

Telehealth Competitor Research
April 2020

Action Plan for 4/16

Capture screen recordings for the highlighted flows in all platforms (web, mobile, desktop):

- TH Onboarding Initial Setup, Create first TH Call Appointment
- TH Quality Check How is quality checked before/during the call? Do extra googling if needed.
- Join TH call together as a group on 4/16
 - Name Tag + Layout of Multiple Users (Plan to support a max of 4 users for now)
 - Sound Notification on Entry/Leaving

Store screen recordings in this Google Drive folder labeled as: "Flow_Platform_Competitor" Example: "Onboarding_Desktop_Zoom", "QualityCheck_Web_Doxy", "GroupCall_Mobile_Hangouts"

Update this Google Drawing file to capture what did/didn't work for each competitor

Research Assignments for 4/16

Туре	Competitor	Available Platforms	Researcher
EHR with Telehealth	TheraNest (TokBox)	?	Sasha
Telehealth Standalone	Doxy.me	Web on Desktop and Mobile	Peyman
Telehealth Standalone	TheraPlatform	Web on Desktop and Mobile	Cassie
Enterprise Video	Zoom	Web, Desktop, Mobile	Peyman
Enterprise Video	GoToMeeting	?	Sasha
Consumer Video	Slack	Web, Desktop, Mobile	Cassie
Consumer Video	Skype	Web, Desktop, Mobile	Guiomar
Consumer Video	Google Hangouts	Web, Desktop, Mobile	Guiomar

Competitors Overview

Telehealth/Video Calling - Competitive Landscape

Telehealth (integrated with an EHR)

- TheraNest Telehealth (Sasha)
- Chiron Health TH for drchrono
- Kareo
- <u>Unified Practice</u> EHR for acupuncture
- Psychology Today

Telehealth (standalone)

- <u>Doxy.me</u> (Peyman)
- <u>TheraPlatform</u> (Cassie)
- Mend
- VSee
- Webex

Enterprise Video Calling

- Zoom Desktop & Browser (Peyman)
- Google Meet
- GoToMeeting (Sasha)

Consumer Video Calling

- Slack Desktop & Browser (Cassie)
- FaceTime
- Skype Desktop & Browser (Guiomar)
- WhatsApp
- Google Hangouts (Guiomar)

Other Resources: Capterra, Best Telemedicine Companies

Updates On Our Main Competitors

- Jane App has launched a beta version of Telehealth to all of their customers & added a Mental Health Webinar
- Theranest is providing Telehealth resources similar to ours
- TherapyNotes is recommending Zoom (discovered in their "Ask Alison" youtube video)
- ChiroTouch is waving the setup fee and giving 3 months for free
- PracticeBetter is now offering Group Accounts (more expensive than ours)
- WebPT (based on OCR recommendations) is recommending Skype, Facetime, Updox, Vsee, Zoom,
 Doxy, Google Hangouts but encouraging a BAA to be in place if possible
- Cliniko is posting the hours of Telehealth calls they have done since their launch
- **Doxy.me** offers a free trial for 1-1 video calls with the option to upgrade to group calls at \$50/mo

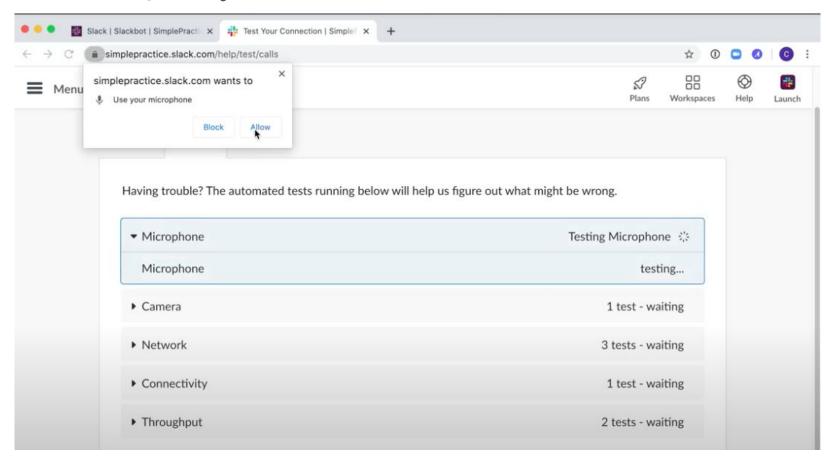
Telehealth Onboarding

Telehealth Create Call

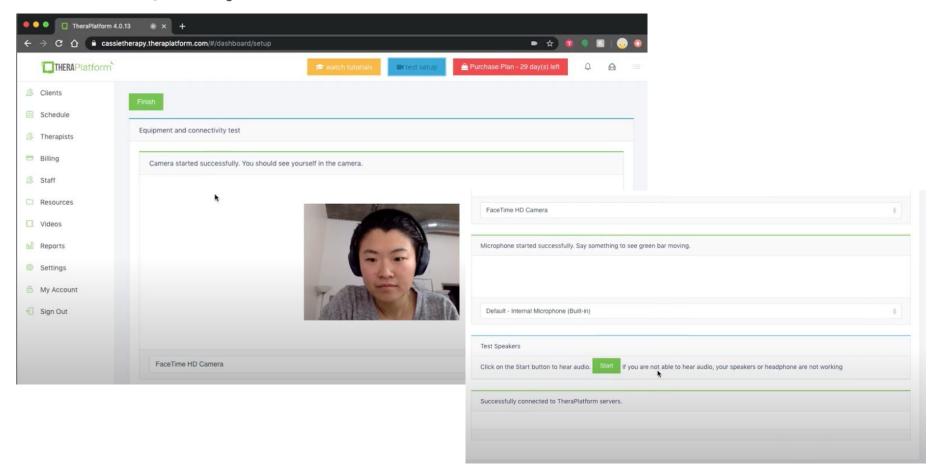
Telehealth Quality Check

Competitor	Pre-Call Tests	In-Call Settings	In-Call Quality Tests/Info
TheraNest (TokBox)	None. Redirects to fast.com	No ability to change sources	None
Doxy.me	Tokbox test pops up to test connection speed	Change Mic, Camera, Speaker, Video Quality & Troubleshoot (restarts call)	None
TheraPlatform	Tests are linked before a call. Test Camera, Mic, Speaker (Only on Web)	Change Mic, Video (Only on Web)	None
Zoom	Test Mic, Speaker (Web/mobile)	Change Mic, Video, Dial in, Virtual backgrounds	Test Mic and Speaker Bad audio connection status External Support Documents
GoToMeeting	No official pre-call tests. Test Mic, Speaker (in call, but can do prior)	?	Test Mic, Speaker <u>Connection Wizard</u>
Slack	Have to actively search for tests. ~1 min of Automated Tests on Mic, Camera, Network, Connectivity, Throughput (Only on Web)	Change Mic, Speaker, Video (Available on Web, Desktop)	Test Speaker, Video (Available on Web, Desktop) Alert Banner Troubleshoot documentation
Skype	Change & Test Mic, Speaker, Video (during web onboarding)	Change Mic, Speaker, Video	Test Mic, Speaker, Video Support documentation
Google Meet	Hard to notice graph icon Can only run tests as an admin	Change Mic, Speaker, Video (Available on Web, Desktop)	Test Mic, Speaker, Video (Available on Web, Desktop) <u>Meet quality Tool</u>

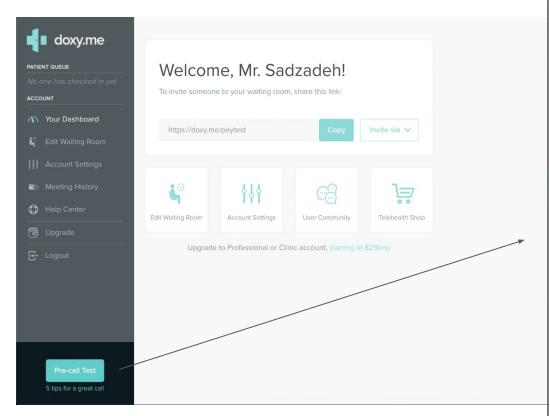
Pre-Call Quality Tests (Slack - Web)

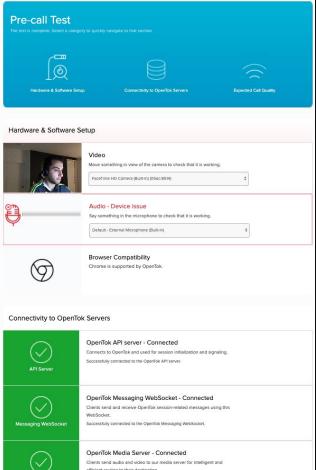


Pre-Call Quality Tests (TheraPlatform - Web)

