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Teladoc Secures \$18.6 Million in Funding led by Kleiner Perkins Caufield & Byers

Strategic investment to support growth and expansion of telehealth services

DALLAS, Sept. 13, 2011 – [Teladoc](#), the nation's first and largest telehealth provider, today announced that it has secured \$18.6 million in funding led by [Kleiner Perkins Caufield & Byers \(KPCB\)](#). The investment signals confidence in Teladoc's market-leading position and confirms telehealth as an industry-changing solution. Current investors Cardinal Partners, HLM Venture Partners, Trident Capital, and New Capital Partners are also participating in this latest round of funding.

"The telehealth industry has reached an inflection point in its growth curve," said [Jason Gorevic](#), Teladoc's chief executive officer. "This capital from KPCB and our existing investors distinguishes Teladoc as the clear leader in this emerging space. Our entire business model is focused on solving the greatest challenges we face in healthcare – access, cost and quality. We look forward to partnering with KPCB to leverage their expertise in building great companies."

Teladoc meets the needs of health plans, employers, unions, associations and consumers as an innovative complement to non-emergency primary care by providing accessible, high-quality care at an affordable cost. Teladoc connects members to U.S.-based, board-certified physicians 24/7 via telephone or secure online video. Upon requesting a consultation, patients receive a call back from a doctor within an average of 22 minutes for \$38 or less per session. Each consultation includes a comprehensive review of a patient's electronic health record. Teladoc physicians treat a variety of conditions and if medically appropriate, prescribe medication. With approval, Teladoc can send a record of the consultation to the patient's primary care physician.

By delivering fast and convenient access to quality care without having to leave the home or office, Teladoc improves employee productivity and significantly reduces utilization of more costly alternatives, such as emergency rooms or urgent care facilities.

"KPCB seeks to identify industry leaders in markets that address significant unmet needs and are poised for explosive growth," said [Dana Mead](#), partner, KPCB. "Teladoc and Telemedicine clearly meet these criteria. We look forward to partnering with Teladoc to make a meaningful impact on the US healthcare system."

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About Kleiner Perkins Caufield & Byers

Since its founding in 1972, Kleiner Perkins Caufield & Byers has backed entrepreneurs in more than 500 ventures, including AOL, Amazon.com, Citrix, Compaq, Electronic Arts, Genentech, Genomic Health, Google, Intuit, Juniper Networks, Netscape, Sun, Symantec, Verisign, webMD and Zynga. KPCB portfolio companies employ more than 250,000 people worldwide. More than 150 of the firm's portfolio companies have gone public, and many other KPCB ventures have achieved success through mergers and acquisitions. KPCB focuses its global investments in three practice areas - digital, greentech and life sciences - and provides entrepreneurs with company-building expertise out of its offices in Silicon Valley, Beijing and Shanghai.

About Teladoc

Founded in 2002, Teladoc is the nation's first and largest provider of telehealth services. With more than 3 million members nationwide and an average response time of 22 minutes, Teladoc enhances access to affordable, high-quality medical care for adults and children via videoconferencing or telephone consultations 24/7. The company's U.S.-based, board-certified physicians meet or exceed National Committee for Quality Assurance (NCQA) standards and deliver a 97 percent patient satisfaction rate. Teladoc partners with payers, corporations, organizations and patients that seek accessible and affordable high-quality medical care. For more information, please visit www.teladoc.com.

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