



## NCP AND TELADOC: GETTING IN ON THE GROUND FLOOR OF TELEHEALTH

In 2006, when New Capital Partners became the first institutional investor in **Teladoc**, – now the largest and oldest telemedicine company in the country – the telehealth and virtual medicine industry was brand new, and adoption was slow. “People didn’t think telehealth would ever work,” said NCP founding partner James Outland. When **Jason Gorevic** was hired as the CEO of Teladoc in 2009, he was excited about the opportunity he saw in Teladoc, and Outland shared his enthusiasm.

“We had a lot of challenges to overcome, and NCP was supportive of us, even if we sometimes took slightly unconventional approaches,” Gorevic said. In the following years, NCP helped drive Teladoc’s strategy for market adoption, product development and growth. NCP was also part of Teladoc’s success in **growing its network to more than 3,000 licensed healthcare professionals and membership to 20 million members.**

**“NCP had a unique perspective on the opportunity and was an early visionary in recognizing it. [They] were definitely true business partners, and our partnership continued from our first round of funding up until our IPO.”**

**Jason Gorevic - CEO, Teladoc**



**Teladoc went public in 2015 (NYSE: TDOC) at \$19 per share with an enterprise value of \$620 million.** Teladoc continues to grow, with **Teladoc Health** now encompassing **Teladoc, Best Doctors, Advance Medical, BetterHelp, and HealthiestYou.** With more than 20 million members, Teladoc is the most trusted name in telehealth.

“I am very proud of the work we did with Teladoc,” said Outland. “Despite the slow adoption of telehealth, it is now a mainstream healthcare benefit that’s still growing rapidly. Because we believed in the vision of providing the best care regardless of geographical limitations, we have been able to deliver top-notch healthcare to millions of patients.”

## NCP INVESTMENT THESIS – TELEHEALTH COMPANIES

The expansion of telehealth to broader virtual care solutions expands on the early foundations of access and affordability and now extends to improved quality. NCP is eager to partner with telehealth and virtual medicine companies that employ solutions that put the patient first and bring best practices and the best care to the best setting, regardless of geographical limitations or provider expertise.

## LET’S TALK

Please contact the individuals below if you know someone who may be interested in partnering with us or would like to learn more about how we partner with companies like yours. **Let’s grow a business together.**

**Danny Despot** | 205-939-8405  
ddespot@newcapitalpartners.com

**Brooks McElveen** | 205-451-0468  
bmcelveen@newcapitalpartners.com

## LEARN MORE

If you’d like to learn more about our partnership with Teladoc, check out [newcapitalpartners.com/companies/teladoc](https://newcapitalpartners.com/companies/teladoc).