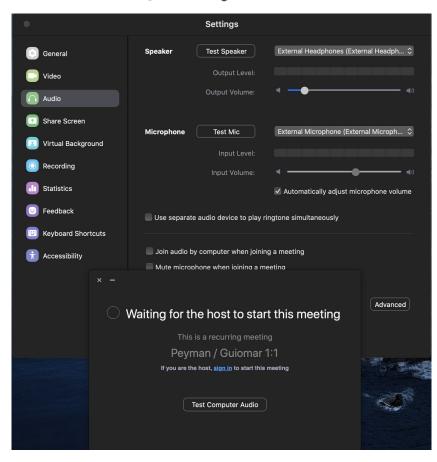


Pre-Call Quality Tests (Doxy.me)

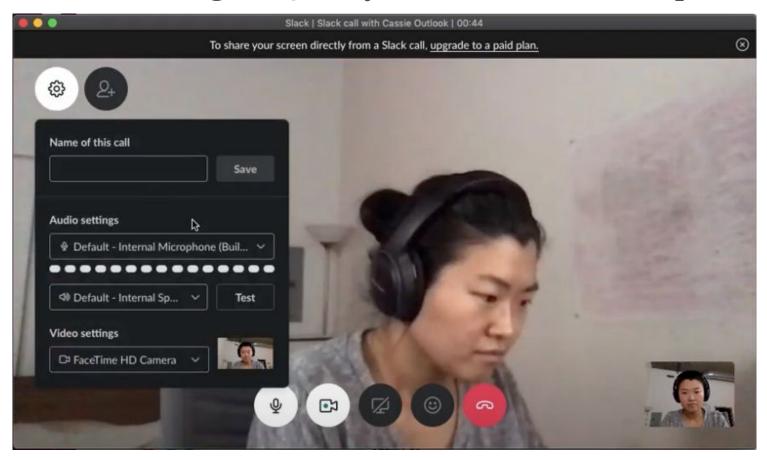




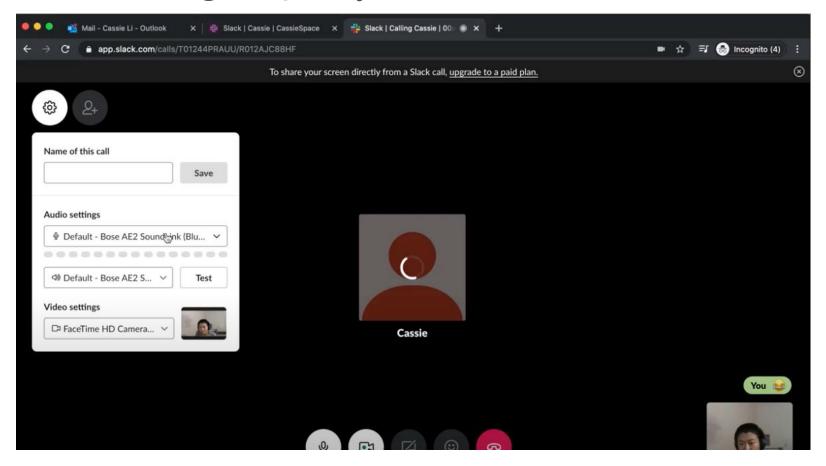
Pre-Call Quality Tests (zoom)



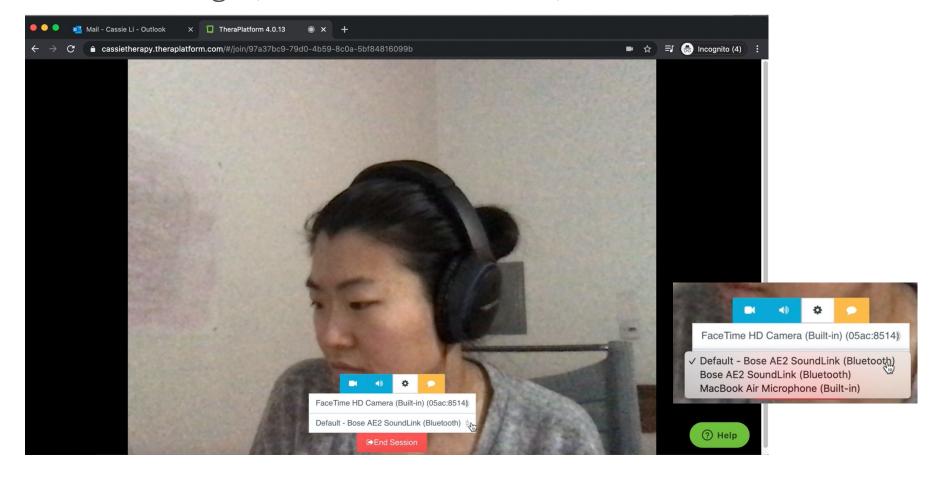
In-Call Settings & Quality Tests (Slack - Desktop)



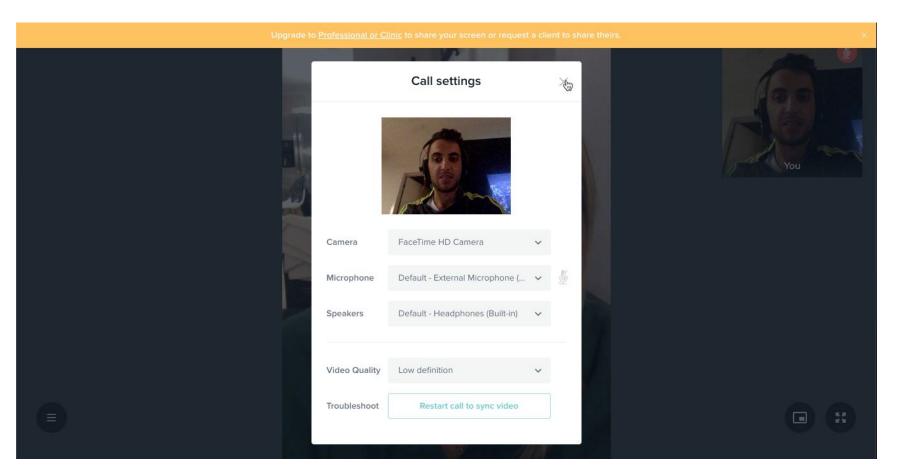
In-Call Settings & Quality Tests (Slack - Web)



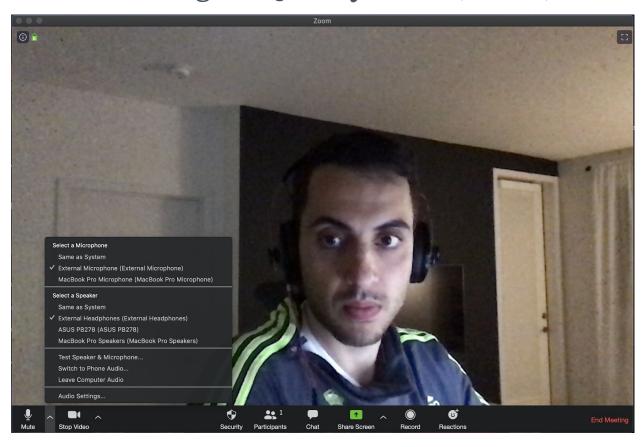
In-Call Settings (TheraPlatform - Web)



In-Call Settings & Quality Tests (Doxy.me)



In-Call Settings & Quality Tests (Zoom)



Multi-User Layout & Sound Notification

Product / Brand Pages

Solutions A Plans & Pricing

Resources V Learn V

Join a meeting

Download S

Sign in V

Video Conferencing

Webex Meetings lets you host online meetings with HD video, audio and screen sharing.

Cloud Calling

Webex Calling brings your phone system to the cloud so you can make and receive calls on any device.

Contact Center

Webex Contact Center is a cloud solution for your call center that drives better customer engagement.

Team Collaboration

Webex Teams keeps your teams connected through messaging, file sharing, whiteboarding and calling.

Online Training Management

Webex Training is a solution for delivering impactful virtual trainings that keep your learners engaged.

Hardware as a Service

Get the latest Webex collaboration devices with a simple, affordable subscription plan.

Online Event Management

Webex Events is a solution for hosting interactive webinars or large-scale virtual events.

Remote Support Management

Webex Support is a platform for providing your customers remote technical support and service.

Webex Devices

Webex Devices help your team communicate clearly and create together in real time.

Webex for industries

Education

Healthcare

Financial Services

Government

Start-Ups

Sports& Entertainment

TheraNest (EHR) - Product Page

Telehealth - Online Therapy in TheraNest



The easiest Telehealth tool your clients have used. No downloading required. No login or password needed. Clients can quickly join sessions with their unique session link.

