



Medtech Insights Platform Overview

Quick Start Guide

April 2022



What is Medtech Insights Platform?

Medtech Insights Platform is a suite of solutions focusing on the medical device industry. It includes the following modules:

- ✓ **Market Insights / MedTech 360** - provides market intelligence and detailed market insights for the medical device industry. It is a market forecasting solution that includes 10-year market forecasts as well as report coverage for 80+ device markets in 12 therapeutic areas covering 50+ countries.
- ✓ **Commercial Targeting / Procedure Finder** - provides facility level and provider level procedure volumes to help our medical device industry clients recognize market opportunities and build tactical commercial strategies. It's the only resource offering hospital procedure-level data for both the US and Europe. Reports are based on procedure codes lists derived from hospital census claims data, CMS claims data, and switch-based claims data.
- ✓ **Brand Tracking / PriceTrack** - provides detailed US market SKU-level hospital purchase order data from ~2000 hospitals and over 3000 manufacturers to help our clients understand share, price and market trends to be able to market their brands more effectively.
- ✓ **US Medical Supply Distribution** - US SKU level market share data from top distributors covering ~80% of distribution supply. Track and optimize portfolio performance in the medical supply distribution channel.

Clarivate DRG platform login

To login to the Clarivate DRG platform, click on - <https://authentication.decisionresourcesgroup.com/login/Solutions>

Clarivate™ | DRG

About Us Contact Us

Welcome to Clarivate DRG

Whether you are a new or existing user, enter your email address

Having problems? Email DRG.support@clarivate.com

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Privacy policy Terms of use

Work email address

Work email address

Get started

*You may be asked for a password if your company is not integrated with the DRG platform

Clarivate DRG platform homepage

The screenshot shows the Clarivate DRG platform homepage. The header includes the Clarivate DRG logo, navigation links for 'About Us' and 'Contact Us', and a personalized welcome message. A note explains that green check marks indicate available content. The main content is organized into three columns: 'Understand the Market', 'Optimize Access', and 'Engage Customers'. A callout box labeled '1' highlights the 'Medtech' section under 'Understand the Market'.

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Welcome [Name] from Clarivate

Hover over any link to learn more about each product platform. Green check marks indicate partial or full content is available to you as part of your current subscription.

Have a question? Please [contact us](#)

Understand the Market

Disease, Company & Drug Insights

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

1 Medtech

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

US Market Access Insights

- ✓ US Market Access Insights Platform
 - Health Plan Analysis
 - Market Overviews
 - Market Overview Interactive Database
 - National MCO Analyzer
 - Power Profiles

Optimize Access

Payer HUB

- ✗ Payer HUB

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
- ✗ Fingertip PolicyTrack

US Lives Data & Analytics

- ✓ Employer Vantage (2020 Data)
- ✓ Employer Vantage (2021 Data)
- ✓ Integrated Payer Platform

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

1.
Click here to access the
Medtech Insights Platform

Medtech Insights Platform Homepage – Product Overviews

The screenshot displays the Medtech Insights Platform Homepage. At the top, the Clarivate | DRG logo is on the left, and navigation links for 'Browse All', a notification bell, a chat bubble, and a user profile are on the right. A large purple banner features a heart rate line graphic and the text 'Hi [blank] what are you looking for today?'. Below this is a search bar with a dropdown menu set to 'Medtech' and a search button. A navigation bar below the search bar includes 'Biopharma', 'Medtech' (selected), and 'Multichannel Engagement'.

The main content area is divided into three columns:

- Market Insights** (left column):
 - 1. MedTech 360**: Data and insights on the current state of specific global medtech markets with 10-year market forecasts.
 - 2. PriceTrack/Markettrack**: Timely share tracking and market analytics focused on specific medtech market segments.
 - 3. US Medical Supply Distribution**: Track performance in the medical supply distribution channel through timely, SKU-level reporting, built in partnership with the Health Industry Distributors Association (HIDA).
- Commercial Targeting** (middle column):
 - 4. Procedure Finder**: Data driven tool that provides U.S. and European facility-level procedure volumes by provider entity.
 - Data**:
 - Data Digger ***: Build your own data sets from the content you own. Customize views based on time periods, geography and market segments.
- Thought Leadership** (right column):
 - Orthopedic surgical robotics market: Competitive landscape
 - Webinar - COVID-19 medtech recovery and impact on account engagement
 - What Europe's MDR means for manufacturers of legacy devices

At the bottom of the page, there is a link 'Browse all devices and topics' and a question mark icon in a circle.

