



US Medical Supply Distribution

Quick Start Guide

June 2022



What is US Medical Supply Distribution?

US Medical Supply Distribution is part of a suite of Clarivate DRG Medtech Insights Platform applications for the medical device industry.

The program is built on an agreement between 8 major medical supply distributors brokered by the Health Industry Distributor Association (HIDA) to share their detailed sales data with Clarivate.

Track and optimize portfolio performance in the medical supply distribution channel across 9 class-of-trade categories.



Date (Jan 2017-Current)



UNSPSC taxonomy (4 levels)



Class-of-trade



Mastered manufacturer description



SKU & Product description



Private label flag



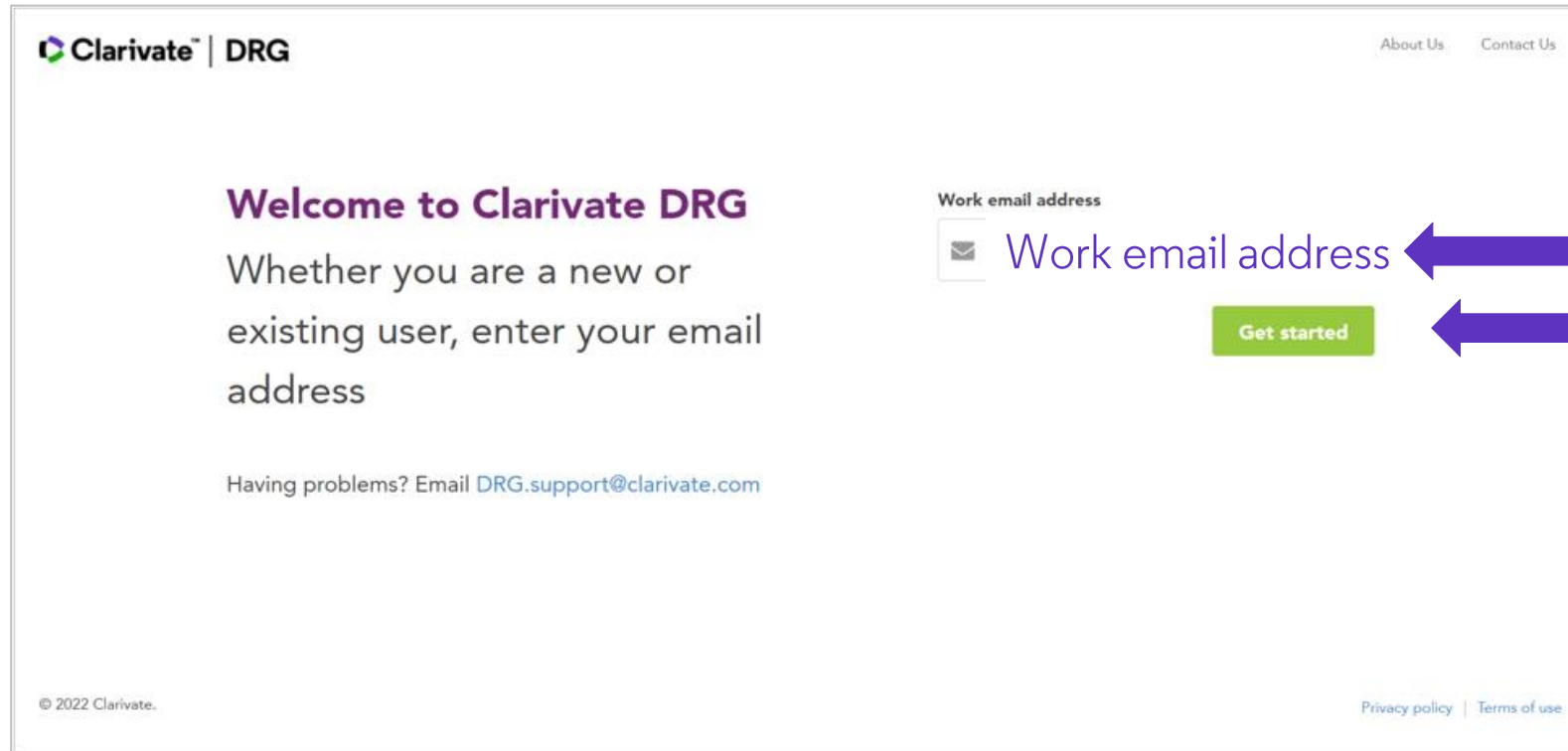
ZIP3 (if subscribed)



Extrapolated Sales + Units (distributed market)

Clarivate DRG Platform Login

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

The image shows the login page for the Clarivate DRG platform. At the top left is the Clarivate | DRG logo. At the top right are links for 'About Us' and 'Contact Us'. The main heading is 'Welcome to Clarivate DRG' in purple, followed by the text 'Whether you are a new or existing user, enter your email address'. Below this is a link for support: 'Having problems? Email DRG.support@clarivate.com'. On the right side, there is a form with the label 'Work email address' above a text input field. To the right of the input field, the text 'Work email address' is repeated in purple. Below the input field is a green 'Get started' button. Two large purple arrows point from the right towards the input field and the 'Get started' button. At the bottom left is the copyright notice '© 2022 Clarivate.', and at the bottom right are links for 'Privacy policy' and 'Terms of use'.