Chiron Health (works with drchrono) - Product Page





Simple telemedicine software to boost practice efficiency and patient satisfaction.



Cloud Architecture

Chiron Health and drchrono are entirely cloud-based services. No software to download and every user is always on the latest version.



Chiron Rules Engine

Automated eligibility checks with the most advanced telemedicine insurance rules database. Smart software that learns more with every check.



Practice Efficiency

Boost practice efficiency and patient satisfaction by seamlessly integrating video visits into existing practice workflows.

Doxy.me (standalone) - Product Page

We make it easy to get started By keeping things simple



NO DOWNLOAD REQUIRED

With accessibility in mind, we have made Doxy.me extremely simple and easy to use for both clinicians and patients.



FREE TO USE

We believe cost shouldn't be a barrier to telemedicine. That's why Doxy.me is free for all.



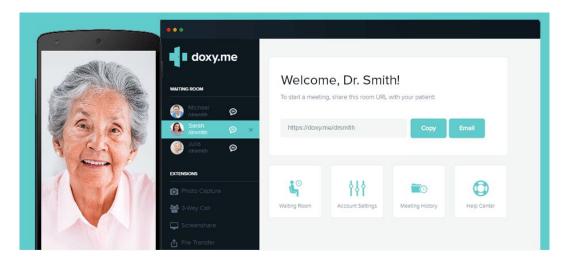
WORLDWIDE USAGE

HIPAA, GDPR, PHIPA/PIPEDA, & HITECH compliant: We meet worldwide security requirements.



BAA INCLUDED

All individual providers get a free
Business Associate Agreement (BAA)
with Doxy.me. Sign up for free to
download your BAA.



Accessible from everywhere
Your desktop, tablet & smartphone

TheraPlatform (standalone) - Product Page



Mend (standalone) - Product Page

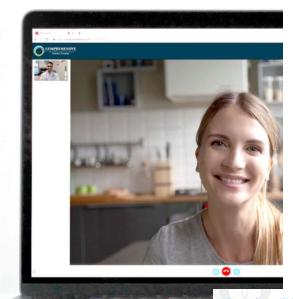


HIPAA Compliant Telemedicine

Other telemedicine platforms struggle to get patients connected to their visits. With Mend, almost 100% of visits connect without issue in a HIPAA compliant environment. If the patient cannot join the video, you are not able to deliver care. On Mend, visits happen!

- Mend virtual visits average single-digit no-show rates
- No special software downloads for patients to connect
- Industry-leading 99.85%
 successful connection rate
- Instant support available to patients and staff
- HD connection on a fraction of the bandwidth
- Patients and providers can be anywhere
- Any device with Internet can connect

Learn More



Seamless EHR/PMS Integrations

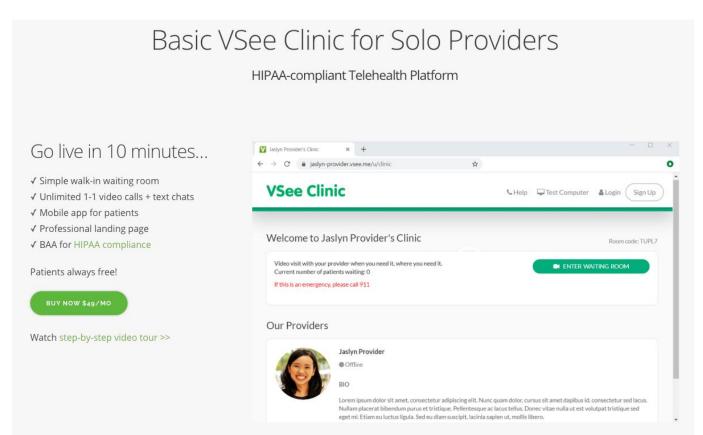
Mend offers the latest in Artificial Intelligence and telehealth solutions and trends, enterprise-grade implementation, state-of-the-art infrastructure, and exceptional EHR/PMS integration capability.

- Epic
- Allscripts
- Nextgen

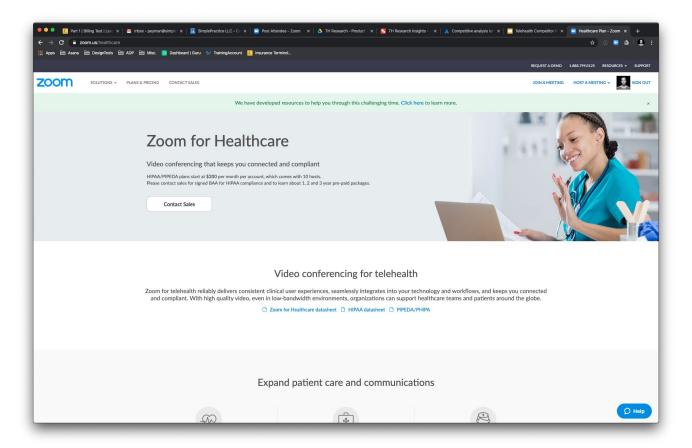
- Athena
- Echo Group
- And hundreds more

Learn More

VSee (standalone) - Product Page



Zoom - Healthcare Product Page



Plans & Pricing

Choose a plan that empowers your life and business

Billed annually Billed monthly

Save 10% with a annual billing cycle

		Most Popular		
Free	Starter	Plus	Business	Enterprise Plan
\$ 0 per host, per month	\$13.50 per host, per month	\$17.95 per host, per month	\$26.95 per host, per month	Customizable plans for businesses that need other
1 host maximum	1-9 hosts	1-50 hosts	5-100 hosts	products, extra storage, larger meetings, webinars, breakout sessions, and more features.
Get started	Buy Now	Buy Now	Buy Now	Contact Sales

TheraNest (EHR) - Plans & Pricing



Solut



Customize and Enhance Your Plan with Additional Features

Below are optional upgrades to help streamline and run your practice even more—seamlessly integrated in TheraNest.

Wiley Practice Planners

Access over 1,000 prewritten treatment goals, objectives and progress notes – plus space to record your own notes if needed.

\$25 per therapist per month

Fully Integrated Client Portal

Make client communications a breeze. Client records are automatically synced in TheraNest. Every TheraNest account includes one Client Portal account at no additional cost.

\$6 per therapist per month

Telehealth

Unlimited HIPAA compliant online video therapy sessions with screenshare. No additional downloads needed for you or your clients.

\$10 per therapist per month

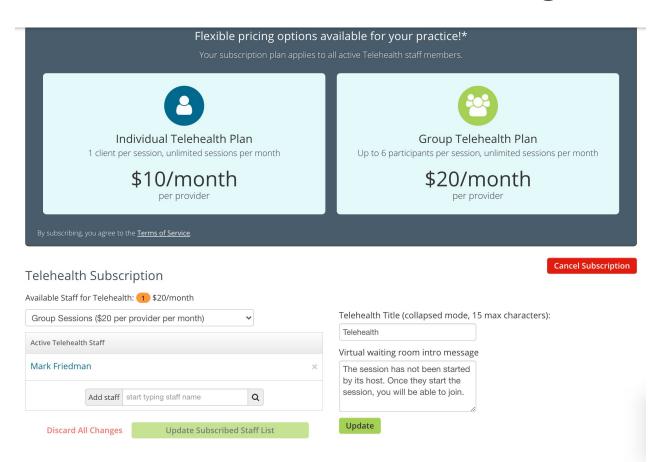
\$10/clinician
Add to any plan type

Contact Sales

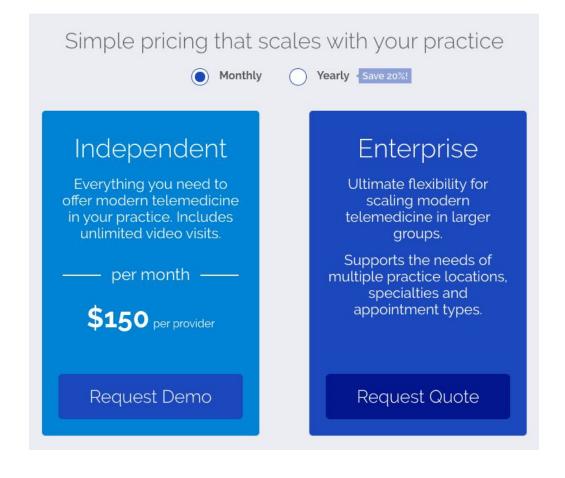
Have a question? Call our Sales team for help!

