

# EHR Market Intelligence Service 2024

## 2024 Service

This Market Intelligence Service provides rolling 12-month coverage of the global EHR market in both acute and ambulatory applications. It includes the following reports:

**The EHR/EMR Market Intelligence Service 2024 will help you:**

- Analyse EHR/EMR drivers, barriers, and emerging trends, ensuring you stay ahead of the curve
- Outline the best prospects for new business in the EHR/EMR market by geography, unveiling strong growth opportunities for vendors
- Assess the impact of government health IT funding and national eHealth initiatives and how this will shape the EHR/EMR market over the next five years
- Examine to what extent vendor consolidation is occurring by country and how to combat the threat
- Evaluate the competitive landscape and vendor market shares, with profiles of established market players, allowing you to determine your competitive response



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Market Analyst



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## Subscription Deliverables

### Electronic Medical Records - Country Market Report

Country specific review of EMR market by territory and the outlook.

Core Report – Two Country Reports per Month

Key Coverage:

- Government Funding and National eHealth Initiatives
- Market sizing and 5-year forecasts by product and vertical
- Vendor market share
- Review of EMR functionality for integrated care, departmental speciality, telehealth and wellness.
- Review EMR procuring by individual hospital, provider network, cluster/regional or nationwide basis.

Core Report



### Global Market Dataset – Excel Dataset

Updated Monthly

Each month an Excel file update with all market sizing, forecast and vendors shares is updated to reflect changes to market conditions, and new data contained in updated country, interim and core reports.

Excel Dataset



### Electronic Medical Records Regional Market Report – Outlook for EMEA, Americas and Asia Pacific

Delivered once annually per region

Key Issues Covered:

- Regional performance for EHR market revenues by product and vertical with 5 year forecasts
- Macro Healthcare Trends
- Country comparisons
- Vendor market share

Interim Report



### Electronic Medical Records Market Reporting Global Report

Delivered once annually

Key Issues Covered

- Global trends and analysis
- The Competitive Environment by Product, Vertical, and Region
- Key Mergers and Acquisitions

Global Report



### Global Vendor Market Share Report

Delivered once annually

Key Issues Covered:

- Key Trends in the Competitive Landscape
- Global Vendor market share at a country, region and vertical level
- Mergers and Acquisitions

Interim Report



## Subscription Deliverables continued

**NEW**

### Gen AI - Opportunities for EHR Vendors

Topical Report

The report will assess leading generative AI vendors in the EHR/EMR market, summarising their strategies, product launches, partnerships, and target customer base. Additionally, the report will delve into the distinctive features of their products, and examine vendors' strategies for regulatory compliance and Medical Device certification.



**NEW**

### FHIR - Opportunities for EHR Vendors

Topical Report

This report will analyse how FHIR is used by EHR vendors, including role, implementation need, challenges, and preference for in-house or third-party builds. Additionally, how are EHR vendors handling interoperability compliance, and which FHIR-related technology needs are on the horizon of EHR vendors.



## Timescales & Deliverables

EMR Market Reporting - by Country	Core Report	2 per month between March'24 and December'24
EMR Regional Market Reports for EMEA, Americas & Asia	Interim Report	Delivered once annually per region
Global EMR Trends Report	Global Report	Delivered once annually
Global Vendor Market Share Report	Interim Report	Delivered once annually
Global dataset for EHR market revenues	Excel Dataset	Republished every month
Gen AI - Opportunities for EHR Vendors	Topical Report	Delivered only annually
FHIR - Opportunities for EHR Vendors	Topical Report	Delivered only annually

## Supplemental Service Deliverables



Subscription Portal – Your own portal to view current and historic service deliverables



Tailored Briefings – On-demand “ask the analyst” briefings to present the findings from our research and provide a platform for Q&A



Video Briefings – Concise summaries of the main research findings.



