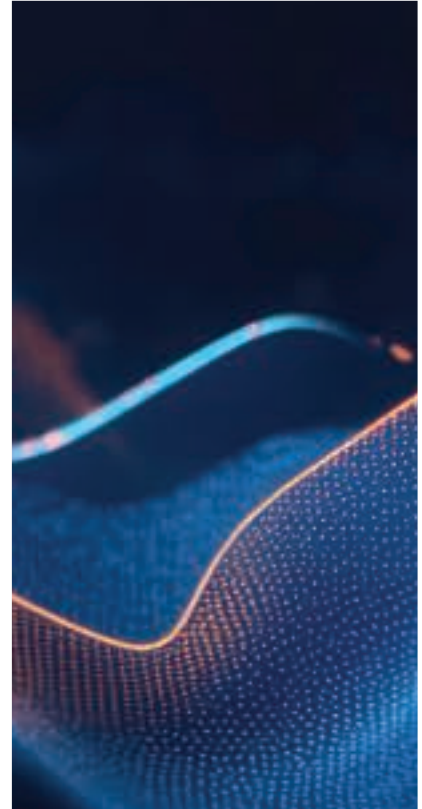
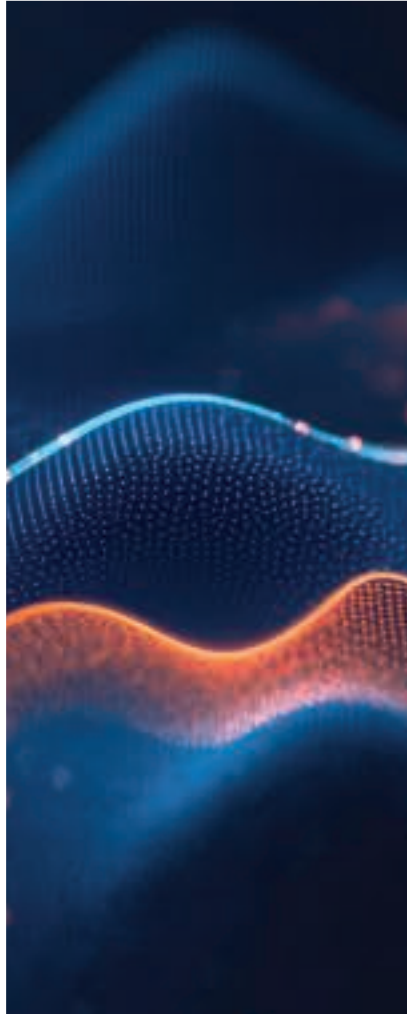


FROST & SULLIVAN
BEST PRACTICES



2026

GLOBAL HOME MONITORING
TECHNOLOGIES

COMPANY OF THE YEAR



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Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. A&D Medical excels in many of the criteria in the home monitoring technologies space.

RECOGNITION CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Megatrends	Customer Purchase Experience
Leadership Focus	Customer Ownership Experience
Best Practices Implementation	Customer Service Experience
Financial Performance	Brand Equity

The Transformation of the Home Monitoring Technologies Industry

Increasing pressure on healthcare systems, rising rates of chronic diseases, and aging populations are accelerating the shift of care delivery from hospitals to the home. Home monitoring solutions are evolving beyond basic alert systems into proactive care platforms that detect potential health issues early through continuous tracking of physiological and behavioral data.

Against this backdrop, interoperability has become a key differentiator, with companies focusing on integrating home monitoring devices with electronic health records, telehealth platforms, and clinician workflows. Vendors are increasingly positioning their solutions as part of broader care management programs for chronic conditions, recovery, and independent living rather than standalone consumer products.

Reimbursement opportunities are also shaping commercial strategies, as remote patient monitoring and chronic care management programs encourage companies to align products with healthcare provider and payer needs. Growing concerns around data privacy and cybersecurity are also driving investments in secure data management and regulatory compliance. Strategic partnerships among technology providers, healthcare organizations, and insurers are further helping companies expand market reach, strengthen clinical credibility, and accelerate adoption.