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

DRG Homepage – Accessing US Medical Supply Distribution Dashboard

The screenshot shows the Clarivate DRG homepage with a purple header. The main navigation bar includes the Clarivate logo, 'DRG', and links for 'About Us' and 'Contact Us'. A welcome message 'Welcome [redacted] from Clarivate' is displayed, followed by a note: '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.' Below this is a link: 'Have a question? Please [contact us](#)'.

The homepage is divided into three main sections: 'Understand the Market', 'Optimize Access', and 'Engage Customers'. Each section contains several product platforms, some of which are highlighted with green checkmarks, indicating they are available to the user.

Understand the Market

- Disease, Company & Drug Insights** (Green checkmark)
 - Disease, Company & Drug Insights Platform
 - Disease Insights
 - Epidemiology
 - Biosimilars
 - Company and Drug Insights
- Medtech** (Green checkmark)
 - Medtech Insights Platform
 - Market Insights (Medtech 360)
 - Brand Tracking (Pricetrack & Marketrack)
 - US Medical Supply Distribution
- US Market Access Insights** (Green checkmark)
 - US Market Access Insights Platform
 - Health Plan Analysis
 - Market Overviews

Optimize Access

- Payer Hub**
- Market Insights** (Green checkmark)
 - MedTech 360
 - Data and insights on the current state of specific global medtech markets with 10-year market forecasts.
- Market Tracking** (Green checkmark)
 - PriceTrack/Markettrack
 - Timely share tracking and market analytics focused on specific medtech market segments.
 - US Medical Supply Distribution** (Green checkmark)
 - 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** (Green checkmark)
 - Procedure Finder
 - Data driven tool that provides U.S. and European facility-level procedure volumes by provider entity
- Data** (Green checkmark)
 - Data Digger *
 - Build your own data sets from the content you own. Customize views based on time periods, geography and market segments.

Engage Customers

- Sales Enablement**
 - Fingertip Publisher
 - Commercial Targeting
 - Healthbase
 - Medtech Insights Platform
 - Commercial Targeting (Pro)
 - Field Force Navigator (FFN)
 - Digital/Multichannel Sales Enablement
 - Digital Insights Platform
 - Multichannel Physician Engagement
 - Multichannel Patient Engagement
 - Multichannel Payer Engagement

A modal window titled 'US Medical Supply Distribution' is open on the right side of the page. It contains the following information:

- Get started**
 - [Access Dashboard](#)
- 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
- US Medical Supply Distribution** (Green checkmark)
 - Track performance in the medical supply distribution channel through timely, SKU-level reporting, built in partnership with the Health Industry Distributors Association (HIDA)

Annotations in the image include a purple box around the 'US Medical Supply Distribution' link in the 'Medtech' section, a purple box around the 'US Medical Supply Distribution' link in the 'Market Tracking' section, and a purple box around the 'Get started' button in the modal window.