205-498-5312

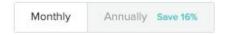
TheraNest (EHR) - Telehealth Pricing

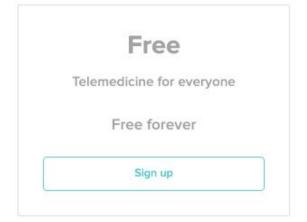


Chiron Health (works with drchrono) - Plans & Pricing

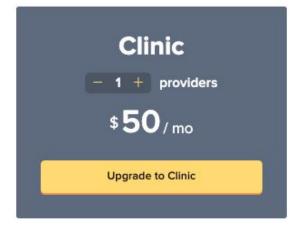


Doxy.me (standalone) - Plans & Pricing

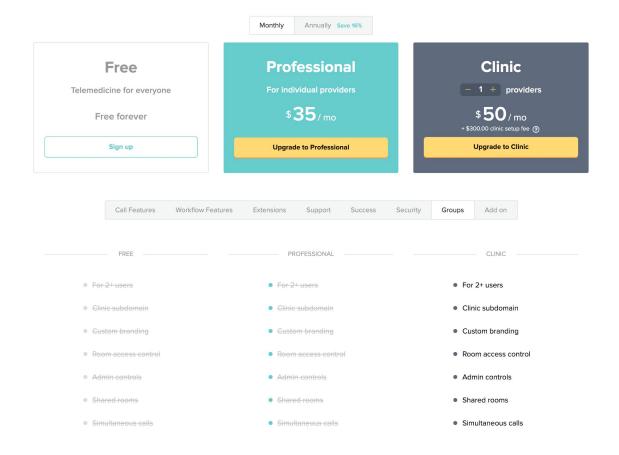








Doxy.me (standalone) - Plans & Pricing additional info



TheraPlatform (standalone) - Plans & Pricing

Monthly Yearly	\$ 29.00 per month single provider only Start Free Trial (no credit card required)	\$39.00 per month \$29 for each additional provider Start Free Trial (no credit card required)	\$ 59.00 per month \$39 for each additional provider Start Free Trial (no credit card required)
General			
Unlimited Clients	~	~	~
Teletherapy			
Unlimited HIPAA Compliant Video	~	~	~
Interactive Whiteboard		~	~
Resource Sharing with Annotations		V	~

TheraPlatform (standalone) - Plans & Pricing additional info

	\$ 29.00 per month single provider only Start Free Trial (no credit card required)	Pro \$ 39.00 per month \$29 for each additional provider Start Free Trial (no credit card required)	Pro Plus \$ 59.00 per month \$39 for each additional provider Start Free Trial (no credit card required)
General			
Unlimited Clients	✓	~	✓
Teletherapy			
Unlimited HIPAA Compliant Video	✓	✓	✓
Interactive Whiteboard		~	✓
Resource Sharing with Annotations		~	V
Resource Library		~	v
Session Recording*		~	v
21 Interactive Apps			v
Thousands of ready to use activities			v
Video Sharing		~	✓
2-way Screen Sharing		~	v
Chat	✓	~	✓
Waiting Room	✓	~	v
Group Session	✓	V	✓
Observe Providers		<i>V</i>	V
Time Tracking		V	V

Mend (standalone) - Plans & Pricing

Mend Now Telehealth

Monthly Subscription

Self service access to the #1 Telehealth platform. Launch your Telehealth program in minutes.

\$59

\$59 per provider per month Paid monthly \$199 setup fee \$0 One-time Patient Import

SIGN UP

World class customer service

- ▶ Self guided setup
- ▶ Self-guided user training and knowledge
 - ▶ Live instant technical support
 - Unlimited staff and patient users

Easiest to use Telehealth

► Ad-hoc instant Telehealth video visits

Mend Now Telehealth

Annual Subscription

Self service access to the #1 Telehealth platform. Launch your Telehealth program in minutes. Save 35% by paying annually.

\$49

\$49 per provider per month (Save 35%)
Paid annually
\$0 setup fee
\$0 One-time Patient Import

SIGN UP

World class customer service

- ▶ Self guided setup
- ▶ Self-guided user training and knowledge
 - ▶ Live instant technical support
 - ▶ Unlimited staff and patient users

Easiest to use Telehealth

► Ad-hoc instant Telehealth video visits

Mend Pro Telehealth

Affordable access to advanced features, custom workflows, premium branding, EHR integrations, and Mend telehealth implementation experts.

Quoted

Custom proposal to suit needs Affordable pricing Full service implementation

REQUEST DEMO

▶ ALL Mend Now features included

World class customer service

- ▶ Account manager white glove setup
 - ▶ Live training

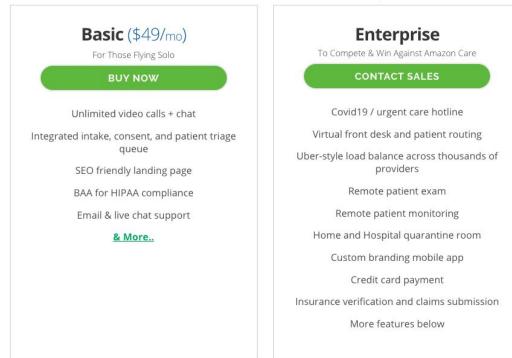
Advanced Telehealth workflows

- ▶ On-demand Telehealth queue
- ▶ Telehealth visit staff transfers
- ▶ Messaging Telehealth visits
 - ▶ Group scheduling
- ▶ Group Telehealth (mobile supported)

VSee (standalone) - Plans & Pricing

Start Simple, Scale Fast, & Build As You Need

Choose a VSee Clinic Plan To Start Telehealth Today



VSee (standalone) - Telehealth Group Calls (<u>HC guide link</u>)



PRICING

PRODUCTS -

ABOUT US +

RESOURCES -

SUPPORT +

CONTACT SALES

Start Free Now - VSee Clinic

All plans get HIPAA-Compliant, easy to use workflows & quality video

FREE

- ✔ No download, one-click video calling
- ✔ Virtual waiting room
- ✔ Unlimited 1-1 video calls
- ✓ Screenshare + live annotation*
- ✔ HIPAA BAA
- ✓ Email patient invite
- ✓ Knowledge Base & email support
- *live annotation requires a download

BASIC (\$49/mo)

All Free features +

- ✓ Intake + telemedicine consent forms
- ✓ Unlimited small group video calls
- ✔ Online appointments
- ✔ Credit card payment
- ✓ SMS patient invite
- ✔ Phone Dial-in
- ✓ Email & live chat support

ENTERPRISE

All Basic features +

- ✓ Custom branding & mobile app
- ✓ Unlimited large group video calls
- ✔ Virtual front desk triage
- ✓ Multi-provider walk-in waiting room
- \checkmark Insurance verification & claims
- submission
- ✔ Remote patient exam
- ✔ Remote patient monitoring
- ✔ Admin & scheduler roles
- ✓ EMR light & ePrescription



VSee (standalone) - Telehealth Group Calls (<u>HC guide link</u>)

Group Calls: Maximum Number of Participants

VSee has no hard limit on the maximum number of participants in a call. VSee will automatically scale down A/V quality when it notices that it can not send all its data to all users. However, due to network and CPU limitations eventually the conference experience will become poor even at reduced A/V quality. The exact number where this occurs depends on many factors, including whether or not the conference takes place on our video bridge server. For a conference to be placed on the video bridge, at least one of the users in the conference must be a paid VSee user. For a conference between free users that is not on the video bridge, we recommend limiting the call to 6 or fewer participants. For conferences on the video bridge 20-30 participants are reasonable as long as all the participants have fairly modern computers or mobile devices and reliable networks.

Healthie - Plans & Pricing

HIPAA- Compliant Telehealth	~	~	~	~	~
Transfer Support		~	~	~	Advanced
One-on-one Support		~	•	~	Advanced
E-Faxing			Dedicated Line	Dedicated Lines	Dedicated Lines
HIPAA Compliant Group Video Chat (Via Zoom)			•	~	•
Programs			~	~	Advanced
Reporting			Advanced	Advanced	Advanced
API Integration					~
Branding					~
Support	~	~	~	~	Dedicated Manager
Customizations		Basic Email Customizations	Premium Email Customizations	Premium Email Customizations	Custom Features, White Labeling, Custom Workflows
Free Resources	Mastermind Group	Mastermind Group and Webinars	Mastermind Group and Webinars	Mastermind Group and Webinars	Mastermind Group and Webinars
Monthly	\$29	\$89	\$129	\$149+	Custom
Yearly		\$75/month	\$115/month	\$135+/month	Custom

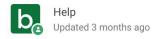
Note: There is a 100 person maximum on all group calls and webinars. Clients will automatically receive their appointment confirmation and appointment reminders as per your settings.