Analyst Hours – 10 analyst hours to support Q&A and additional market insight



Analyst Insights – Regular insights and expert opinions on key industry trends

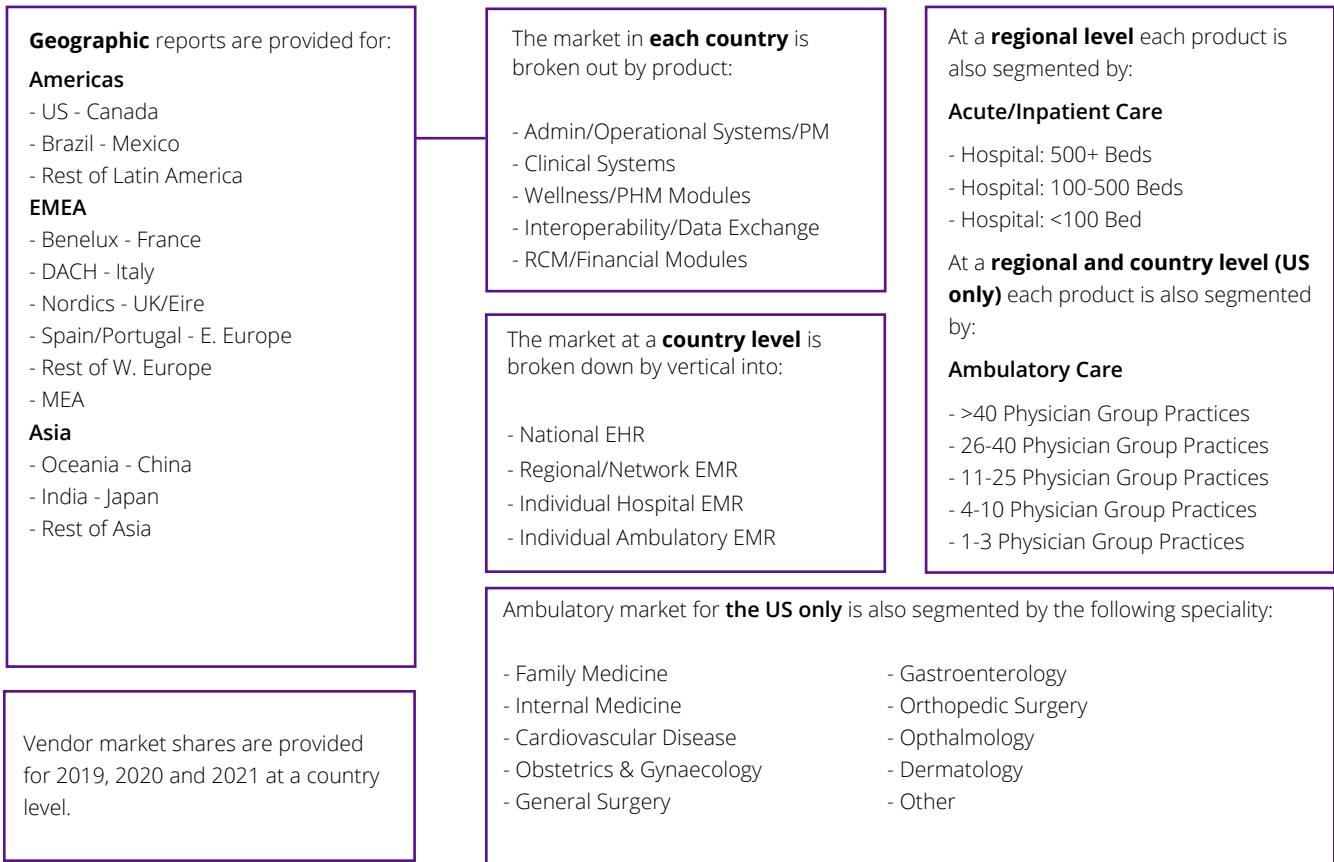


Access to the Analyst - Ability to ask, with the potential for the analyst to work within internal sales or strategy meetings.

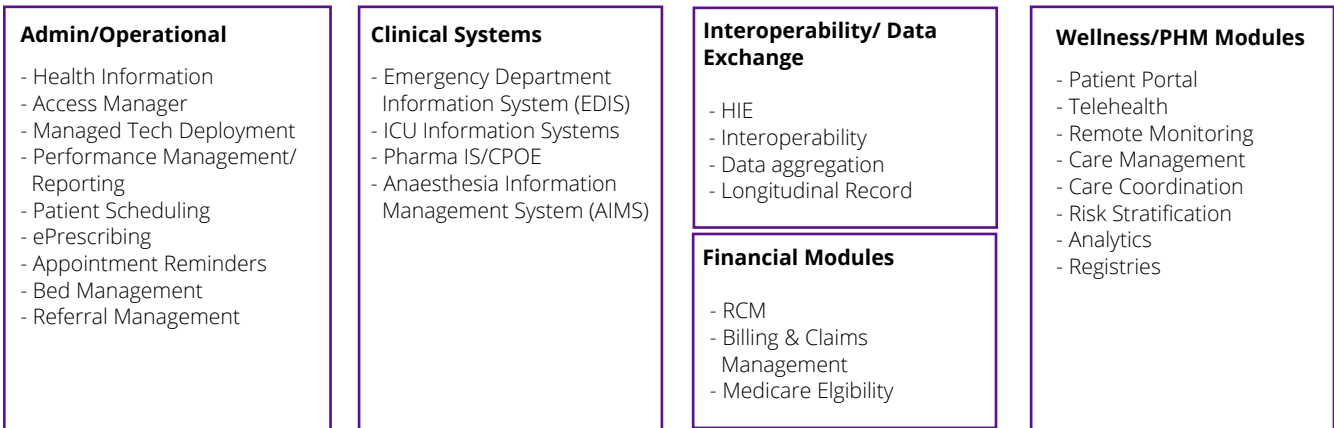
## Service Content

Market metrics are presented for the period 2022 to 2028

Vendor market shares are provided for 2022 and 2023 at a country level



Below are the definitions of which sub-products are included in each of the product segments