Dashboard Intro Guide

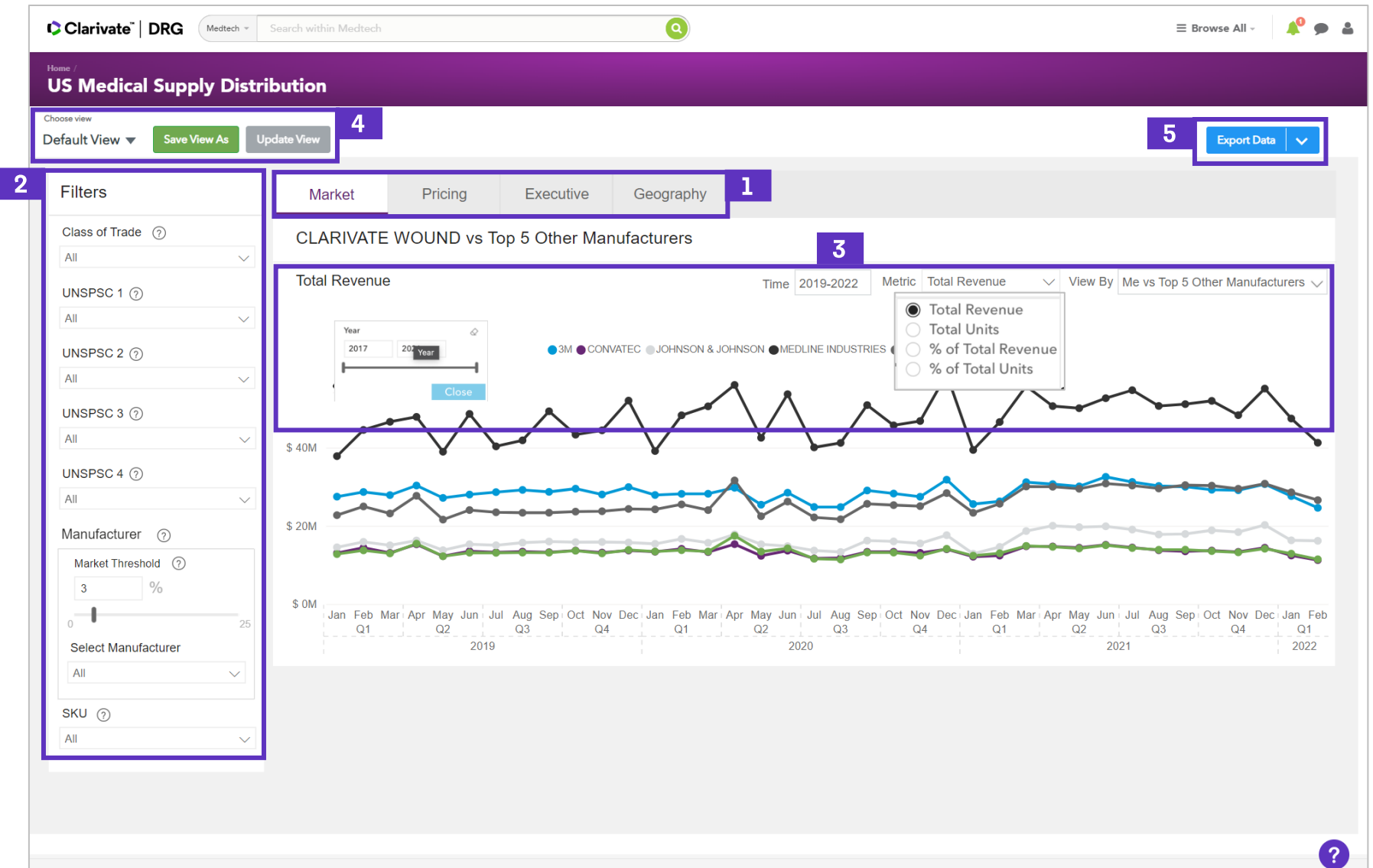
1. Tabs corresponding to 4 dashboard views: Market, Pricing, Executive, and Geography