Healthie - Group Telehealth Calls (<u>HC guide link</u>)

Note: There is a 100 person maximum on all group calls and webinars. Clients will automatically receive their appointment confirmation and appointment reminders as per your settings.

Practice Better - Group Telehealth calls

Practice Better Versus Zoom for Telehealth



Follow

We offer two applications for conducting online/virtual sessions with your clients, Practice Better telehealth sessions and Zoom virtual meetings. We have broken down the main elements for each application and outline the differences between the two below.

Practice Better Telehealth	Zoom Meeting
 HIPAA-Compliant Included in Starter, Pro, Plus and Team plans Available for 1-on-1 video sessions Requires clients and potential clients to have access to the Client Portal to access video sessions Sessions can not be recorded 	 Conduct meetings with multiple clients (group sessions) Link existing Zoom accounts to Practice Better Option to purchase a HIPAA-Compliant account powered by Zoom for group sessions Ability to record meetings Clients don't require access to the Client Portal to access video sessions Limited to 1-on-1 sessions on the Starter plan

Appendix

Related Resources

- Telehealth <u>Quality Improvement Areas</u>
- Telehealth Cancellation Survey <u>Results</u>
- Telehealth # of Users in Calls <u>Facebook Poll</u>, <u>UV Survey</u>

Flows (to potentially go through later)

- TH Initial Account Setup
- Join a Telehealth Call
 - As a Client
 - As a Clinician
- Telehealth Waiting Room
- Use Telehealth Collaboration Features
 - Screen Sharing
 - In-Session Chat
 - o etc.

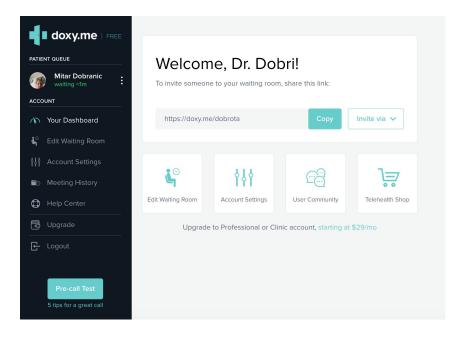
Feature Matrix Comparison

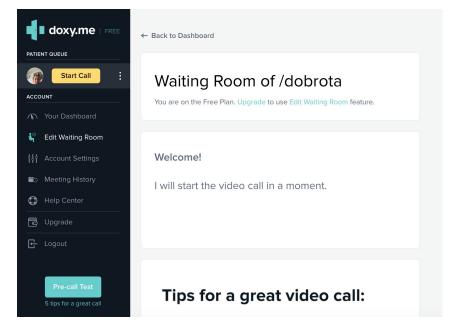
<u>Detailed Feature Comparison</u> of Telehealth Competitors

Key Features Include:

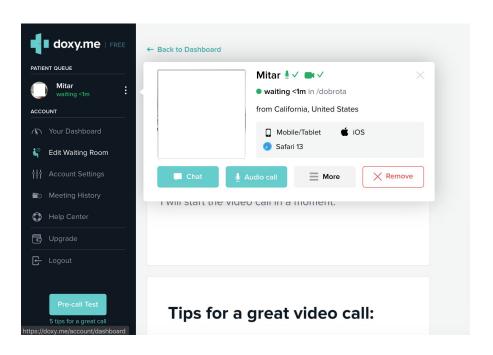
- No download required by client join by unique link
- Multi-User Telehealth
- Screen Sharing
- In-Session Chat
- In-Session Documentation
- Telehealth Billing
- ..

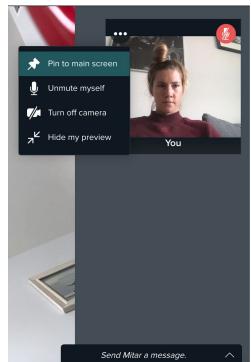
Doxy.me - Clinician interface

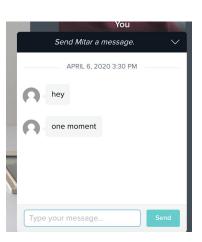




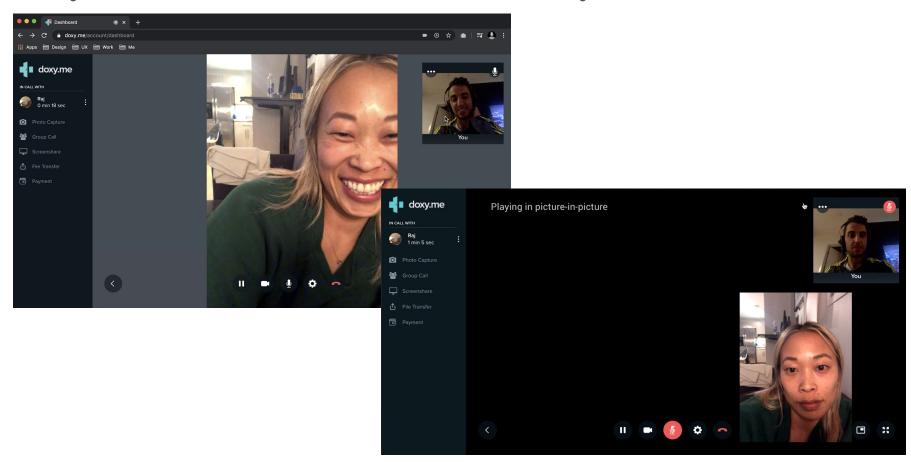
Doxy.me - Clinician features: Waiting room, Chat



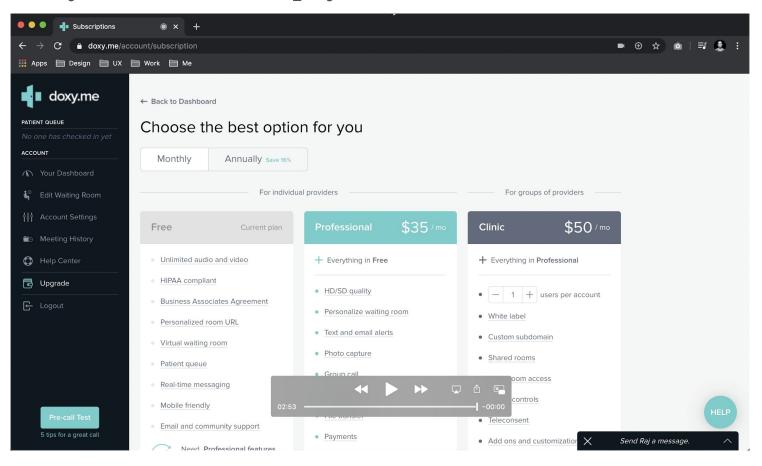




Doxy.me - Clinician features: Flexible layout



Doxy.me - Post Call paywall



Zoom - Layouts Galore!





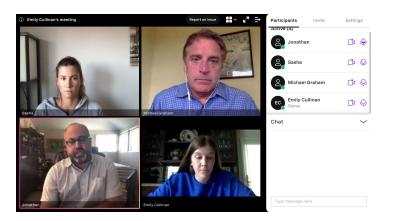




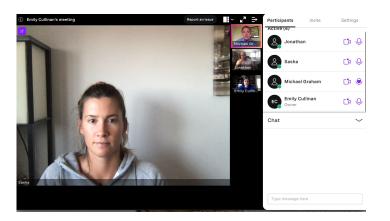




Vonage - Layouts

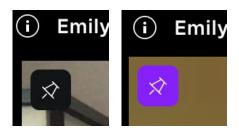




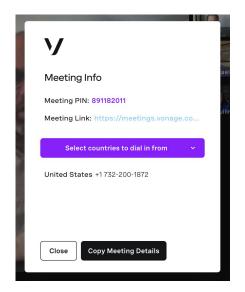


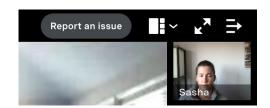


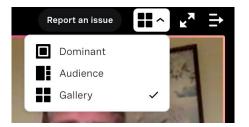
Vonage - Controls and Components

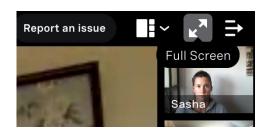


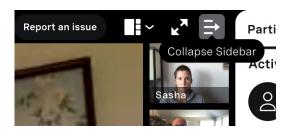




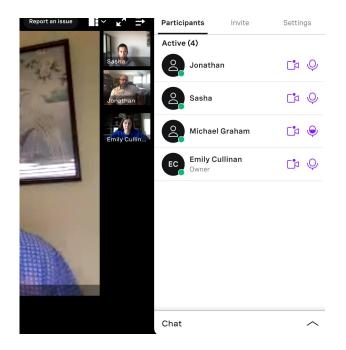


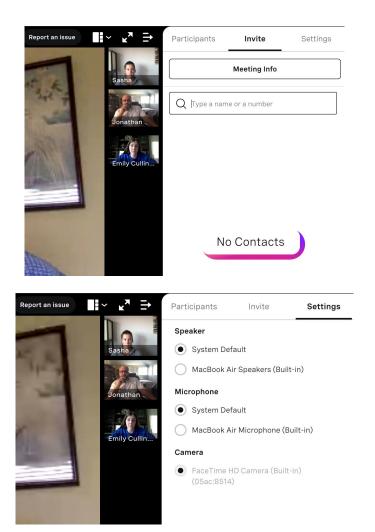






Vonage - side panel options





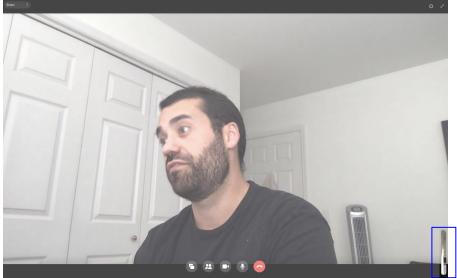
Vonage - speaker view difference due to user's device size



