Consumer Digital Research Has Soared Patients are taking advantage of the wide range of digital platforms available to find the right provider.

VOICE



2019: 31% 2018: 04% 756% increase When Choosing a Provider

SEARCH

Online ratings and reviews are increasingly trusted by today's consumers.

Consumers who check

reviews even when

referred

49% **75%** 60%



Comments from other patients have become the second-most important factor when choosing a physician. Most Important Factors When Choosing a Provider in 2019

Increase in consumers finding online reviews "very reliable" since 2018

54% 46% 36% 36%



Recommendations

from friends/family

54%

Google

Hospital

affiliation



online platforms used by consumers for choosing a provider.

48%

Hospital/facility

42%

Online ratings and

reviews



coverage

Facility

Location



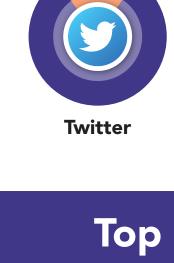
survey

Hospital

Growing Dependence on and Trust in Online Ratings and Review Sites

Search engines and health system websites still have the highest share among

website



same over the past 3 years.

Thoroughness of the





Facebook

23%

39%

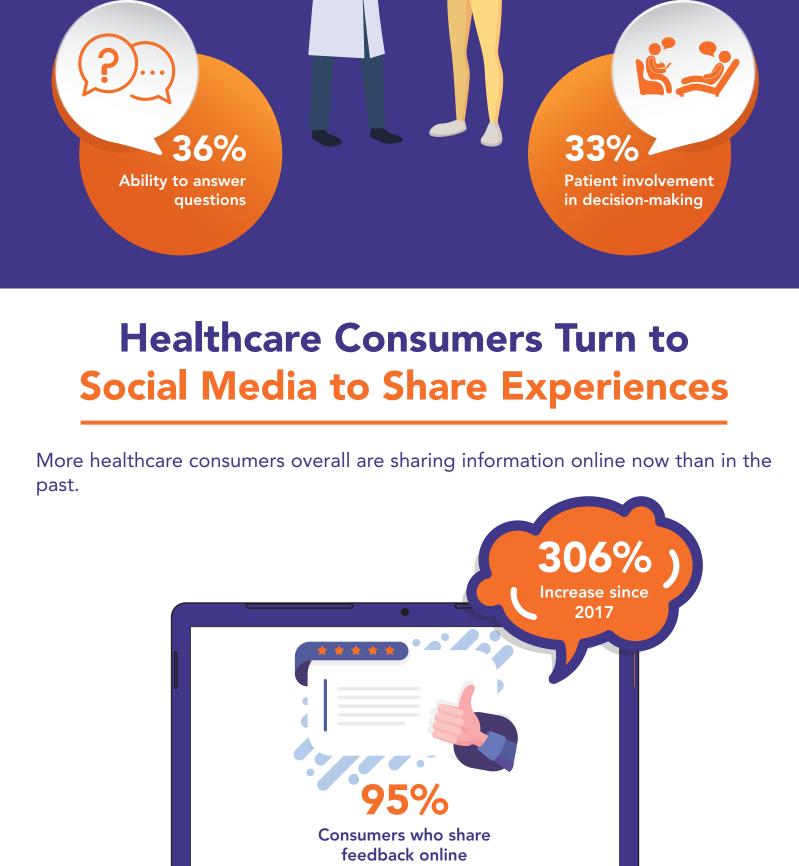
Friendly and caring



Instagram

When Evaluating a Provider The four most important factors in evaluating a provider in 2019 have remained the

attitude examination



Ease of Scheduling and Short Wait Times Are Critical to Winning Business

Patient satisfaction depends on various factors, among which include experiences

Healthgrades Hospital/facility

website

Instagram

With the exception of Facebook, which still holds the largest share, patient reviews on social media platforms have more than tripled since 2017. Search engines

and healthcare specific websites are also preferred outlets to post feedback.

Facebook

outside the exam room.

100% .

90%

80%

70%

60%

50%

40%

30%

20%

10%

0%

Decrease in

appointments booked by phone

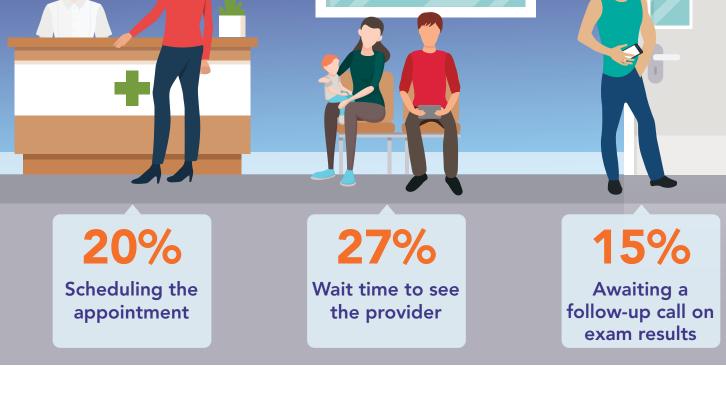
call last year

84%

47%

2018 2019

Google



Healthcare Consumers

Seek Digital Options for Booking

The amount of people making appointments by phone has nearly halved, while

those scheduling visits through the provider's website has doubled.

PHONE DOCTOR PATIENT THIRD-PARTY **WEBSITE PORTAL** SITE 100% 45% Increase in

2018 2019

2018 2019

2018 2019

appointments

booked via

provider web pages last year

29%

14%



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Source: Survey conducted by OnePoll and commissioned by Binary Fountain © 2019 Binary Fountain, Inc.