

# Top 10 hospitals performing TAVR procedures

An analysis of year-over-year growth reveals a steady upward trend in the number of claims filed for TAVR, with an average annual increase of 18.4% from 2016 through 2023. By 2019, it had become the most common method for aortic valve replacement, supplanting the previously dominant open-heart surgical aortic valve replacement (SAVR).

This shift was largely driven by the limitations of SAVR, particularly for older patients with comorbid conditions deemed inoperable. The global evolution of TAVR has also been attributed to rapid technology enhancement, procedure simplification, and a reduction in complications, according to the American College of Cardiology.

Using data from the Definitive Healthcare <u>Atlas All-Payor Claims</u> Dataset, we ranked the top 10 hospitals leading in TAVR procedures by their share of overall U.S. procedures tracked in 2023.

# Top 10 hospitals performing TAVR procedures by percentage of procedures in 2023

Rank	Hospital	State	% of TAVR procedures in U.S. in 2023
1	Cleveland Clinic Main Campus	ОН	2.78%
2	Piedmont Atlanta Hospital	GA	1.96%
3	University Hospital	MI	1.66%
4	Mayo Clinic Hospital - Saint Mary's Campus	MN	1.50%
5	OhioHealth Riverside Methodist Hospital	ОН	1.33%
6	Methodist Hospital	TX	1.32%
7	Corewell Health Butterworth Hospital	MI	1.17%
8	Scripps Memorial Hospital La Jolla	CA	0.96%
9	Tisch Hospital	NY	0.93%
10	Stanford Hospital	CA	0.92%

Fig. 1 Data is from the Definitive Healthcare <u>Atlas All-Payor Claims</u> product for calendar year 2023. Data is sourced from multiple claims <u>clearinghouses</u> in the United States and is updated monthly. Data is accurate as of June 2024.

Cleveland Clinic Main Campus in Cleveland, Ohio is ranked at the top of our list, with 2.8% of TAVR procedures tracked in 2023. Cleveland Clinic began its TAVR program in 2006 at the Heart, Vascular, and Thoracic Institute. The institute's data suggests the program consistently achieves better-than-expected outcomes, which include reduced in-hospital mortality rates.

Following closely behind are Piedmont Atlanta Hospital (at nearly 2%) and University Hospital (at 1.7%), showcasing the expertise of these institutions in this minimally invasive heart valve replacement technique. As with the Cleveland Clinic, patients at Piedmont Atlanta Hospital have outstanding outcomes, including a lower rate of mortality and stroke compared to the national average and a median two-day stay in the hospital.

## How many TAVR centers are there in the U.S.?

The exact number of TAVR centers in the U.S. fluctuates slightly due to the dynamic nature of healthcare facilities expanding or adjusting their capabilities. In 2023, more than 800 hospitals performed TAVR procedures, reflecting an ongoing increase in the adoption of this less invasive technique for treating aortic valve stenosis.

While the overall number of centers offering TAVR has grown, high-volume centers, which perform a significant number of these procedures annually, tend to be more concentrated. These high-volume centers are critical as they often have better outcomes and lower complication rates due to their extensive experience and specialized resources.

### What risks and complications are associated with TAVR?

Like any medical procedure, TAVR carries certain risks and potential complications. Here are some of the primary risks and complications associated with TAVR:

- Vascular complications
- Stroke and neurological events
- Paravalvular leak
- Conduction system injuries
- Valve malpositioning or embolization
- Cardiac complications
- Infection
- Mortality

Despite these risks, TAVR has been shown to significantly improve survival and quality of life in patients with severe aortic stenosis, especially those who are at high or prohibitive risk for surgical aortic valve replacement. Each patient's risk profile should be thoroughly evaluated by their healthcare team to determine the most appropriate treatment approach.

## Leakage and readmissions

While understanding which hospitals and other sites of care are performing the most procedures is helpful from a holistic targeting and market opportunity perspective, leakage and readmission rates can help refine targeting and help provide datapoints for pre-call planning. Definitive Healthcare provides detailed profiles on all sites of care. You can dive deep and understand if patients are receiving treatment outside of a given IDN network. This can help salespeople with a more consultative approach to their sales conversations. As an example, if we look at the top 10 hospitals seeing patients diagnosed with aortic stenosis (using I35 codes), you'll notice some comparative differences with which hospitals are diagnosing aortic stenosis and where patients are going for the TAVR procedure. Mount Sinai Hospital ranks number 2 on the list of diagnoses but did not make the top 10 list of hospitals performing the procedure. Are these facilities performing SAVR procedures? Something else entirely? Connect with us today to dive into the data.