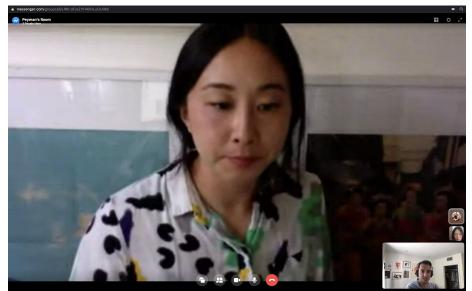


Messenger Rooms - Collapsing self view





Messenger Rooms - layout toggle





Psychology Today video platform

Pros & Cons

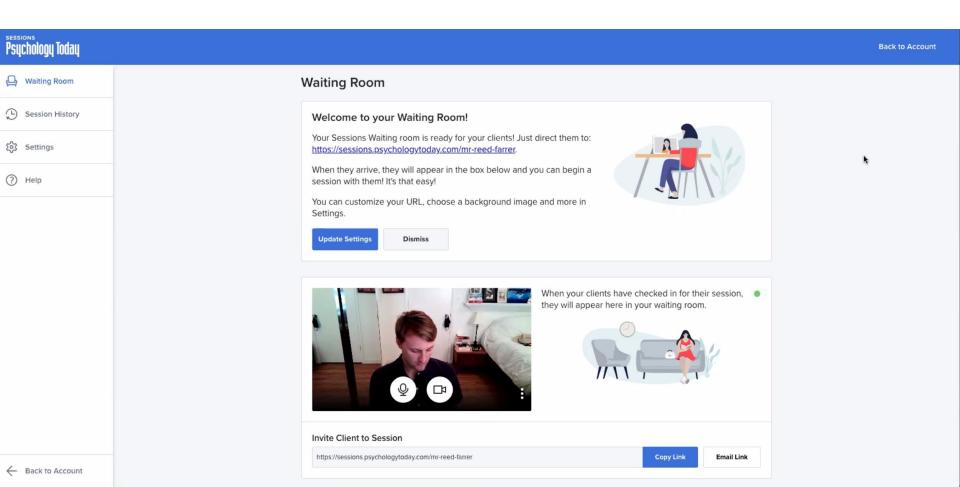
Pros

- Very good quality
- Good sound quality (mic is not too sensitive)
- Customizable waiting room
- Customizable URL link
- Pin feature
- In-call chat feature
- Session timer feature
- 2 layouts (similar to grid and speaker except theirs changes on pinning user)
- Check-in feature (Clinician admits clients who are in the waiting room)

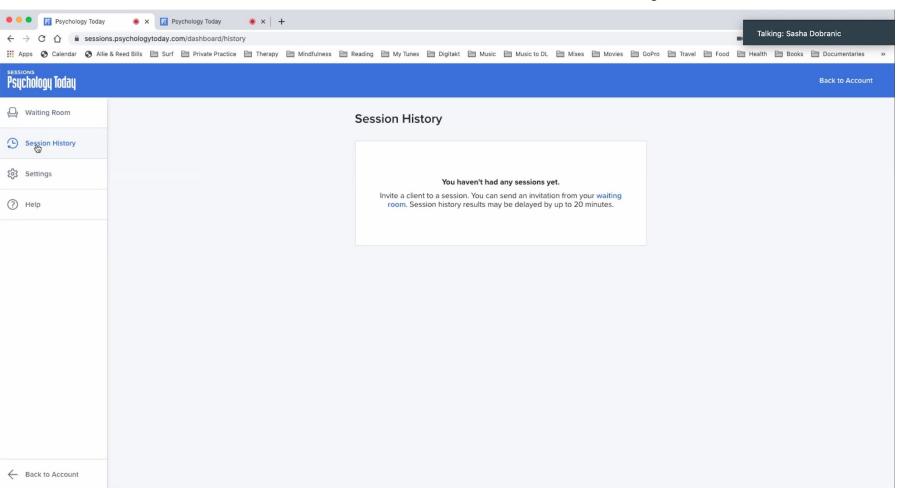
Cons

- Limit at 3 participants (clinician + 2)
- No screen sharing feature
- No toggle to change views between speaker and grid

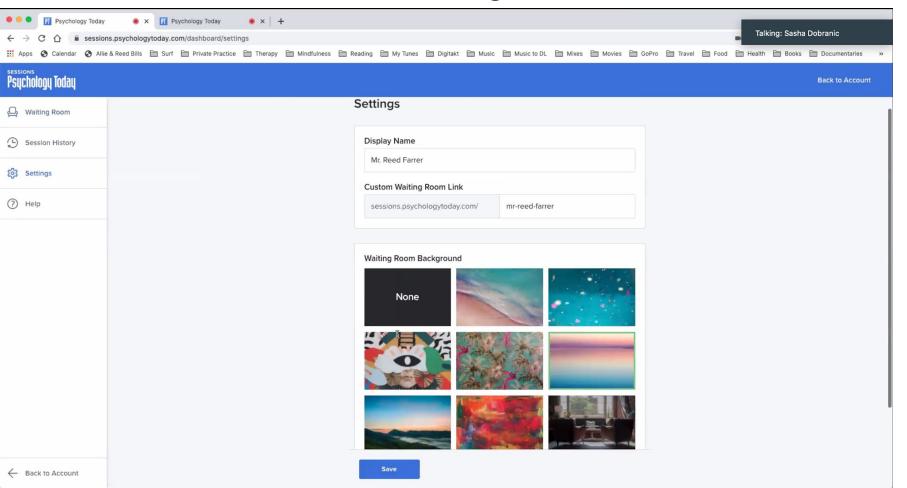
Clinician's account - Waiting room settings