Removing Barriers to Reliable Home Monitoring

Despite the potential benefits of home monitoring, its adoption faces significant challenges. Patients often encounter barriers such as digital and health literacy, connectivity and affordability gaps, and fear of

technology. Device-level issues, including unreliable connectivity, short battery life, data accuracy concerns, and organizational barriers such as clinical workflow integration, further hamper adoption.

“The UA-1020CEL delivers clinical-grade accuracy and irregular heartbeat detection with its measurement accuracy features. It uses programmable averaging to capture three consecutive readings and calculate an averaged result that aligns with clinical guidelines.”

**– Utkarsha Soundankar,
Industry Analyst**

To address these challenges, the health industry requires user-friendly, reliable solutions to improve patient outcomes. Since 1977, A&D Medical has developed and supplied biometric monitoring technologies, offering products such as blood pressure monitors, weight scales, activity trackers, and other health measurement devices for consumers and healthcare professionals.

A&D Medical's Cellular Blood Pressure Monitor (UA-1020CEL) directly addresses gaps in home monitoring by supporting remote patient monitoring with automatic data transmission and reliable performance. Built-in cellular connectivity sends readings seamlessly without smartphones, apps, or Wi-Fi, reducing setup barriers and improving patient compliance. The UA-1020CEL delivers clinical-grade accuracy and irregular heartbeat detection with its measurement accuracy features. It uses programmable averaging to capture three consecutive readings and calculate an averaged result that aligns with clinical guidelines. Fully validated against ISO 81060-2:2018+A1:2020, the device is also listed on the US Validated Device Listing (VDL), providing healthcare organizations with independent clinical endorsement of its measurement reliability. Additional diagnostics, including Cuff Fit Detection and Movement Detection, help minimize inaccurate readings caused by motion or improper placement, further strengthening confidence in remotely captured data. On-device memory allows the monitor to function as a standalone device when needed, storing 90 measurements. A large display improves readability for older adults and visually impaired users. At the same time, a wide-range cuff fits most adult arm sizes (8.6 to 16.5 inches or 22 to 42 cm) comfortably, with compatibility for small and large cuff accessories.

In addition, A&D Medical offers the A&D Heart Track App, a mobile health management platform that connects with its compatible Bluetooth-enabled devices, allowing users to monitor metrics such as blood pressure, weight, oxygen saturation, and body composition in one place. It also supports manual entry of additional health data, including glucose levels, temperature, and respiratory rate, creating a more comprehensive view of personal wellness. Other key features include measurement reminders, historical data tracking, and comparison tools that help users identify trends over time. Users can generate reports and share their readings with healthcare professionals, supporting more informed clinical discussions. The app's integration with Apple Health and Google Fit expands data accessibility and usability, while A&D Medical emphasizes secure handling of health information, ensuring that data sharing remains under the user's control.

The company also provides body weight and body composition scales that measure metrics such as BMI, body fat, muscle mass, hydration, and metabolic rate, with synchronization to mobile health applications. Its portfolio extends to pulse oximeters for tracking blood oxygen saturation and pulse rate, as well as ear thermometers for temperature monitoring. Each product is supported by device-specific tutorials and

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connectivity features, underscoring A&D Medical’s focus on empowering users in their health monitoring journey.

Scaling RPM Programs with Operational Confidence

Healthcare organizations building large-scale RPM programs confront substantial operational challenges that extend well beyond device selection. Provisioning logistics, patient onboarding friction, and real-time device performance visibility are recurring pain points that can erode the clinical and financial value of RPM initiatives. A&D Medical effectively addresses these challenges with a device management portal that empowers customers to troubleshoot common issues

and gain real-time insights into device performance. The portal integrates seamlessly with drop shipping capabilities that significantly improve overall efficiency for large-scale RPM programs.