# Top 10 hospitals diagnosing aortic stenosis by percentage of diagnosis in 2023

Rank	Hospital	State	% of aortic stenosis diagnosis in US
1	Cleveland Clinic Main Campus	ОН	3.19%
2	The Mount Sinai Hospital	NY	2.54%
3	University Hospital	MI	1.78%
4	Methodist Hospital	TX	1.74%
5	Piedmont Atlanta Hospital	GA	1.06%
6	OhioHealth Riverside Methodist Hospital	ОН	0.92%
7	William P Clements Jr University Hospital	TX	0.92%
8	Mayo Clinic Hospital - Saint Marys Campus	MN	0.83%
9	Deborah Heart and Lung Center	NJ	0.79%
10	Corewell Health Butterworth Hospital	MI	0.77%

Fig. 2 Data is from the Definitive Healthcare <u>Atlas All-Payor Claims</u> product for calendar year 2023. Data is sourced from multiple claims <u>clearinghouses</u> in the United States and is updated monthly. Data is accurate as of June 2024.

Many HCPs don't know their facility's readmission rates – and how they compare. With Definitive Healthcare, you can see granular details like return days for heart attack or heart failure patients, rate of readmission for heart attack or heart failure patients. If a site of care is grappling with high readmission rates, your device may be a solution to help reduce that.

In addition to leakage and readmissions, you'll also find patient mortality rates, length of stay data, and much more!

# Cardiology market insights for medical device organizations

Whether your devices focus on diagnosing and treating heart diseases and abnormalities or the entire cardiovascular system, healthcare commercial intelligence from Definitive Healthcare provides the insights needed to effectively drive business across your organization.

## Deep insights into the cardiac care landscape



# Hospitals Inpatient, outpatient, IDN affiliations, clinical metrics, and more



# Ambulatory surgery centers Procedure analytics, ASC profiles, network affiliations



HCPs
HCP diagnosis and procedure volumes, payor mix, and more



Clinics
Urgent care clinic population
metrics, claims volumes, and
more



Long-term care facilities Intelligence for skilled nursing facilities, home health, hospice, and assisted living facilities



Physician groups
Find cardiology specific
physician groups, affiliations,
claims analytics, quality
metrics, and more

### **ANSWER KEY QUESTIONS LIKE THESE:**



- Which hospitals and alternate site facilities are performing the most relevant procedures?
- Does this facility or physician see a larger amount of Medicare or private insurance patients?
- How can I segment markets and accounts to differentiate messaging?

## Insights across your organization



### SALES AND SALES OPERATIONS

Drive revenue by creating effective sales territories, maximizing salesforce efficiency, and improving segmentation and targeting. Quickly adapt to changes and identify optimal sales tactics with industry-specific, on-demand analytics.



### **MARKETING**

Improve segmentation and targeting efforts, ensure product launch success, and maximize campaign performance. Gain granular visibility into your niche of the cardiology market to help you increase market share and revenue.



### MARKET ACCESS AND REIMBURSEMENT

Gain an accurate and in-depth view of your payor landscape to identify the best market opportunities, improve product launches, and evolve payor strategies.



#### MEDICAL AND SCIENTIFIC AFFAIRS

Get a complete, integrated view of the scientific landscape. Use in-depth cardiology market insights to improve competitive intel, engage with the most influential KOLs, and ensure the market understands the clinical and scientific value of your device.



#### CORPORATE STRATEGY AND BUSINESS DEVELOPMENT

Evaluate opportunities and guide decision-making. Combine comprehensive real-world data with powerful analytics to identify the best market opportunities, accelerate launch timelines, and develop tactics to expand market share.

### Get the data that matters

Referrals: Identify earlier intervention opportunities with inbound and outbound referrals.

Atlas reference and affiliation data: Discover the people and places involved in treating patients across the entire healthcare ecosystem and chart the relationships between HCPs and organizations.

**Payor landscape:** Determine which HCPs and facilities are seeing Medicare, Medicaid, Medicare Advantage, and private insurance patients.

**Atlas all-payor claims:** Understand diagnosis and procedure volumes for cardiologists, electrophysiologists, cardio-oncologists, cardiac surgeons, interventional cardiologists, and cardiovascular specialists.

Visit us at definitivehc.com to discover how we can help you navigate the cardiology market!