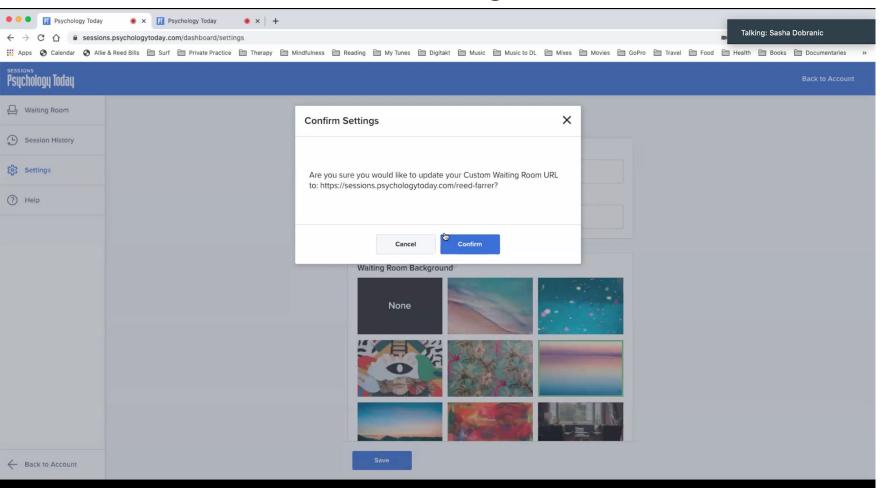
Clinician's account - Sessions History



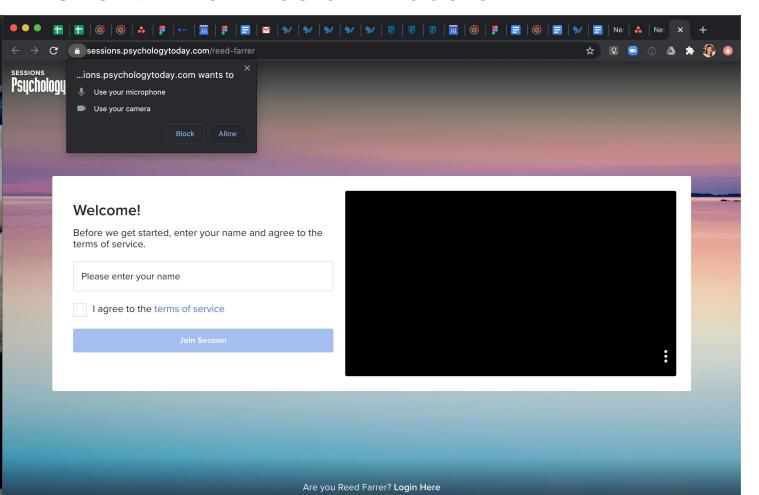
Clinician's account - Settings



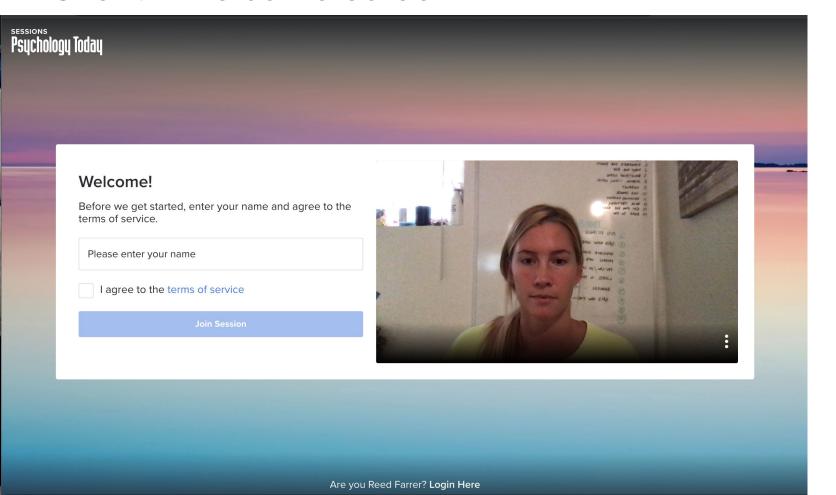
Clinician's account - Settings



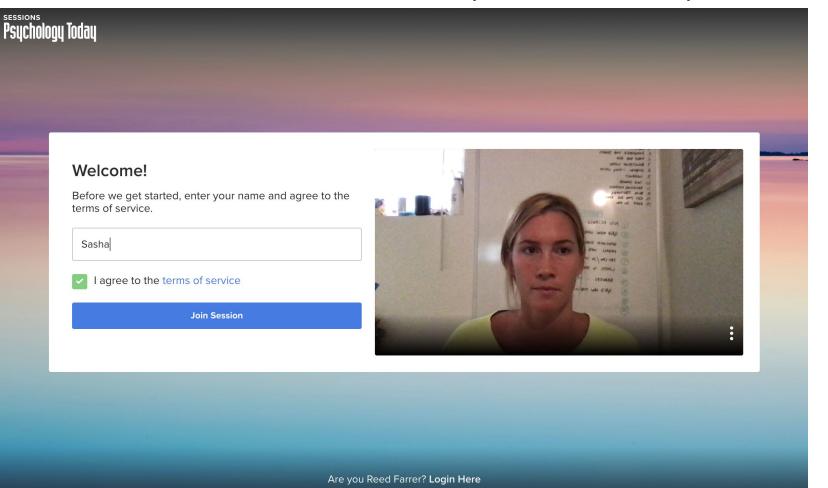
Client - Permission modals



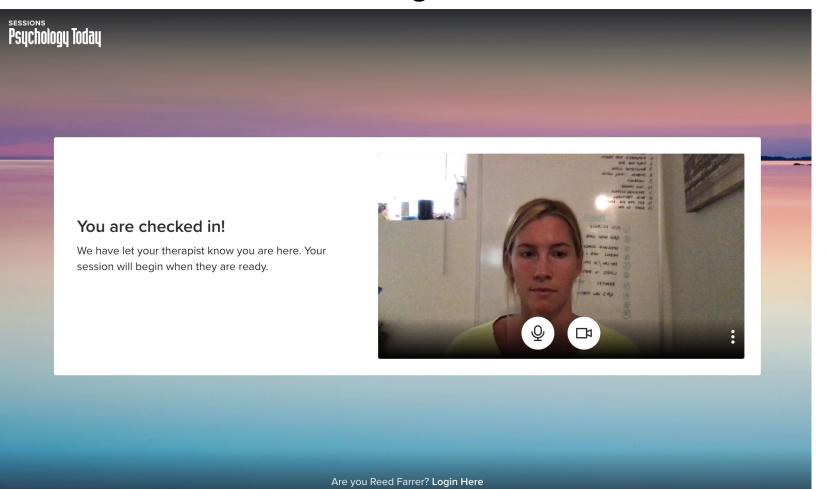
Client - Welcome screen



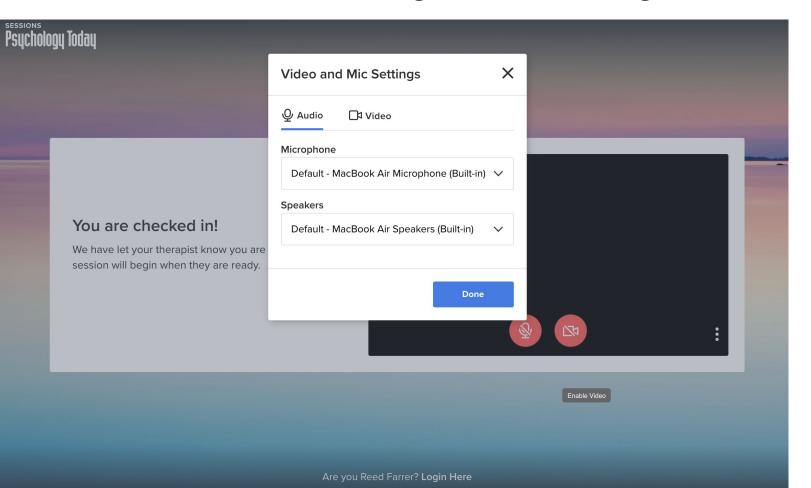
Client - Welcome screen (name added)



Client - entered waiting room



Client - entered waiting room, settings



In call - Client's end

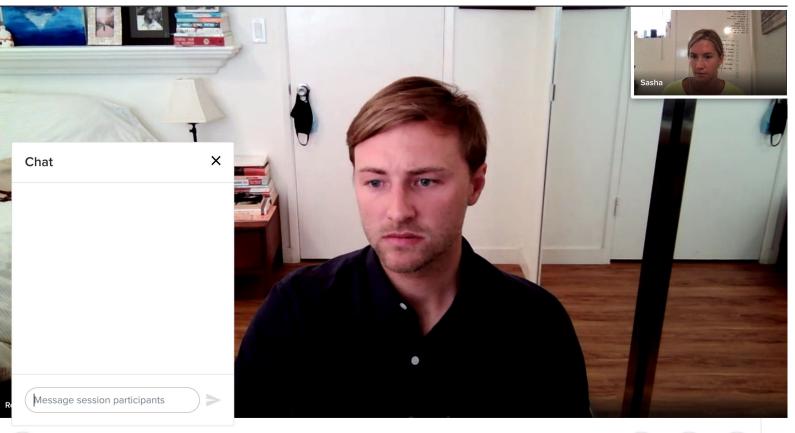








In call - chat feature



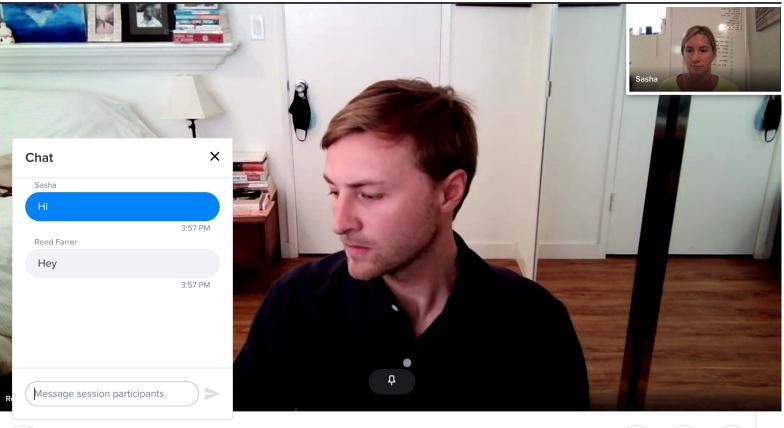








In call - chat feature (with messages)

