

Essential Data on

# Hospitals & IDNs

## About Definitive Healthcare

Definitive Healthcare is the leading supplier of data on the U.S. healthcare provider market. Our databases of hospitals, physicians, and other providers offer the highest-quality and most comprehensive data available. Clients have access to essential insights and analytics enabling shorter sales cycles, precise physician network development, and powerful segmentation across the healthcare continuum.

## Essential Hospital & IDN Intelligence:

- Over 8,800 hospital & health system profiles
- Human-verified affiliations data on GPOs, IDNs, ACOs, and more
- Over 200,000 executives & emails
- Technology implementations & vendor market share
- CMS program participation and performance
- Clinical and quality metrics
- Procedure & claims analytics by ICD-10, DRG, HCPCS, and more
- Trended financial data
- Daily alerts for executive moves, RFPs & CONs, and industry news
- Interactive visual dashboards for population health, therapy area, etc.
- Fully integrated Salesforce app

### The Definitive Advantage

- 100% healthcare industry focused
- Highest-quality data, updated daily
- Proprietary intelligence across the healthcare continuum
- In-depth & interactive analytics
- Full coverage from hospitals & physicians to post-acute care facilities
- Easy-to-use, customizable data solution
- Award-winning Customer Success team

### Definitive Databases

- 8,800 Hospitals & IDNs
  - 220,000 Physician Groups
  - 1.6M Physicians & Allied Care Providers
  - 25,000 Surgery & Imaging Centers
  - 50,000 SNFs, HHAs & Hospices
  - 2,600 ACOs, HIEs & Payors
  - 40,000 Urgent Care, Retail & Other Clinics
- and much more

# Leverage Our Data To:

Understand your client base using population health data, **physician referral patterns**, **claims data**, patient satisfaction scores, readmission rates, and other measures

Track **executive moves**, **mergers & acquisitions**, technology changes, and other industry news

Help clients **improve quality care performance** with integrated data on CMS program participation

Visualize provider networks and **analyze population health trends** using our interactive map tool

**Compile a custom report** based on affiliations, facility size, revenue, geographic location, CMS program participation, and much more

**Streamline marketing and sales efforts** by using our searchable database to create custom lists of prospects and export directly to Excel or a CRM

## Example Hospital Profile:

Powerful analytics on claims and procedure volumes, quality metrics, technology infrastructure and more

**Massachusetts General Hospital**

Summary | Executives | Financial/Clinical Metrics | Affiliations | News | Technologies | Purchasing | Quality Metrics | Physicians | Inpatient Claims Analytics | Outpatient Claims Analytics | Population | Referrals | Episodes of Care

**General Information** - Basic facility identification data: location, contact data, etc

Address	55 Fruit St Boston, MA 02114	Medicare Provider Number	220071	CBSA Code	14460 - Boston-Cambridge-Newton MA-NH
Phone	617.726.2000	NPI Number	1023049236	CBSA Population (2016)	4,794,447 (0.58 % increase from 2015)
Website	<a href="http://www.massgeneral.org/">www.massgeneral.org/</a>	340B ID Number	DSH220071	Market Concentration Index	0.06 (Highly Competitive)
Hospital Type	Short Term Acute Care Hospital	Accreditation Agency	The Joint Commission	MAC/FI	National Government Services, Inc.
Ownership	Voluntary Nonprofit - Other	HIN	140240800	Medical School Affiliation	Major
Fiscal Year End	09/30	GLN	1100005015838	Company Status	Active
DEA Registration Number	AT9729433				

**Key Clinical Metrics** - Reported clinical data directly from hospitals and CMS

# of Staffed Beds	2571
# of Medicare Certified Beds	600
# of Discharges	

**Affiliations** - Hospital affiliations, including IDN, IDN parent, other network facilities, HIEs, GPOs, and more

Network: Partners HealthCare	ACO Affiliations: Partners Care Connect	HIE Affiliations: New England Healthcare Exchange Network (NEHEN), Massachusetts eHealth Institute (eHI)/Massachusetts Health Information Highway	GPO/Pharmacy Affiliations: Vizient (Primary GPO), Intalere (FKA: Amerinet), Magnet Group
System Components:			
Hospital	16		
Physician Group	28		
Ambulatory Surgery Center	8		

For more information or a free trial, visit us at [www.definitivehc.com](http://www.definitivehc.com)