- 1. MedTech 360** – covers:
 - 80+ Device markets
 - 50+ Countries
 - 12 Therapeutic Areas

- 2. PriceTrack** – US SKU level pricing and market share data from ~2000 US hospitals

- 3. US Medical Supply Distribution** – US SKU level market share data from top distributors covering ~80% of distribution supply

- 4. Procedure Finder** – facility and physician level insights for US; facility level insights for Europe

*Data Digger is currently under maintenance

Medtech Homepage – “Learn More” & Links To Applications

Select “Learn More” to get more information on these applications with options to select recently viewed reports or jump to Device Sitemap search page.

The screenshot shows the MedTech 360 homepage with several application overlays and highlighted 'Learn More' links. The main navigation bar includes 'Biopharma', 'Medtech', and 'Multichannel Engagement'. The 'Medtech' tab is active, showing a search bar and a 'Browse all devices' link. The 'MedTech 360' overlay is open, displaying coverage and content highlights. The 'Procedure Finder' overlay is also open, showing coverage and content highlights. The 'PriceTrack/Markettrack' overlay is open, showing price and market tracking data. The 'Market Tracking' overlay is open, showing market tracking data. The 'US Medical Supply Distribution' overlay is open, showing supply distribution data. The 'Commercial Targeting' overlay is open, showing targeting data. The 'Market Insights' overlay is open, showing market insights data. The 'Webinar - COVID-19 medtech recovery and impact on account engagement' overlay is open, showing webinar information. The 'What Europe's MDR means for manufacturers of legacy devices' overlay is open, showing MDR information. The 'Learn More' links are highlighted in blue boxes with arrows pointing to them. The 'Learn More' link for 'MedTech 360' is highlighted. The 'Learn More' link for 'Procedure Finder' is highlighted. The 'Learn More' link for 'PriceTrack/Markettrack' is highlighted. The 'Learn More' link for 'Market Tracking' is highlighted. The 'Learn More' link for 'US Medical Supply Distribution' is highlighted. The 'Learn More' link for 'Commercial Targeting' is highlighted. The 'Learn More' link for 'Market Insights' is highlighted. The 'Learn More' link for 'Webinar - COVID-19 medtech recovery and impact on account engagement' is highlighted. The 'Learn More' link for 'What Europe's MDR means for manufacturers of legacy devices' is highlighted.

MedTech 360

Coverage

- 80+ Device markets
- 50+ Countries
- 12 Therapeutic Areas

Content Highlights

- Procedure volumes, usage metrics, units, average selling price, revenues, and market shares
- 10-year market forecasts
- Competitive landscape
- Clinical background, competing treatments, key clinical trials

Recently Viewed | Clear

- Vascular Access Devices
- Peripheral Vascular Devices
- Laparoscopic Devices
- Gastrointestinal Endoscopy D...
- Biopsy Devices
- Cardiac Rhythm Management ...
- Hernia Repair Devices
- Cardiac Assist Devices
- Interventional Cardiology Devi...
- Breast Implants and Reconstru...

Browse devices and topics

Procedure Finder

Coverage

- Comprehensive procedure library based on codes in each country
- Volumes by entity
- US: by hospitals, ASCs, health systems, offices, physicians and surgeons etc.
- Europe: by country, by hospital

Content Highlights

- Identify strategic opportunities for growth
- Assess the market potential to help you efficiently target sales & marketing

Get started

[Dashboards You Own](#)

PriceTrack/Markettrack

PriceTrack

Medical device market performance tracking and detailed pricing analysis based on SKU-level hospital purchase data from ~2,000 US hospitals.

Markettrack

Focused medical device market performance and share tracking across various geographies driven by device usage audits.

Get started

[Dashboards You Own](#)

Market Tracking

PriceTrack/Markettrack

Timely share tracking and market analytics focused on specific medtech market segments.