2. Filters to narrow down market segment

3. Filters to select metric display ('Metric'), time range ('Time'), or additional filter views ('View By')

4. Buttons to save and update your custom views ('Save View As' and 'Update View')

5. 'Export Data' button

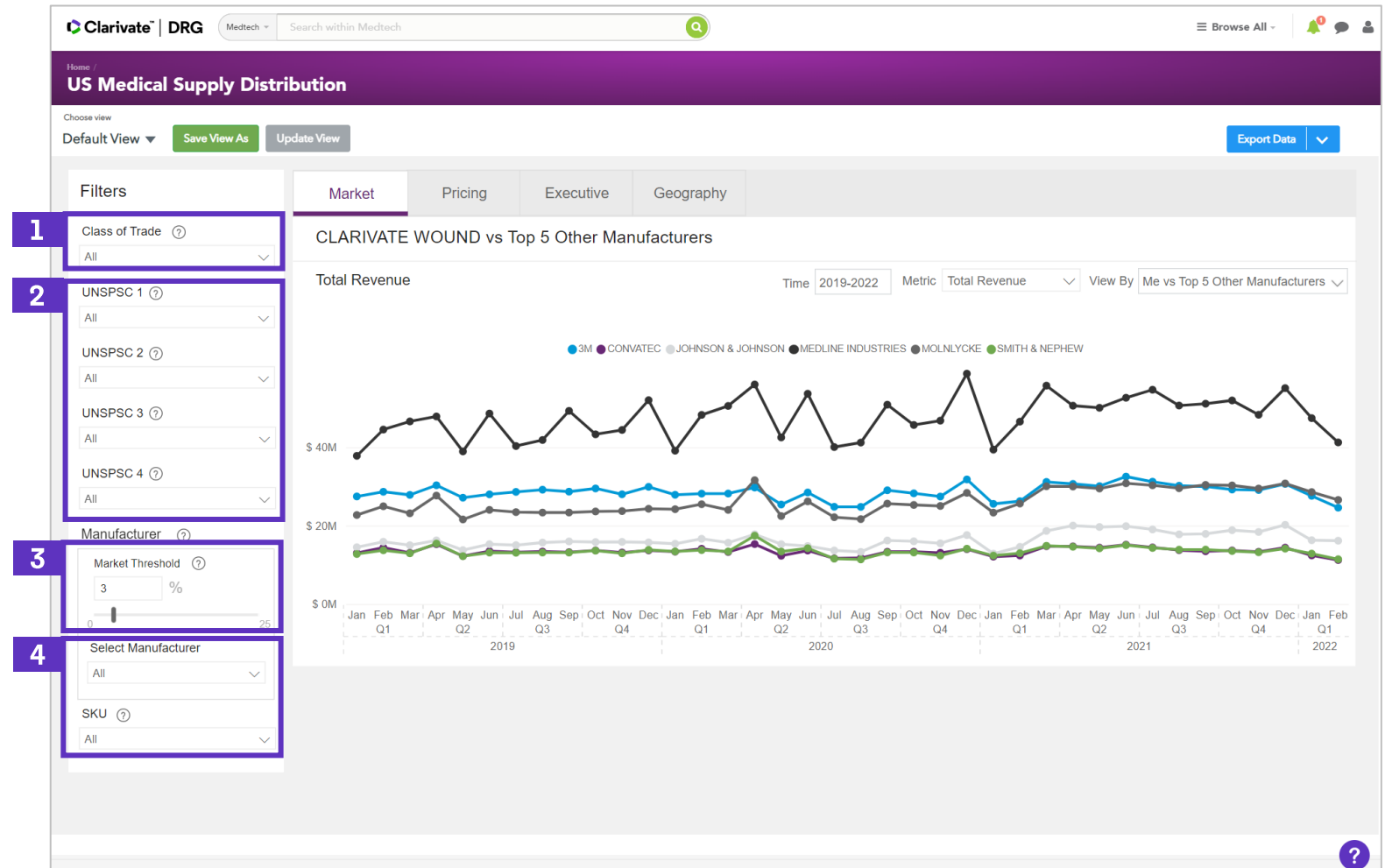


Dashboard Filters

Use filters in left pane to narrow into market of interest (search bar is embedded in fields to aid selection).

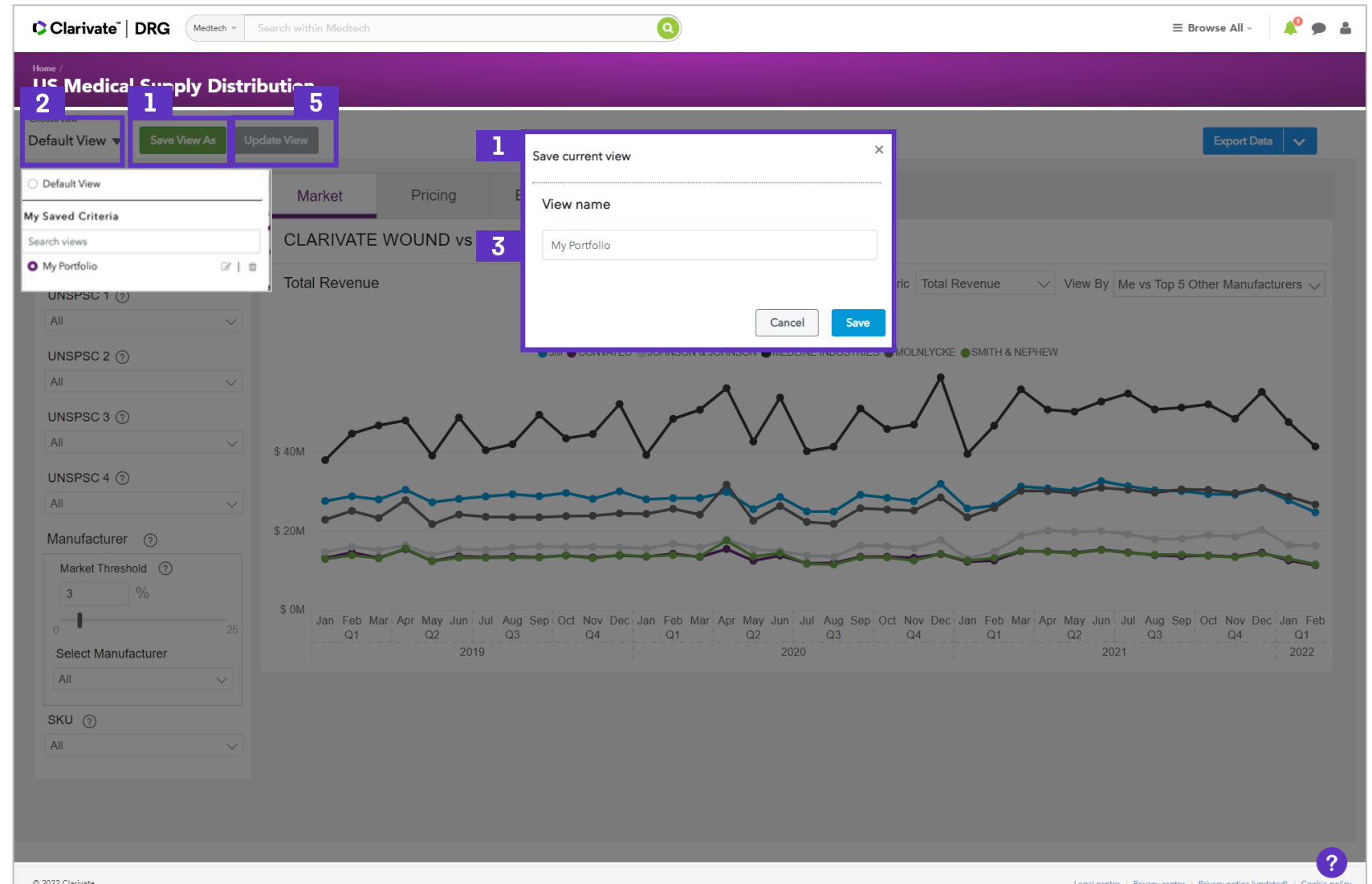
Filter selections will persist across all tabs in the Dashboard.

