
- Is board-certified and credentialed to National Committee for Quality Assurance
- Offers back-up and wrap around coverage
- Includes physicians, nutritionists, behavioral therapists, psychologists, psychiatrists, lactation consultants, women’s health specialists, and nurse practitioners
- Supports quality assurance, credentialing and scheduling
- Offers clinical oversight, leadership, protocols and best practices, including physician training and Grand Rounds
- Provides access to board-certified psychiatrists from Aligned Telehealth, a physician-led psychiatric medical group that delivers 24/7 on-demand and scheduled behavioral healthcare
- Offers the ability for our client's providers to also join Amwell Medical Group

Go To Market Support

We work alongside you to support deployment and ensure success, including:

- Marketing services for consumer engagement
- Account management services
- Technical services and integrations

The Exchange

The Amwell Exchange allows you to connect and exchange services with other health systems, plans and partners. You can:

- Distribute your telehealth services to new patients across our partners OR
- Offer the clinical services of top global hospitals to your own consumers
The Telehealth Market

The global market for telehealth services is growing rapidly, driven by consumer demand for greater convenience, control, and access; pressure for efficiency in managing clinical resources; and innovative approaches to care:

- Up to 50% of 1.2B annual doctor visits in the U.S. addressable by telehealth. A $30B revenue opportunity generating up to $90B in annual savings (Goldman Sachs).
- Total addressable market in developed countries is $50-$60B – 1.4B visits annually for primary care alone (Deloitte).
- In the U.S., 1 in 4 consumer — or 64 million people — say they would switch to a new primary care provider in order to gain access to video visits (Harris Poll/Amwell Telehealth Index: 2019 Consumer Survey).
- In the U.S., 9 out of 10 major employers will offer telehealth as a covered healthcare benefit in 2017 (National Business Group on Health).
- In 2016, 45% of U.S. hospitals have a telemedicine program in place, up from 23% in 2011 (HIMSS Analytics).
- A further 25% of hospital systems intend to invest in telehealth solutions in the coming two years (HIMSS Analytics).

Our Partners and Clients

Amwell works with leaders in every area of healthcare. Our clients and partners include:

- **Health plans:** Four of the top five U.S. national health insurers have selected Amwell for telehealth services – including UnitedHealthcare, Anthem, and Cigna. In addition, Amwell counts 33 Blue Cross and Blue Shield health plans as clients as well as many other mid-sized insurers. In all, over 150 million Americans have access to telehealth through our health plan partners.
- **Health Systems:** 240 major health systems covering more than 2000 hospitals, including clinical thought leaders and major systems such as Ascension, Avera, Houston Methodist, Medical University of South Carolina, Northwell, Cleveland Clinic, CommonSpirit, Duke Health, Intermountain Healthcare, Nemours, NewYork-Presbyterian, Trinity Health and UPMC, have chosen Amwell for telehealth.
- **Medical device and healthcare technology companies:** Amwell partners with many global medical device and healthcare technology companies such as Philips and Medtronic.
- **Electronic Health Records:** Amwell is the embedded telehealth solution for Cerner health systems and also integrates with all major EHR companies, including Epic.