



CHILMARK
R E S E A R C H

ABOUT OUR SERVICES

ABOUT CHILMARK RESEARCH

Chilmark Research, founded in 2007, is a global research and advisory firm whose sole focus is the market for healthcare IT solutions. Everything we do here is based on our conviction that IT can transform healthcare if properly deployed and effectively used, much like we have seen with other industries. This focus allows us to provide our clients with the most in-depth and accurate research on the critical technology and adoption trends occurring throughout the healthcare sector.

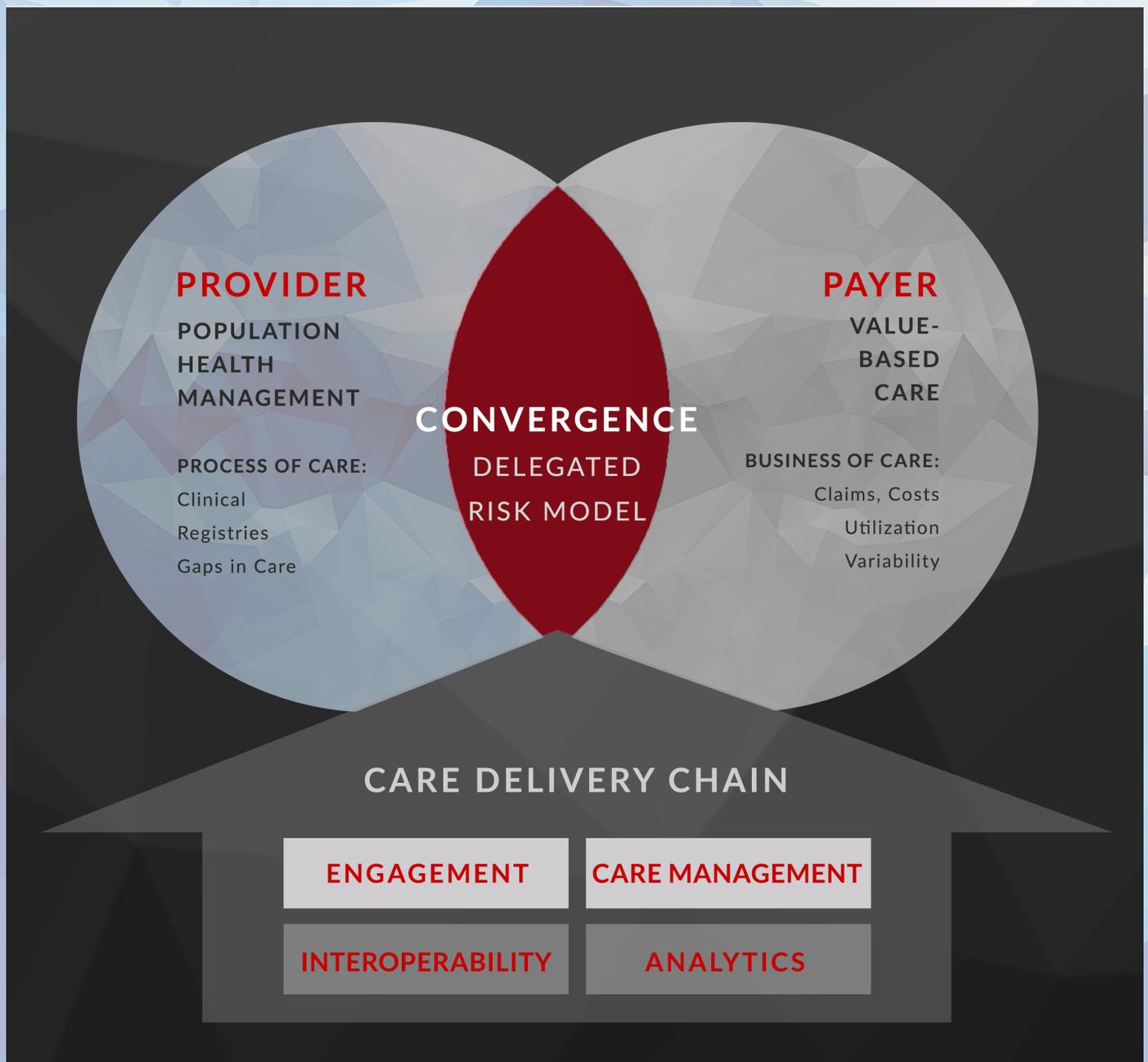
Decision makers need to understand what is at stake, who will use the technology, and in what capacity. None of this is straightforward in today's environment of government initiatives, outcomes-based payment models, and provider consolidation. Chilmark Research delves into immature markets and presents clear, forward-thinking analysis so healthcare stakeholders can make informed strategic decisions when planning for the future.