1. Class of Trade – end-user setting (site of service) into which medical supply products are sold.
2. UNSPSC 1-4 – separate filters for each level of hierarchy in UNSPSC taxonomy (1 is least granular; 4 is most granular).
3. Market Threshold slider can be used to view/hide manufacturers on the figure
 - Default setting is 3%, filters out any manufacturer with <3% share.
4. Manufacturer & SKU filters allow user to search for and select specific manufacturers and/or SKUs for inclusion in figure.
 - SKU field includes a concatenation of manufacturer name and SKU.
5. Hover over any field and use the ‘Eraser’ icon to clear.



Saving A View

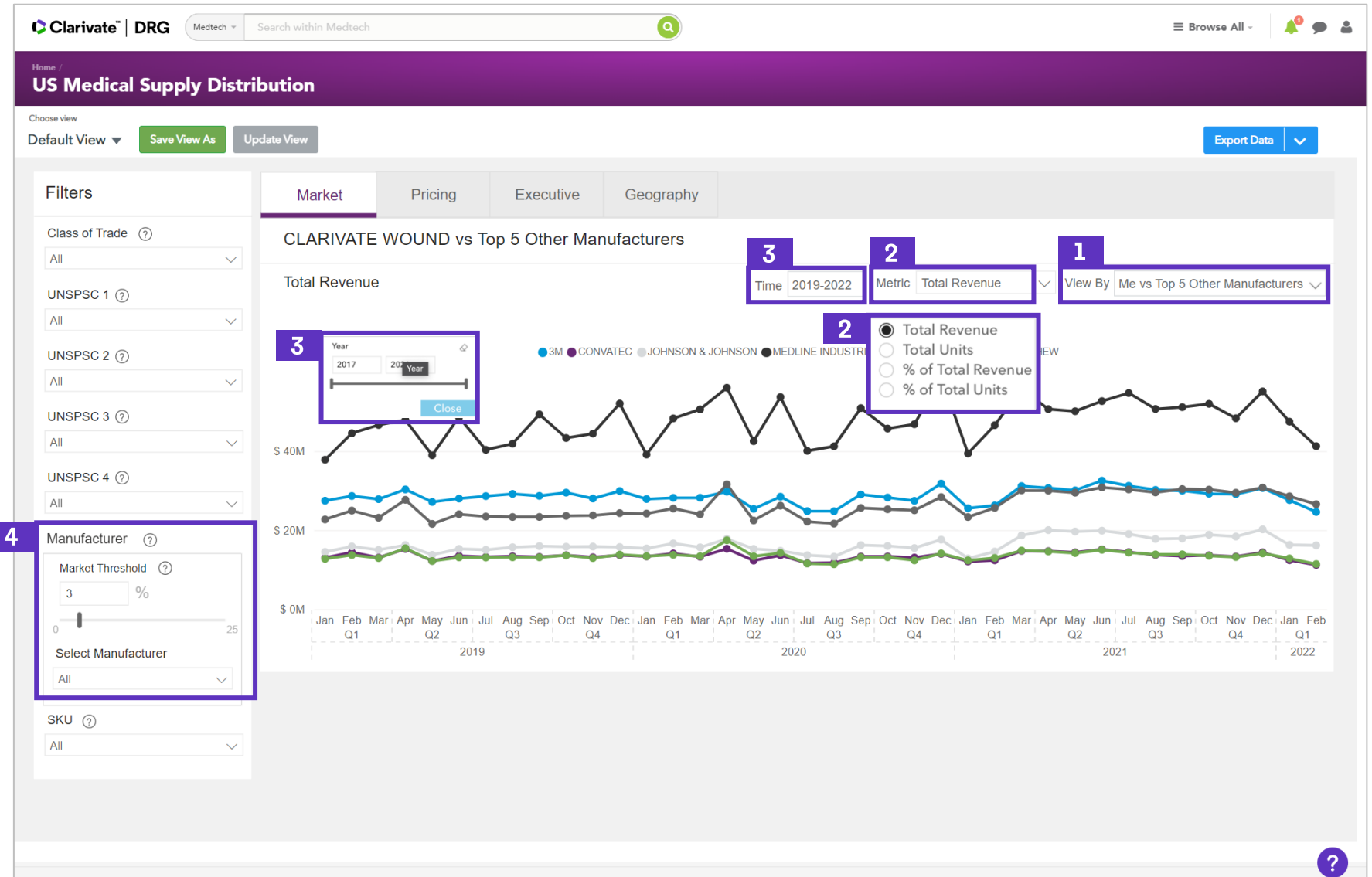
1. Once you have created a view, save by clicking 'Save View As' and entering a name
2. All saved views will appear in the 'Choose View' drop-down menu under the 'My Saved Criteria' header
3. Views can be deleted, and view names can be edited as needed
4. Monthly/Quarterly data drops will automatically update all saved views.
5. 'Update View' is used to make changes to a saved view. Simply load a view, make desired changes (e.g., add new SKUs) and click 'Update View'.



