Deliver the market expertise your customers count on
Deep and relevant data and analytics differentiate your services

Healthcare providers are increasingly to consulting firms to help control costs and meet complex program and care requirements. But, as the market changes quickly, it’s hard to know how to really help without a complete and contextualized view of healthcare providers. Streamline and accelerate your bidding process and improve your clients’ outcomes with superior insights using current and historical intelligence on hospital financials, clinical and quality performance, and technology installations. Or, look at physician referral patterns, prescription volumes, and provider affiliations to build a great strategy. You’re the expert.

Make every conversation count
Your customers are worth it

1. Customize your messaging to prospective clients
   - Trended financial & clinical data
   - Technology installations
   - Quality performance data
   - Diagnosis and procedure history

2. Assess client competitive landscapes
   - Competitive analysis visual dashboard
   - Patient population demographics
   - CMS participation data
   - VBP & financial performance

3. Query information on-demand
   - Personalized data feeds
   - Custom reporting capabilities
   - Hospital benchmarking
   - Executive names and contacts

4. Receive daily alerts on industry changes
   - M&A activity
   - Funding & financial announcements
   - Clinical trials
   - New capabilities

5. Understand the provider landscape
   - Therapy area analytics
   - Partnership announcements
   - Network hierarchies
   - Identify network leakage

6. Map sales and marketing territories
   - Hospital affiliations
   - Physician employment predictions
   - Purchasing relationships
   - CBSA analytics

“Our organization uses Definitive Healthcare on a daily basis. It is how I do my job and my go-to tool for understanding where the opportunities might be in the organizations I’m talking to. We look at total spend, we look at quality metrics, and it really allows us to pare down and summarize what we believe the opportunity is, so when I’m calling a client I’m as informed as I can be without knowing anything else about the facility.”

Jessica Rizzo
Senior Director of Client Solutions

DEFINITIVE HEALTHCARE
Define your strategy with Definitive Insights

Professional Services

Our in-house specialists create custom reports and FTP sites with the intelligence that matters most to you and your clients. Rely on a unique partnership that delivers the insights you need in the ways that are most accessible for your team.

Definitive Dashboard

Understand hospital and health system financial strength at a glance to determine points of excess spending and assess buying readiness. Trended financial analysis improves ability to offer in-depth custom financial solutions.

Quality Performance

Examine quality performance to find opportunities for improvement and advanced data tracking – including areas like HCAHPS, readmission rates, and hospital-acquired conditions.

Affiliations and Network Mapping

Analyze referral patterns to determine your total addressable market, pinpoint and stop network leakage at client facilities, and identify where decision-makers are within health system hierarchies.

TRUSTED BY 9/10 Consulting companies of the top

... and here are the data and insights they rely upon most

- Custom data feeds and FTP sites
- Technology install data
- Network leakage and referrals
- Trended financial and quality data
- Hospital and facility affiliations
- Quality scores and CMS participation
- Executive names and contacts
- M&As and new capabilities

For more information please call (800) 307-4107 or visit our website at www.definitivehc.com to learn more about the Definitive Healthcare data and insights platform.