DIGITAL HEALTH M&A

**A SURVIVAL GUIDE WHEN THE WORLDS OF
TECH AND HEALTH COLLIDE**

**15TH ANNUAL MERGERS AND ACQUISITIONS INSTITUTE
OCTOBER 10, 2019**

1

TYPICAL CAVEATS

- This presentation does not necessarily reflect the views of the presenters' respective firms
- The presenters are not regulatory specialists
- This presentation:
  - does not create or constitute an attorney-client relationship
  - is not intended as a solicitation
  - is not intended to convey or constitute legal advice
  - is not a substitute for obtaining legal advice from a qualified attorney

2

2

What is Digital Health?

It's more than you think...

PRODUCTS

- Health information technology
- Wearables
- Medical devices
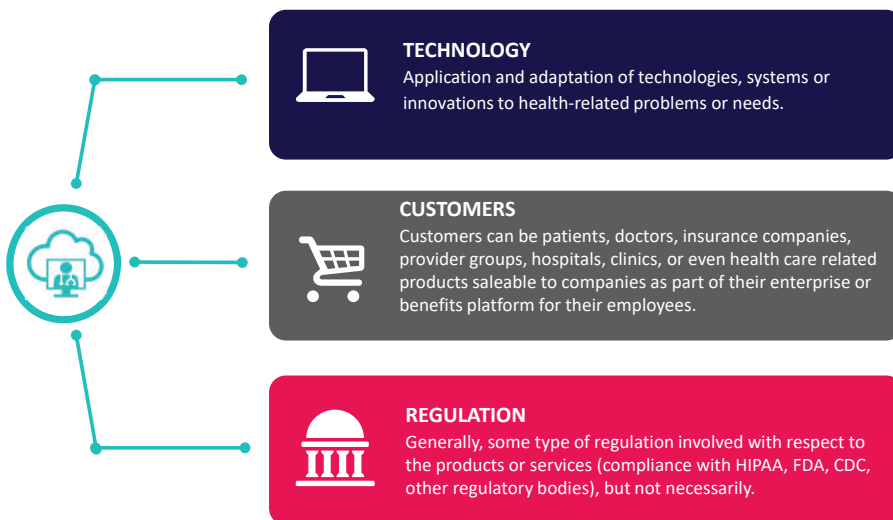- Diagnostic equipment
- Data

SERVICES

- Machine learning (AI, crypto technology)
- Virtual/augmented reality
- Data analysis
- Predictive modeling
- Management of health care services
- Health care access

3

What Makes a Digital Health Company?

TECHNOLOGY
Application and adaptation of technologies, systems or innovations to health-related problems or needs.

CUSTOMERS
Customers can be patients, doctors, insurance companies, provider groups, hospitals, clinics, or even health care related products saleable to companies as part of their enterprise or benefits platform for their employees.

REGULATION
Generally, some type of regulation involved with respect to the products or services (compliance with HIPAA, FDA, CDC, other regulatory bodies), but not necessarily.

4

Title search: Digital Health M&A: A Survival Guide When the Worlds of Tech and Health Collide

Also available as part of the eCourse
[2019 Mergers and Acquisitions eConference](#)

First appeared as part of the conference materials for the
15th Annual Mergers and Acquisitions Institute session
"Digital Health M&A: A Survival Guide When the Worlds of Tech and Health Collide"