Dashboard Filters

1. Use filters to the top right of figure to modify data shown in the figure
2. Change 'View By' selection to change the aggregation of the data series (e.g., by Manufacturer, by Class-of-Trade, etc.)
3. Use 'Metric' filter to select a data type
4. Use "Time" slider to select range of years appearing in your figure
5. Adjust the 'Threshold Share' slider to view/hide manufacturers on the figure

*Note: choosing 'Me vs Top 5 Other Manufacturers' or 'Manufacturers' In the 'View By' dropdown list will disable the 'Threshold Share' slider. Use the 'Market Threshold' slider in the left pane instead



Market Tab

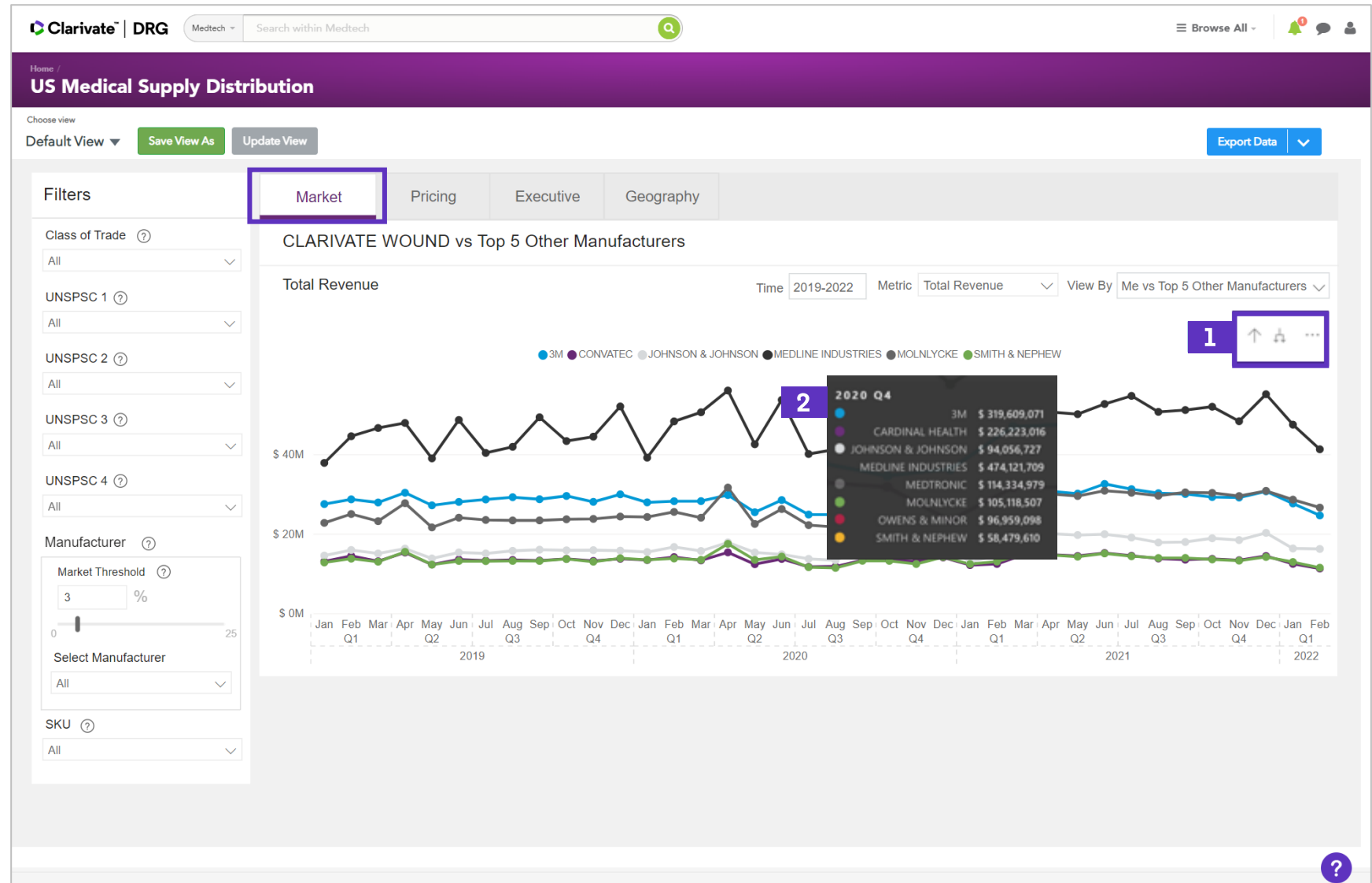
Compare total revenue and unit trends across selected classes-of-trade, product segments, and manufacturers