## Service Features

-  Expert commentary on the market trends
-  Detailed analysis by geography, product and verticals to highlight growth opportunities
-  Primary research method ensures accuracy and reliability
-  Robust and pragmatic forecasts driven by proprietary database of hospital infrastructure
-  Direct access to the lead Analyst
-  Competitive environment focused on global vendors and local champions within the largest global countries
-  Highly data-centric, with numerous segmentations of the market
-  Actionable, jargon-free analyst insight and opinion

## Service Overview



### Market

- ✓ Identify the products and end-markets driving growth
- ✓ Review the market drivers and barriers for growth
- ✓ Quantitative analysis of market size and forecast growth



### Competition

- ✓ Market share estimates for the leading vendors
- ✓ Detailed profiles of 40+ vendors
- ✓ Identify potential partners and acquisition targets



### Technology

- ✓ Analysis of the market by product, vertical, scale, licence and architecture
- ✓ Market analysis broken down by product: Admin/Operational, Clinical Systems, Interoperability/ Data Exchange and Wellness/ PHM Modules
- ✓ Analysis of impact of local legislation on EMR product requirements



### Strategy

- ✓ Review of go-to-market strategies
- ✓ Analysis and insights to support your strategy planning
- ✓ Product pricing and software licensing strategies

## Service Deliverables



### Market Data

EHR/EMR market segmented by country by product, licence and architecture with 5-year forecasts.

### Competitive Landscape

Vendor market shares provided by year for each country. Detailed analysis of international and local competitive environment with information on products, strategy and SWOT analyses.

### Analyst Commentary

Expert insights on country, verticals, and product trends. Explanation of the assumptions behind the forecasts along with "Our Take" on key issues.

### Report Resources

PDF report format and interactive Excel database that enables you to build your own views of the market data by selecting specific product, application and regional categories. Includes all static tables and figures. Accompanying Powerpoint executive summary



## Sample Pages

The below sample pages are taken from the 2023 edition of the Core Report.



## Research Method



### Scope research with industry stakeholders

Talk with industry stakeholders to understand their information needs  
Issue proposed research agenda and invite feedback from subscription customers



### Interview technology vendors

Evaluate supply to the market and the trends that will impact growth  
Strong focus on collecting sales, shipments and pricing data



### Interview healthcare providers

Conduct in-depth interviews with healthcare professionals across W. Europe and the US  
Strong focus on open-ended and probing questions



### Collate secondary research

Supplement primary research with a variety of secondary research sources  
Company news and financial information, economic data, conference proceedings, etc.



### Review preliminary data with service subscribers

Send preliminary market data to customers for review, as quality control measure  
Refine market size estimates and growth forecasts based on feedback



### Ongoing Analyst support

Q&A session to highlight the key findings of the research and to answer customer questions  
Ongoing support to help customers stay informed of latest market developments



At Signify Research, we work in partnership with our customers to understand their specific needs. So let's start by providing you with a quote for this service. Simply click the 'Request a Quote' button below and our Sales Team will be in touch.



## Questions? Ask an analyst

Or if you have any questions about this research, then please contact our experts to discuss your requirements:



Report Author:

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Arun joined Signify Research in 2019 as part of the Digital Health team focusing on EHR/EMR, integrated care technology and telehealth. He brings with him 10 years' experience as a Senior Market Analyst covering the consumer tech and imaging industry with Futuresource Consulting and NetGrowth Consultants. Prior to this he worked for Nortel Networks.



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Hamir joined Signify in 2022 as a Market Analyst within the Digital Health team. He holds a BSc in Economics having graduated from Loughborough University in 2022.



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Jon joined Signify Research in 2023 as a Market Analyst within the Digital Health team. He holds a BSc in Pharmacology having graduated from the University of Bath in 2023.

## About Signify Research

Signify Research provides healthtech market intelligence powered by data that you can trust. We blend insights collected from in-depth interviews with technology vendors and healthcare professionals with sales data reported to us by leading vendors to provide a complete and balanced view of the market trends. Our coverage areas are Medical Imaging, Clinical Care, Digital Health, Diagnostic and Lifesciences and Healthcare IT.

Clients worldwide rely on direct access to our expert analysts for their opinions on the latest market trends and developments. Our market analysis reports and subscriptions provide data-driven insights that business leaders use to guide strategic decisions. We also offer custom research services for clients who need information that can't be obtained from our off-the-shelf research products or who require market intelligence tailored to their specific needs.

"Signify Research is a trusted and valued partner. We have a great deal of confidence in the expertise of the analysts as well as their published research. The research and insights are an important resource in driving business decisions."

- GE HealthCare

"Signify Research's greatest strengths are its subject matter expertise and deep understanding of the industry."

- Canon Medical Research Europe Ltd.