A&D Medical's mobile virtual network operator (MVNO) service leverages multiple cellular networks to identify the strongest signal, providing reliable connectivity and ensuring seamless transmission of vital health data. This multi-network resilience is particularly important for programs that enroll geographically dispersed patients, ensuring that monitoring continuity stays intact despite potential carrier-specific coverage gaps. Together with a complete API and integration guide, expert in-country technical support, customer service, and account management teams enhance operational efficiency and deliver ongoing support across the program lifecycle.

A Responsive, Partnership-First Support Model

In the home monitoring technologies market, the quality of vendor support directly influences program outcomes, customer retention, and the willingness of healthcare organizations to expand their monitoring footprint. A&D Medical prioritizes customer satisfaction by actively listening, resolving issues accurately and efficiently, communicating clearly, and following through on commitments. It tracks customer feedback and service metrics to continuously improve the support experience, while offering local support, including engineering, product, and customer service functions, to assist customers in setting up and implementing large-scale RPM programs.

The company's capacity to customize integrations and workflows to meet customer-specific requirements is particularly meaningful in an industry where no two RPM programs are architecturally identical. By investing in adaptable onboarding and technical support infrastructure, A&D Medical reduces the friction that frequently causes healthcare organizations to stall or scale back their monitoring programs, making it a genuine long-term partner in connected care delivery.

Architecting for the Connected Care Future

A&D Medical consistently broadens its portfolio to meet current industry needs. In February 2025, the company expanded its home blood pressure monitoring portfolio with new clinically accurate and

connected devices, adding features such as Bluetooth integration, multi-user functionality, voice guidance, and compatibility with the Heart Track app to support easier cardiovascular health management. In March 2025, A&D Medical launched a Bluetooth-enabled body composition scale during the National Nutrition Month, offering tracking of multiple health indicators such as body fat, muscle mass, BMI, and hydration levels, while integrating with its Heart Track app to support more comprehensive wellness monitoring.

A&D Medical is developing Direct Connect, a blood pressure monitor that easily connects and transfers readings to clinical platforms that support the generic health sensor profile, an emerging interoperability standard that will reduce integration complexity for healthcare organizations managing diverse device ecosystems. The company actively supports use cases spanning remote patient monitoring, chronic condition management, consumer wellness programs, clinical and healthcare settings, and connected health ecosystems that integrate with digital health platforms, mobile applications, and telehealth solutions.

Sustained Value Across Evolving Program Needs

The UA-1020CEL's dual-mode capability, which functions as a fully connected cellular device and standalone 90-measurement memory unit, ensures utility across diverse program configurations, from highly integrated digital health ecosystems to simpler monitoring arrangements. Platform integration support, delivered through a complete API and comprehensive guide, enables healthcare organizations to embed A&D Medical devices into their existing clinical workflows and data infrastructure. As those workflows evolve, A&D Medical's in-country technical teams provide continuity of support, ensuring integrations remain current and functional and reducing the risk of technological obsolescence that can disrupt long-running RPM programs.

A&D Medical also offers private-label and OEM healthcare devices for retailers looking to market products under their own brand, with services encompassing product development, manufacturing, customization, and regulatory support. The company provides flexible branding options for blood pressure monitors and other connected health devices, including Bluetooth connectivity, app integration, telehealth compatibility, and multi-user functionality. A key differentiator is its focus on quality and reliability, with products developed under ISO 13485 and FDA-compliant quality systems and subject to the same testing standards as A&D Medical-branded devices. The portfolio extends beyond blood pressure monitors to include pulse oximeters, thermometers, weighing scales, and other health monitoring solutions, allowing retailers to source multiple product categories from a single provider. The company also supports partners through regulatory guidance, bilingual customer service, technical assistance, and electronic data integration capabilities. Backed by its own global manufacturing network and validated testing processes, A&D Medical aims to help retailers strengthen their brand presence while delivering dependable health monitoring products to consumers.