1. Hover on the chart to show 'Drill Up' and 'Drill Down' buttons.

- Drill Up (up arrow) will increase aggregation on x-axis (e.g., from Month to Quarter).
- Drill Down (hierarchy symbol) will expand time dimension on x-axis (e.g., from Quarter to Month).

Select 'Show as a Table' to load a data table under the chart, corresponding to data points displayed.

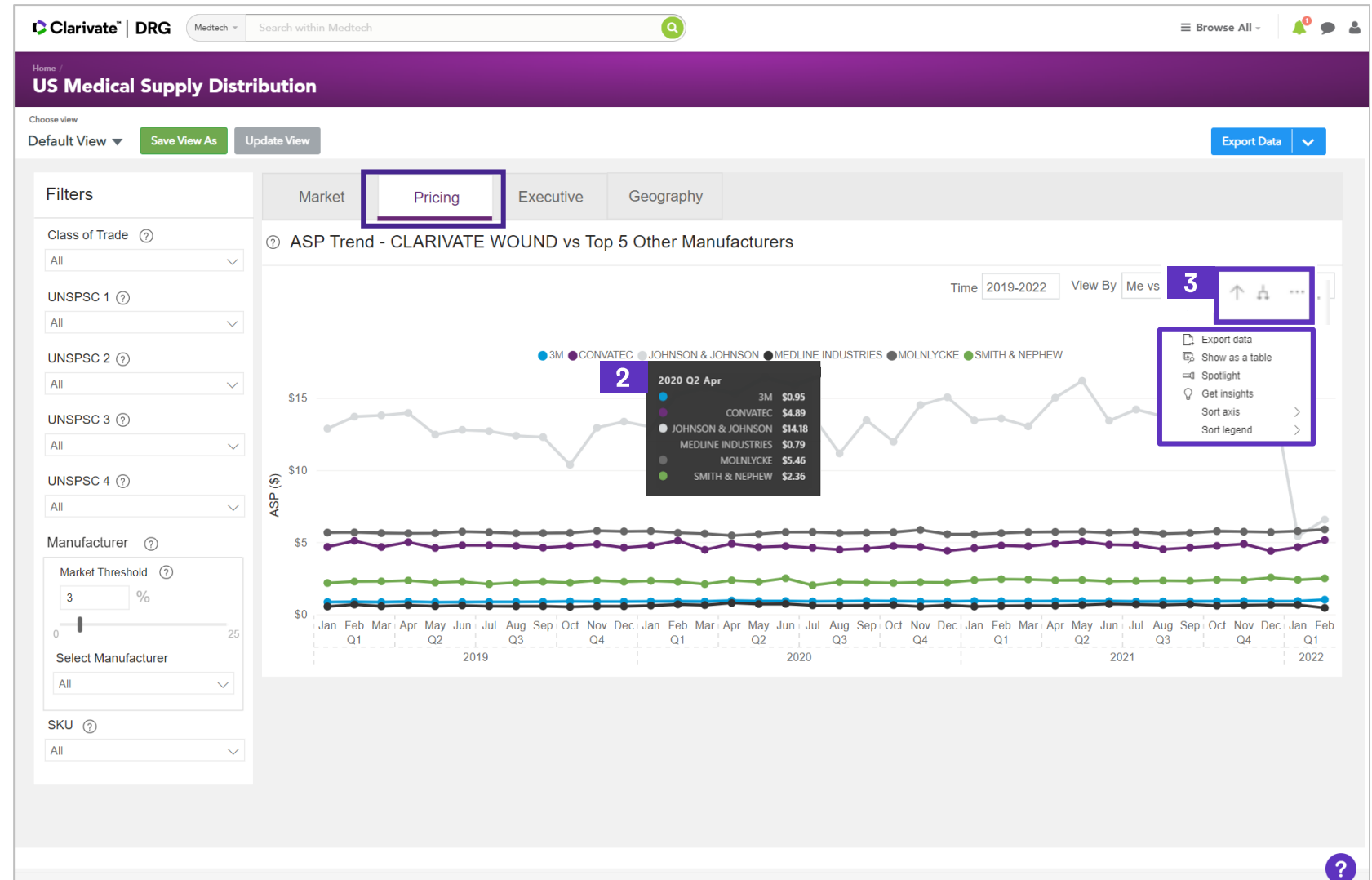
2. Hover on any point in the chart for an overlay to display corresponding values and labels for plotted data points.