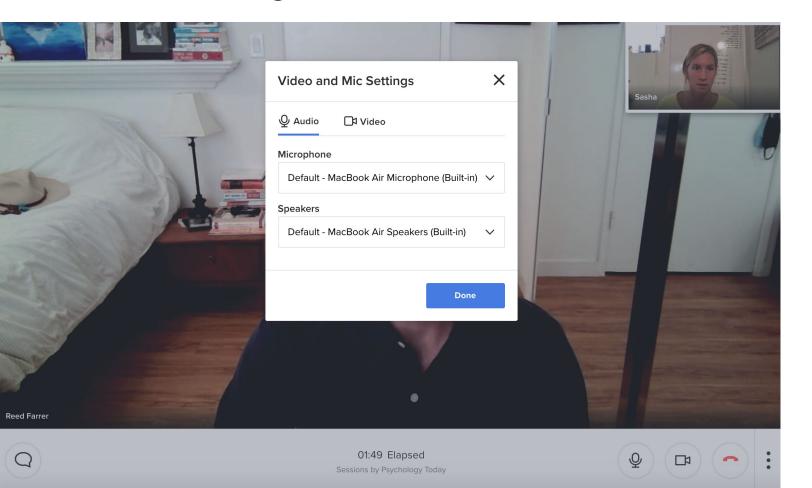




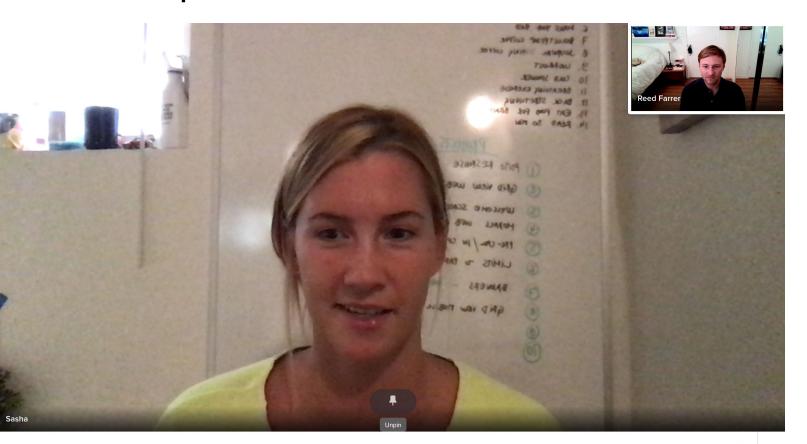




In call - settings icon



In call - pin feature

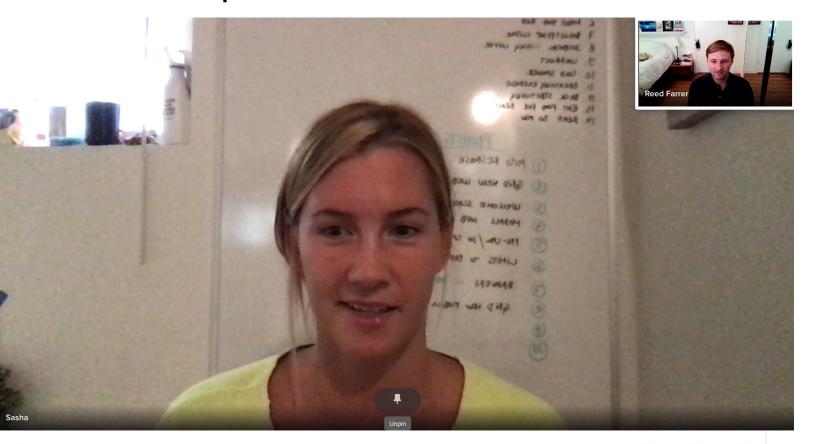








In call - unpin feature

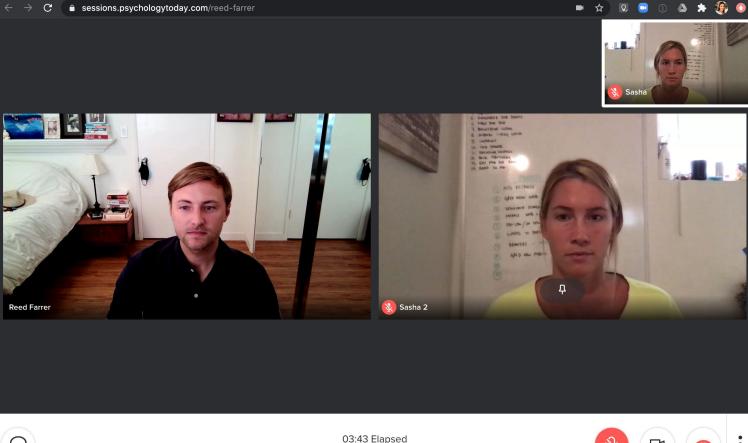








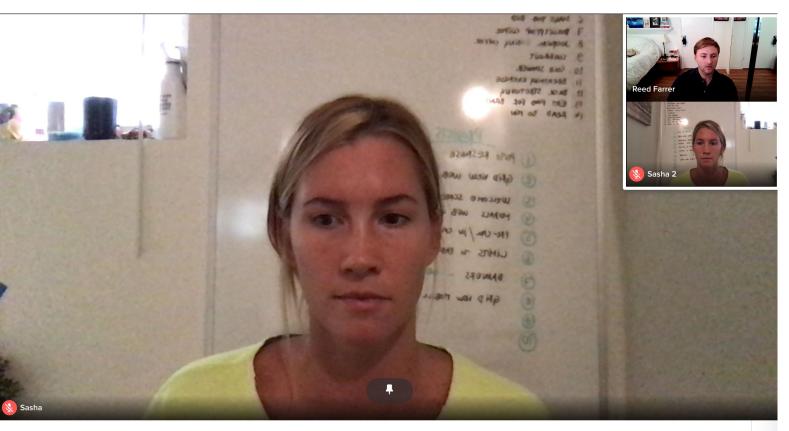
In call - 2 clients, no pin view







In call - 2 clients, client pinned













In call - 2 clients, clinician pinned



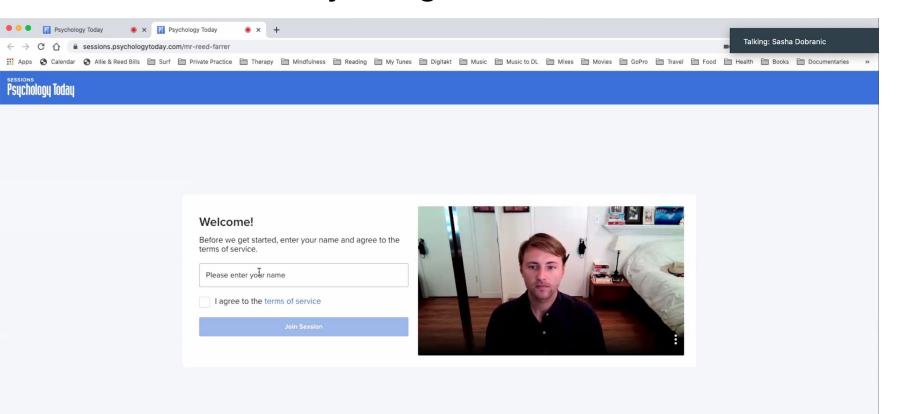




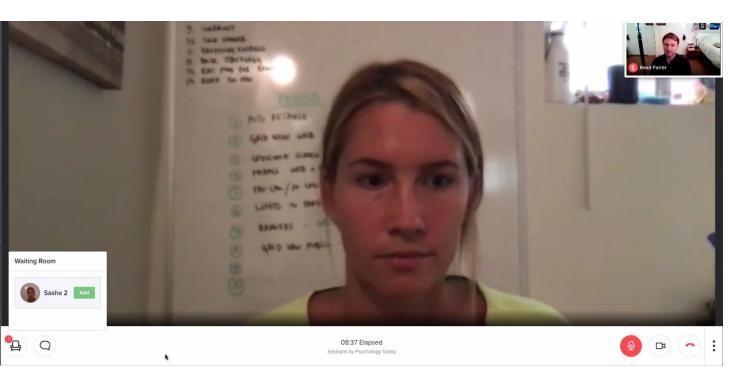


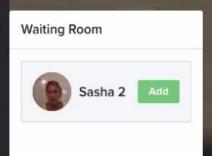


In call - Clinician joining



In call - Clinician's view, 1 client in waiting room







In call - Clinician's view, 2 clients in waiting room









In call - Clinician's view, max capacity









