Essential Intelligence on MEDICAL CLAIMS

Penetrate a unique healthcare market segmented with customizable insights

Analyze your influence networks
Identify the high-volume physician leaders and understand what they’re prescribing, how they’re practicing, and which clinicians they’re directly influencing.

Measure key procedure volumes
Increase your efficiency by prioritizing your go-to-market planning and sales execution efforts around providers with the most experience in your target procedure and therapy areas.

Conduct financial analyses
Identify opportunities to drive cost savings by reviewing the percentage of total charges, primary diagnoses, and the average charges per claim for specific ICD-10 codes.

1. VIEW REFERRAL PATTERNS & NETWORK AFFILIATIONS
Follow patient journeys by disease state or procedure history, and see where patients are falling out of a network’s continuum of care

2. REVIEW THE TOTAL ADDRESSABLE MARKET
Explore physician affiliations using proprietary research and claims data. Identify total counts of your target patients and physicians and assess alignment within IDNs

3. ACCESS BREAKDOWNS OF DISEASE DENSITY
Track disease patterns by provider and geography, filter patients by diagnosis and procedure codes, and examine data by payor or drug manufacturer

4. FIND TREATMENT-READY PATIENTS IN YOUR AREA
Build complex, multi-tiered selling strategies by analyzing comorbidity data and identifying patients and care providers within disease families

5. EXPLORE POPULATION HEALTH METRICS BY CATEGORY
Identify key geographies and territories with the highest patient and physician populations in your disease category
Analyze procedure, diagnosis, and prescription volumes at every care provider

Identify your ideal market growth opportunities

Our all-payor claims information is associated with 300 million patients, delivering a complete view of where patients seek care for specific diseases and from whom. Definitive Healthcare combines real world evidence with our own proprietary data on healthcare facilities and providers—allowing you to gain a deeper level of intelligence on target buyers, and a broader understanding of the local, regional, and national markets.

View patterns and populations that most align with your drug, device, or therapy to refine and accelerate your go-to-market strategy.

“The additional insights delivered by combining commercial claims intelligence with broad provider data makes the Definitive Healthcare platform even more powerful. We have products in the diabetes space, respiratory space, and the cardiovascular space, so to see the interface between primary care and specialists enables us to refine our targeting lists and our messages very specifically around those individuals.”

Bill Kaveney
National Account Director, GPOs
Boehringer Ingelheim

Combine real-world claims data with insights on healthcare facilities & providers

We take vast amounts of claims and Medicare data and combine it with our own proprietary data — making it the most powerful analytics tool available. Definitive Healthcare delivers more than 95% accuracy on key provider and physician insights, with tested data on more than 8,800 hospitals and IDNs.

Our data & insights platform includes

- Physicians Groups
- Hospitals
- Clinics
- Long-term Care
- International
- Dhc Visuals
- Claims Analytics
- Imaging Centers
- Surgery Centers
- Acos, Hies & Payors
- Pharmacy
- Expert

For more information please call (508) 720-4224 or visit our website at www.definitivehc.com to learn more about the Definitive Healthcare data and insights platform.