US Medical Supply Distribution

Track performance in the medical supply distribution channel through timely, SKU-level reporting, built in partnership with the Health Industry Distributors Association (HIDA)

Commercial Targeting

Procedure Finder

Data driven tool that provides U.S. and European facility-level procedure volumes by provider entity

Market Insights

MedTech 360

Data and insights on the current state of specific global medtech markets with 10-year market forecasts.

US Medical Supply Distribution

Optimize portfolio performance across various Classes-of-Trade with ZIP-3 geographic granularity.

Coverage:

- 2M+ unique SKUs
- >5K Manufacturers
- \$40B annual sample size, representing >80% of total US distribution sales

Content Highlights

- SKU data organized into comprehensive UNSPSC taxonomy
- Dashboard visualizations

Get started

[Access Dashboard](#)

Webinar - COVID-19 medtech recovery and impact on account engagement

What Europe's MDR means for manufacturers of legacy devices

[1](#) [2](#) [3](#) [4](#) [5](#) »

[Browse all devices](#)

[?](#)

Device Sitemap

Clarivate™ | DRG Medtech Search within Medtech

Browse All

FILTERS [Clear all](#)

Type a disease or topic

1

- ☒ Ownership +
- ☐ Product type +
- ☐ Geography +

QUICK LINKS

- Diseases
- Aesthetics
- Cardiovascular
- Dental
- Diagnostics
- Endoscopy and Open Surgery
- Gynecology
- Healthcare IT
- Imaging
- Orthopedics
- Other Medical Technology

88 devices tagged to:

[Market Insights](#)

2

Recently viewed [Clear](#)

- [Cardiac Rhythm Management Devices](#)
- [Ambulatory Electrocardiography Monitoring Devices](#)
- [Aesthetic Energy-Based Devices](#)
- [Small-Joint Reconstructive Implants](#)
- [Regenerative Medicine](#)

Physician-Dispensed Cosmeceuticals

At a Glance	Geographies
Market Insights	<input checked="" type="checkbox"/> Global Market Trends
Commercial Targeting	<input checked="" type="checkbox"/> United States
Brand Tracking	<input checked="" type="checkbox"/> Europe
Meet the Team	<input checked="" type="checkbox"/> Europe (Supplemental)
	Additional Material
	<input checked="" type="checkbox"/> Background
	<input checked="" type="checkbox"/> Country Overviews
	<input checked="" type="checkbox"/> Methodology

3

[What's covered?](#)

?

This is the search page to locate specific device market within the Medtech Platform

1. Add filters as indicated to narrow your search including Product type and Geography

2. 'Recently viewed titles' – links lead directly to the recently viewed report

3. 'What's covered' link opens to a view of what content is available for a topic. Green check marks indicate subscribed content; red padlocks indicate unsubscribed content

Medtech Support Requests

Clarivate | DRG

Hi [redacted] what are you looking for today?

Medtech - Search within Medtech

Biopharma Medtech Multichannel Engagement

Market Insights

- MedTech 360
Data and insights on the current state of specific global medtech markets with 10-year market forecasts.

Market Tracking

- PriceTrack/Markettrack
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Track performance in the medical supply distribution channel through timely, SKU-level reporting, built in partnership with the Health Industry Distributors Association (HIDA)

Commercial Targeting

- Procedure Finder
Data driven tool that provides U.S. and European facility-level procedure volumes by provider entity

Data

- Data Digger*
Build your own data sets from the content you own. Customize views based on time periods, geography and market segments.

Thought Leadership

- Orthopedic surgical robotics market: Competitive landscape
- Webinar - COVID-19 medtech recovery and impact on account engagement
- What Europe's MDR means for manufacturers of legacy devices

1 2 3 4 5 »

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If you have additional questions or training/support requests, select “Ask the Expert” or “Contact Us” located under the “?” (Resources & updates) icon.



Have a Question?

DRG.support@clarivate.com
clarivate.com

About Clarivate

Clarivate™ is a global leader in providing solutions to accelerate the lifecycle of innovation. Our bold mission is to help customers solve some of the world's most complex problems by providing actionable information and insights that reduce the time from new ideas to life-changing inventions in the areas of science and intellectual property. We help customers discover, protect and commercialize their inventions using our trusted subscription and technology-based solutions coupled with deep domain expertise. For more information, please visit clarivate.com.

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