

Market Overview

Quick Start Guide

June 2022



What are Market Overviews?

The Market Overviews profile key influencers in seven segments of health care for the top 87 U.S. markets. Each report includes HLI's proprietary market state rating, and analysis of the three primary health care sectors. Key components include:

- ✓ Market Overview Analysis - Gauge the influence, interaction and tensions among key industry sectors (health systems, physicians and health plans) on a local level
- ✓ Market Overview Interactive Database - Provides detailed profiling information for health plans, hospitals, health systems, physician organizations, and demographics within chosen metropolitan areas.

87 Market Overview Reports include a view on:

- ✓ **Health systems and hospitals** — Consolidation level, IDN development, Medicare reimbursement reform, health system profiles with discharge/bed count data and therapeutic area developments
- ✓ **Physicians** — Leading physician groups, provider supply, retail clinic impact, care coordination initiatives
- ✓ **ACOs** — List of market's ACO contracts and patient population type; ACO influence on clinical integration, reimbursement reform, payer-provider relations and medical/drug utilization
- ✓ **Health plans** — Medicare Advantage growth predictions, commercial plan design trends, government-sponsored MCOs, profiles of plans with largest enrollment, pharmacy benefit design
- ✓ **Medicare/Medicaid/Uninsured** — Enrollment, managed care penetration, Medicaid program details
- ✓ **Legislation** — Healthcare related legislative developments at state level
- ✓ **Employers** — Healthcare cost containment strategy, economic profile, benefit design dynamics for largest employers, employer coalitions

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Understand the Market

Disease, Company & Drug Insights

- ✓ Disease, Company & Drug Insights Platform
 - Disease Insights
 - Epidemiology
 - Biosimilars
 - Company and Drug Insights

Medtech

- ✓ Medtech Insights Platform
 - Market Insights (Medtech 360)
 - Brand Tracking (Pricetrack & Marketrack)
 - US Medical Supply Distribution

Optimize Access

US Formulary Data & Analytics
By Fingertip Formulary

- ✓ Account Management Dashboard
- ✓ Fingertip Accounts
- ✓ Fingertip Alerts
- ✓ Fingertip Analytics
- ✓ Fingertip Home Page (Legacy Platforms)
- ✓ Fingertip Restrictions
- ✓ Fingertip Validation Tool
- Field Force Navigator (FFN)
- ✓ Fingertip PolicyTrack

US Lives Data & Analytics

- ✓ Employer Vantage (2020 Data)
- ✓ Employer Vantage (2021 Data)
- ✓ Integrated Payer Platform
- ✓ Managed Market Surveyor Suite (Including Pharmacy Benefit Evaluator)

Global Market Access

- ✓ Context Matters Market Access Platform (MAP)
- ✓ Global Market Access Solution (GMAS)

Couponing and Copay Accumulator Landscapes

- ✓ Coupon Analysis Threat Assessor (CATA)

Engage Customers

Sales Enablement

- ✓ Fingertip Publisher

Commercial Targeting

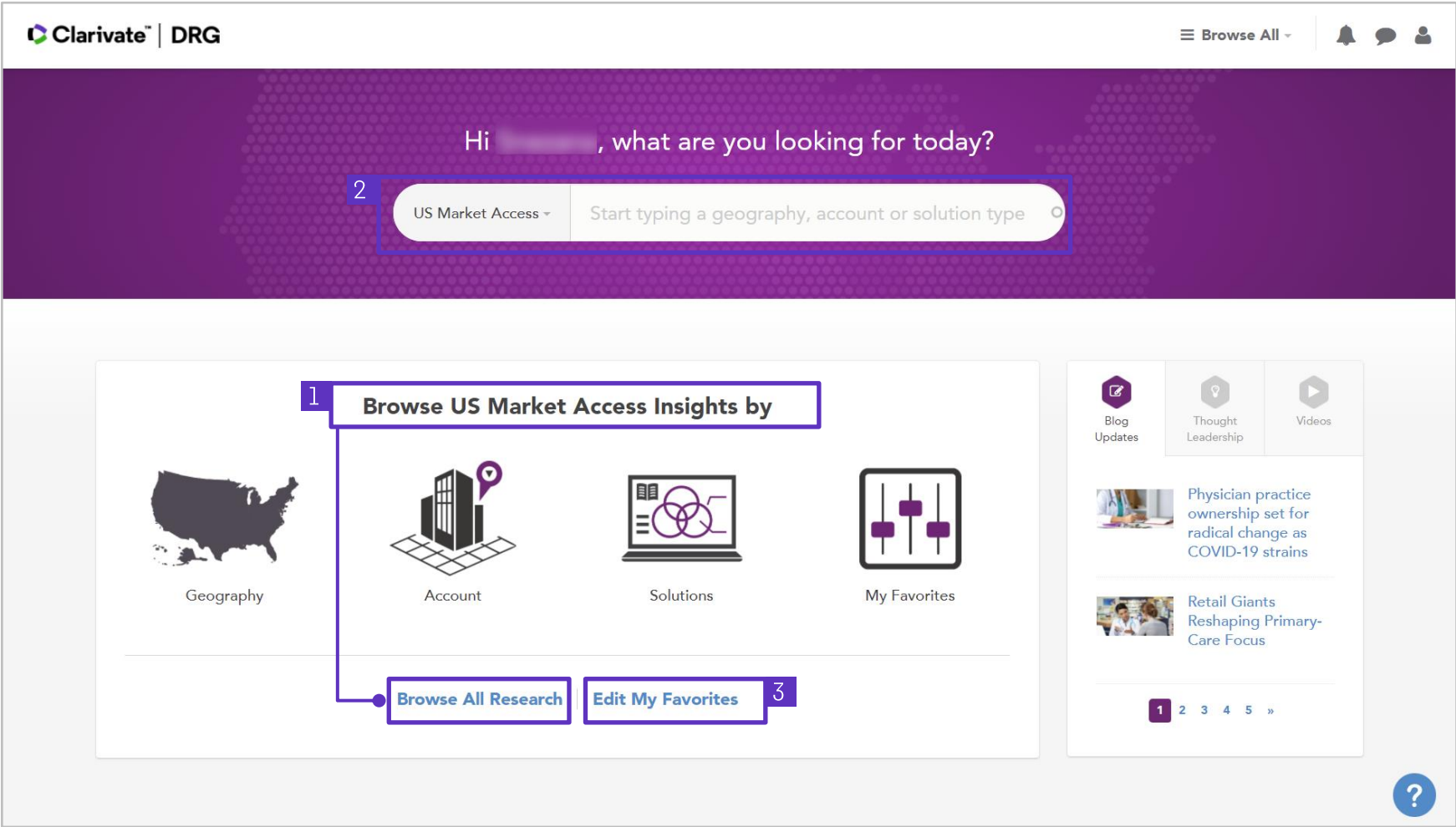
- ✓ Healthbase
- ✓ Medtech Insights Platform
 - Commercial Targeting (Procedure Finder)
- Field Force Navigator (FFN)

Digital/Multichannel Stakeholder Engagement

- ✓ Digital Insights Platform
 - Multichannel Physician Engagement
 - Multichannel Patient Engagement
 - Multichannel Payer Engagement

- Go to:
<https://authentication.decisionresourcesgroup.com/login>
- Upon login screen, use your work e-mail address and password to login. If you experience any issue, please contact DRG.support@clarivate.com
- Click on the “US Market Access Insights Platform” link.

Market Access Insights Homepage



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2. Utilize the Quick Search
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5. Advanced Dashboard
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