Clinical Credibility Earned Through Validated Performance

A&D Medical is recognized for its expertise in connected health solutions that support wellness management and chronic disease monitoring. Operating globally under the A&D Medical brand and the LifeSource brand in North America, the company is part of A&D Company Limited, a major measurement

technology organization with a strong global presence. A&D Medical emphasizes precision and reliability, drawing on nearly five decades of experience in measurement technology.

A&D Medical designs and manufactures products to ensure unparalleled quality, with devices offering clinical-grade accuracy and precise, dependable measurements essential for remote patient monitoring. The UA-1020CEL meets the VDL criteria for clinical accuracy based on independent review and acceptance of documentation.

A&D Medical's award-winning YouTube channel provides evidence-based cardiovascular health education, with expert-led content focused on blood pressure monitoring, hypertension management, heart health, and proper use of medical devices. The channel features practical videos on topics such as accurate blood pressure measurement, lifestyle changes to lower blood pressure, health quizzes, and tutorials for devices including blood pressure monitors, weighing scales, pulse oximeters, and thermometers. It has received major industry awards, including the Anthem Awards and Viddy Awards, for its accessible and reliable patient education content. In January 2026, A&D Medical received a Gold Anthem Award in the Health category, recognizing its efforts to expand cardiovascular health education through evidence-based content, including a pharmacist-led YouTube initiative that has helped raise awareness of blood pressure management and heart health among a broad audience.

Conclusion

A&D Medical offers a broad range of connected health and biometric monitoring solutions designed for both home users and healthcare professionals. Its core product category is blood pressure monitoring, including standard home monitors and Bluetooth-enabled devices featuring enhanced accuracy technologies. A&D Medical demonstrates market leadership in the global home monitoring technologies industry through clinically validated, connectivity-inclusive, and operationally scalable solutions.

A&D Medical's UA-1020CEL Cellular Blood Pressure Monitor is backed by robust implementation infrastructure, a partnership-centered service model, and a forward-looking product roadmap anchored in interoperability. For digital health management, A&D Medical offers the Heart Track App, which connects compatible devices via Bluetooth, stores health data, tracks trends, generates reports, and integrates with Apple Health and Google Fit. Through a combination of innovation, quality, and accessibility, A&D Medical continues to support healthcare providers and consumers worldwide.

With its strong overall performance, A&D Medical earns Frost & Sullivan's 2026 Global Company of the Year Recognition in the home monitoring technologies industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Company of the Year Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or underserved needs are unearthed and addressed to create growth opportunities across the entire value chain

Visionary Scenarios Through Megatrends: Long-range scenarios are incorporated into the innovation strategy by leveraging megatrends and cutting-edge technologies, thereby accelerating the transformational growth journey

Leadership Focus: The company focuses on building a leadership position in core markets to create stiff barriers to entry for new competitors and enhance its future growth potential

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate consistent, repeatable, and scalable success

Financial Performance: Strong overall business performance is achieved by striking the optimal balance between investing in revenue growth and maximizing operating margin

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT			
STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

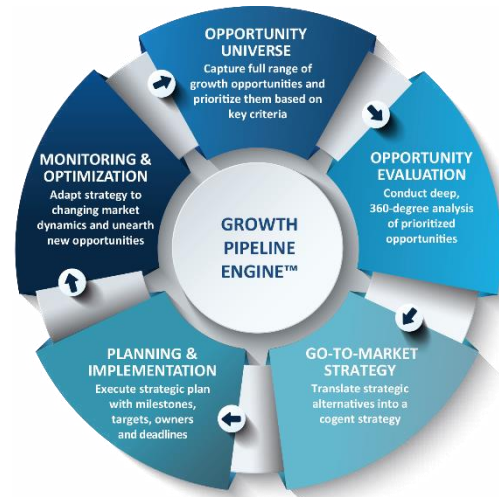
The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fueled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Megatrend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

