Find the right physicians and executives
Your clients demand speed and quality – we’ll help you get both

Locum tenens and nursing placements are in high demand for healthcare organizations across the US. As talent resources get tighter, staffing needs are only increasing. Curate custom industry news alerts, identify ideal provider placements, and target the appropriate decision makers with the data and resources you need to help your provider clients succeed. Give yourself the right tools to improve fill rates and hire quality.

Find the staff they want to deliver the quality they need
 Identify key candidates and stay ahead of the shifting job market

1. Understand affiliations and referral patterns
   - Hospital & physician referral patterns
   - Patient leakage insights
   - Network hierarchies
   - Patient origination analytics

2. Assess client competitive landscape
   - CMS participation and performance
   - Financial strength indicators
   - Patient population demographics
   - Dashboard for competitive analysis

3. Receive daily alerts on industry changes
   - M&As and partnerships
   - Funding/financial announcements
   - Technology installations
   - New capabilities & construction

4. Easily customize your messaging to prospective clients
   - Insights on time spent with patients
   - Financial metrics and trends
   - Contract labor statistics
   - Clinical and quality performance

5. Identify total addressable market
   - Provider search by specialty
   - Affiliations and partnerships
   - HCAHPS and other quality scores
   - Analytics by CBSA region

6. Contact key decision makers
   - Names
   - Titles
   - Phone numbers
   - Email addresses

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Boehringer Ingelheim

“Definitive Healthcare is not a nice-to-have. It’s a must-have. It gives us the information we need, at the right time, with the right factor, and for the right organization.”

NATIONAL ACCOUNT DIRECTOR, GPOs
Stan Aile

Siemens Healthineers

“As our clients talk with us about their needs, we have to know in advance where they are financially, where they are in terms of the big strategic decisions, what their big goals and aspirations are, and who’s running the place, so we can advance the conversation and really help them. That’s what Definitive does for me.”

DAVE EDWARDS
VP Strategic Corporate Accounts

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DEFINITIVE HEALTHCARE
Define your strategy with Definitive Insights

**Understaffed Hospitals**
Examine quality performance to identify facilities that are understaffed based on metrics such as HCAHPS scores, bed utilization rate, patient falls, and more.

**Precision Targeting**
Combine specialty, affiliations, and claims data to find the best target physician or executive for your role.

**Diagnosis and Procedure Analytics**
Leverage all-payer claims to quickly and efficiently demonstrate expertise based on procedure history, with historical intelligence by ICD, CPT, HCPCS, and DRG codes.

**Staffing & Recruiting Dashboard**
Identify most overworked facilities, target physicians, analyze market by specialty, financial insights, member counts, clinical and quality scores, IDN parents, and other information.

**Trusted by 9/10 Staffing and Recruiting firms of the top**

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

- Diagnosis and procedure data
- Technology installations
- 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 partnerships
- New facilities and capabilities
- Predicted physician employment

For more information please call (888) 307-4107 or visit our website at www.definitivehc.com to learn more about the Definitive Healthcare data and insights platform.