We deliver these analyst services to the industry through our a la carte research reports, the concierge Chilmark Advisory Service subscription, consulting projects, and – most recently – our Convergence conference.

ABOUT OUR RESEARCH

The Chilmark Research team focuses its efforts on examining those technologies that are most transformative to the way care is being delivered and the political, social, and regulatory trends affecting their adoption. In 2018, there are six specific Domains of coverage that our research will fall into:

- Analytics
- Care Management
- Interoperability
- Patient Engagement
- Population Health Management
- Provider-Payer Convergence



TYPES OF REPORTS PRODUCED

Market Trends Report (MTR)

Our signature, Domain-defining report format. The result of 6-9 months of research and writing, these reports scope out our definition of solutions for the covered domain, the major market trends shaping the evolution of these solutions, and evaluates vendors on their ability to deliver on the current and coming needs of healthcare organizations.

Retail Cost: \$6,000

Chilmark Monitors

The Chilmark Monitor is receiving a revamp in 2019. Monitors will now be formatted as brief reports similar to Insight Reports of past years, roughly 10-15 pages long without any deep vendor evaluations. These will be focused on defining and discussing major shifts and new trends in evolving sectors of the health IT landscape that merit focused exploration.

Retail Cost: \$950

Chilmark Bights

Chilmark Bights are timely, insightful analyst responses to a recent newsworthy event in the industry. Past topics for Bights have included the 2018 athenahealth acquisition, deep evaluations of the key takeaways from major vendors' user group meetings, Allscripts acquisition of Practice Fusion, etc.

These articles are Chilmark Advisory Service-exclusive content.

Multi-vendor Sponsored Report (MVSR)

MVSRs are a collaborative, sponsored research effort to help educate the market. We scope out a specific topic that we know is lacking coverage/understanding in the industry and then reach out to vendors working in that space for sponsorship, refining the scope based on vendor feedback. In order to maintain the objectivity of the report, we require 3-5 sponsors before launching an MVSR. Examples of Past MVSRs would be [APIs for a Healthcare App Economy: Paths to Market Success](#), and [The Migration to Clinician Network Management](#).

Cost to Public: Free

ABOUT THE CHILMARK ADVISORY SERVICE

In 2012, Chilmark Research launched its premium subscription service, the Chilmark Advisory Service (CAS). At its core, the CAS is a concierge strategy service and premium content subscription. Joining the CAS client family is the first step in adding our expertise to your team as partners in strategy and market leadership.

There are two levels of subscription offered:

Services	Shoreline	Beachhead
2019 Price (5 seat license)	\$45,000	\$25,000
Domains of Access	All Domains	Single Domain
Market Trends Reports	All produced during subscription period	Only for elected domain
1 half-day executive workshop	Included	Extra cost
Chilmark Monitors	Included	Included
Quarterly Trends Updates	Included	Included
Chilmark Bights	Included	Included
CAS-Exclusive Webinars	Included	Included
Access to Analysts	Full team access	Only analysts covering elected domain

ADDITIONAL SERVICES OFFERED

Chilmark Research also provides consulting services that align with our research themes. These projects can take many forms depending on the needs of the organization, but here are a few of the more common types of projects we've accepted:

- Multi-Vendor Sponsored Research (MVSR)
- Executive Workshop
- Strategic Vendor Assessment
- Opportunity Assessment
- Competitive Analysis
- Validation Assessment
- Presentations: User group, conference, sales team, etc

Give us a call and we can discuss your organization's needs and how we can best help you achieve your strategic goals.

Contacting Chilmark Research

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