

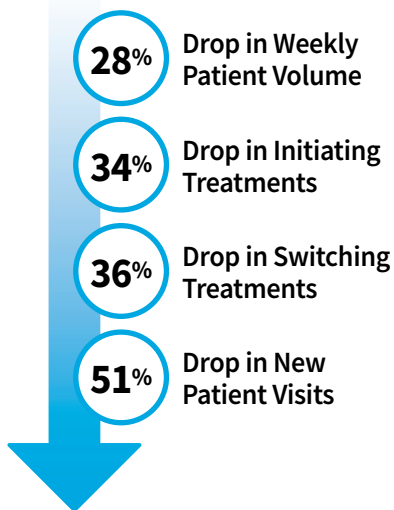
HEALOGIX Headlines™

A biannual company newsletter about our industry & team | Q4, 2020

Healogix COVID-19 Survey Series

We surveyed 502 clinicians across 10 specialties throughout the US to better understand the effects of COVID-19 on patient volumes and how telehealth is used and perceived among clinicians. We also gained some insight into current trends in how sales reps are reaching physicians and projections of rep access in the future. This survey was fielded between late spring and early summer of 2020.

Since COVID-19...



78% of respondents report having interacted with a sales rep during COVID-19, primarily via:



Email

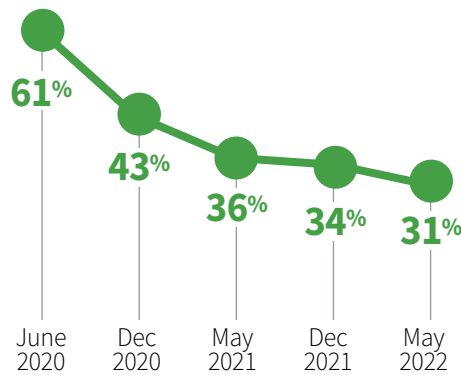


Phone calls
(no video)

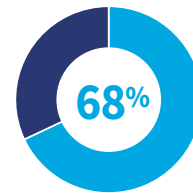


Video-enabled calls

Expected % of Visits via Telehealth



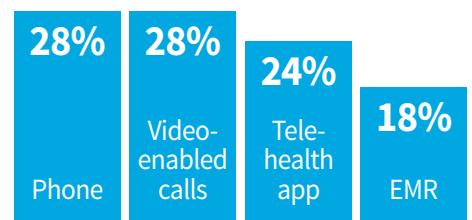
Only 1 in 5 expect to still be treating more than half their patients via telehealth in May 2022



of respondents were not using any form of telehealth in an average week prior to COVID-19 most often due to:

- » Less favorable insurance coverage/access
- » Less favorable reimbursement
- » Perception that it is a less effective way to practice medicine

Method of Conducting Telehealth Visits During COVID-19



In the Future



Most who think it will change anticipate requiring more appointments and/or allowing no access at all.

For more detail, including data cuts by medical specialty, US region, practice setting, physician age and patient age, please reach out to Catie Barbieri at catie.barbieri@healogix.com.

Healogix Highlights



**MEMORABLE
MOMENTS**

Healogix's Memorable Moments™ platform harnesses the ease and convenience of a respondent's smartphone to collect text, take pictures, share images, or record videos documenting their thoughts, emotions, behaviors, and experiences. Ideal for patient journey studies, Memorable Moments™ can also be used when in-depth, slice-of-life, or emotional responses are highly sought. You can learn more about Memorable Moments™ at www.youtube.com/watch?v=Tv-XLpQlgHY



In their third podcast, “Oncologists: A Closer Look,” Healogix's Vice Presidents Drew Cutler and Michael Galvin discuss oncologists: what they do, how their roles and responsibilities may differ by sub-type, and how the specialty can vary across countries. You can listen to this podcast at <https://healogix.com/podcast/oncologists-a-closer-look/>



In their fourth podcast, “Oncology Practice in the Era of COVID-19,” Michael and Drew explore how oncology practices around the country are coping with the COVID-19 pandemic and its impact on their treatment decisions. You can listen to this podcast at <https://healogix.com/podcast/oncology-practice-in-the-era-of-covid-19/>

To learn more about Memorable Moments™ or any of Healogix's innovative methodologies, please contact Tim Edbrooke at:

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Did You Know?

PRESIDENTIAL TRIVIA

The House of Representatives has decided two elections: 1800 between **John Adams** and **Thomas Jefferson**, and 1824 between **John Quincy Adams** and **Andrew Jackson**.

John Adams and **Thomas Jefferson** both died on the 50th Anniversary of the Declaration of Independence on July 4, 1826.

John Tyler was the first vice president to ascend to the presidency upon the death of a president. He did not make an inaugural address and never ran for the office of the president. Interestingly, he had a grandson pass away in September 2020, and he still has one surviving grandson. John Tyler was born in 1790!

Martin Van Buren was the first US president born in the United States. The presidents preceding Van Buren were born in colonies that later became states.

Ulysses S. Grant was the first president to view the Pacific Ocean.

William McKinley was the first president to ride in an automobile.

Theodore Roosevelt was the first president to call his residence in Washington, D.C. the “White House.” Prior to his term, it had been called the Executive Mansion or the President's House.

Warren Harding was the first president to speak over the radio.

Harry S. Truman was the first president to give a speech on television.



Do you have a story idea for our next newsletter? Send thoughts to ed.siebert@healogix.com