



*Helping healthcare leaders
make the best decisions for the
populations they serve.*

Objective, authoritative, timely education and insights about
the data tools empowering modern healthcare innovation.

SERVICES

ADVISORY SERVICE

Our core subscription model offering. Three different tiers for different levels of engagement, content, and price sensitivity.



All tiers include:

- Quarterly executive briefings
- Direct access to analysts for inquiries
- Invites to quarterly client-only webinars
- Monthly client-exclusive articles
- Higher tiers include access to syndicated research reports

RETAINER & COMPETITIVE INTELLIGENCE

Our bespoke offering that guarantees analyst availability for any custom research needs.



Base tier includes:

- 5 hours of analyst time / month (up to 15 hours can be banked)
- Additional hours as needed at a market-discounted rate
- Invites to client-only webinars
- Access to relevant syndicated research
- Opportunities to leverage our network directly

THOUGHT LEADERSHIP

These offerings allow clients to leverage our industry expertise and objective third-party status to help with thought leadership and market development.



Options include:

- Sponsored research briefs
- Webinars (analyst as guest or Chilmark as host)
- Podcast interviews / sponsorship
- Keynotes / presentations for [user] conferences

LIGHTHOUSE

Our offering for healthcare providers to encourage them to share their perspectives and experiences with our analyst team.



Lighthouse terms:

- Access to research for which a member is consulted
- Option to accrue credits for other services
- Monthly client articles
- Invites to client-only webinars
- A minimum of 4 interview hours/year commitment

RESEARCH AGENDA

2023

MAJOR THEMES of RESEARCH

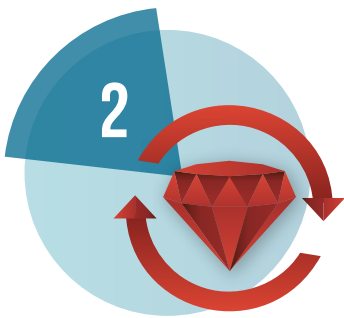
Omnichannel Care • Provider-Payer Convergence • Analytics, AI, and Data Governance
Interoperability • Population Health Management • Value-Based Care
Clinical Operations • Life Sciences (RWD/RWE)

SYNDICATED RESEARCH PROJECTS



PHASE 1 (Transition, now - June 30)

- Hospital at Home Market Trends Report [Omnichannel Care]
- Hospital at Home Buyers' Guide
- Real World Data and Evidence (RWD/RWE) Market Trends [Analytics, Life Sci]
- RWD/RWE Buyers' Guide
- Future of Health IT Map Update



PHASE 2 (July - September)

- Revenue Cycle Management (RCM) Solutions Market Trends [Convergence]
- RCM Buyers' Guide
- Robotic Process Automation (RPA) for Healthcare Organizations Market Trends [Operations]
- RPA Buyers' Guide
- Retail Health Update: Notable Market Trends [Omnichannel Care]



PHASE 3 (October - December)

- Launch new Buyers' Portal with searchable vendor profiles
- Distributed Clinical Trials (DCT) Market Trends [Analytics, Life Science]
- DCT Buyers' Guide
- Payer-Provider Solutions and Platforms Market Trends [Convergence]
- Payer-Provider Platforms Buyers' Guide
- API Solutions Market Trends [Interoperability]
- 2023 Year in Review [Released early 2024]