Pricing Tab

Compare ASP trends across selected classes-of-trade, product segments, and manufacturers

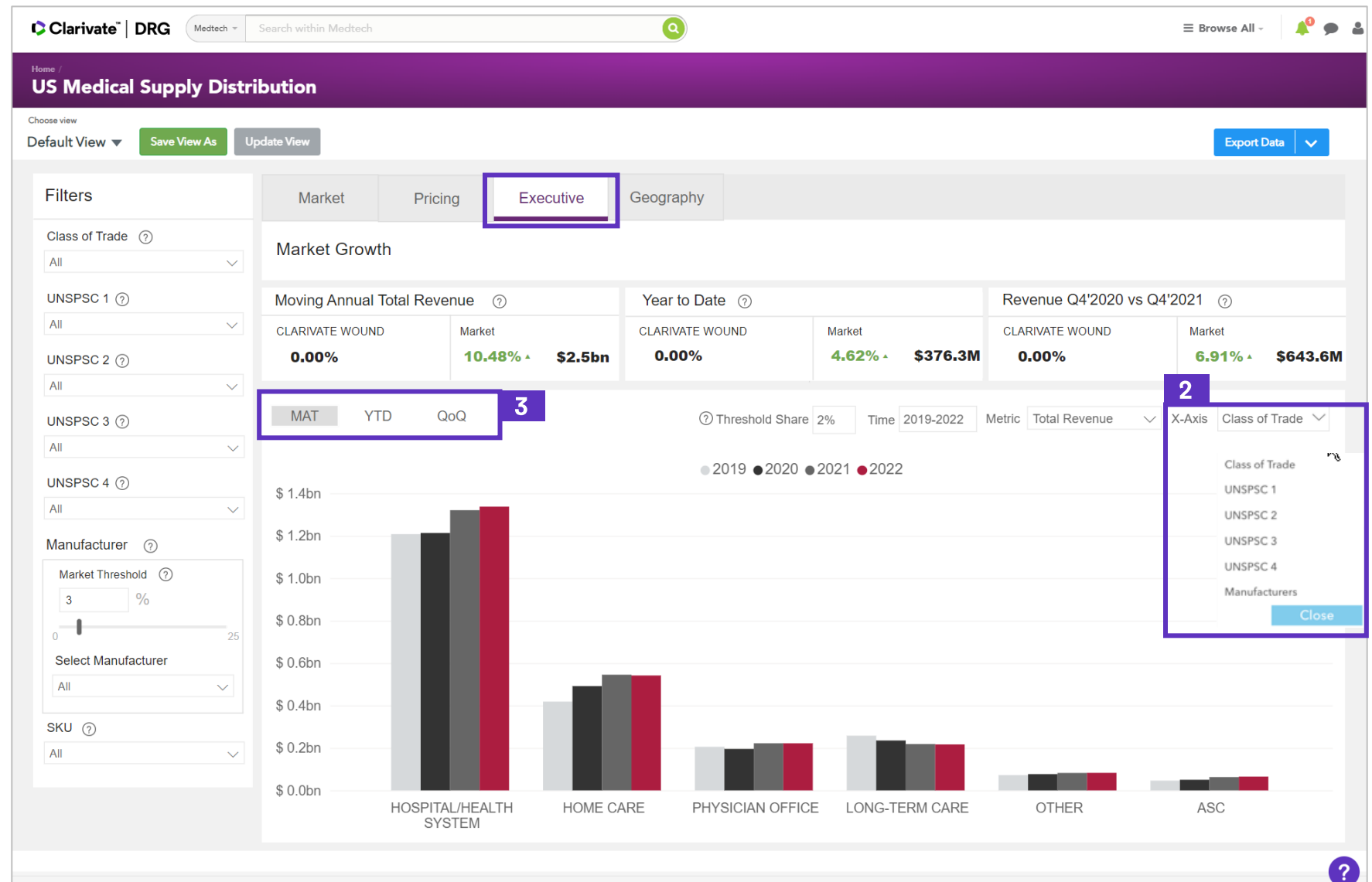
1. All filter selections will persist throughout each dashboard tab, including 'Pricing'.
2. Hover over any point in the chart to compare pricing trends between competitors.
3. Drop-down menus and table features are present and provide functions equivalent those in 'Market' tab.



Executive Tab

Visualize and compare high-level growth trends and financial metrics commonly used for quarterly reporting

1. All filter selections will persist throughout each dashboard tab, including 'Executive'
2. Use 'X-Axis' filter to change aggregation of the data series (e.g., by Manufacturer, by Class-of-Trade, etc.).
3. Available views:
 - MAT; most recent 12 months v. previous equivalent 12 months
 - YTD; January to current month v. January to same month for previous years
 - QTD; current Quarter v. same Q for previous years
4. Drop-down menus and table features are present and provide functions equivalent those in 'Market' tab



Geography Tab

Track total revenue and unit trends at State and Zip-3 level

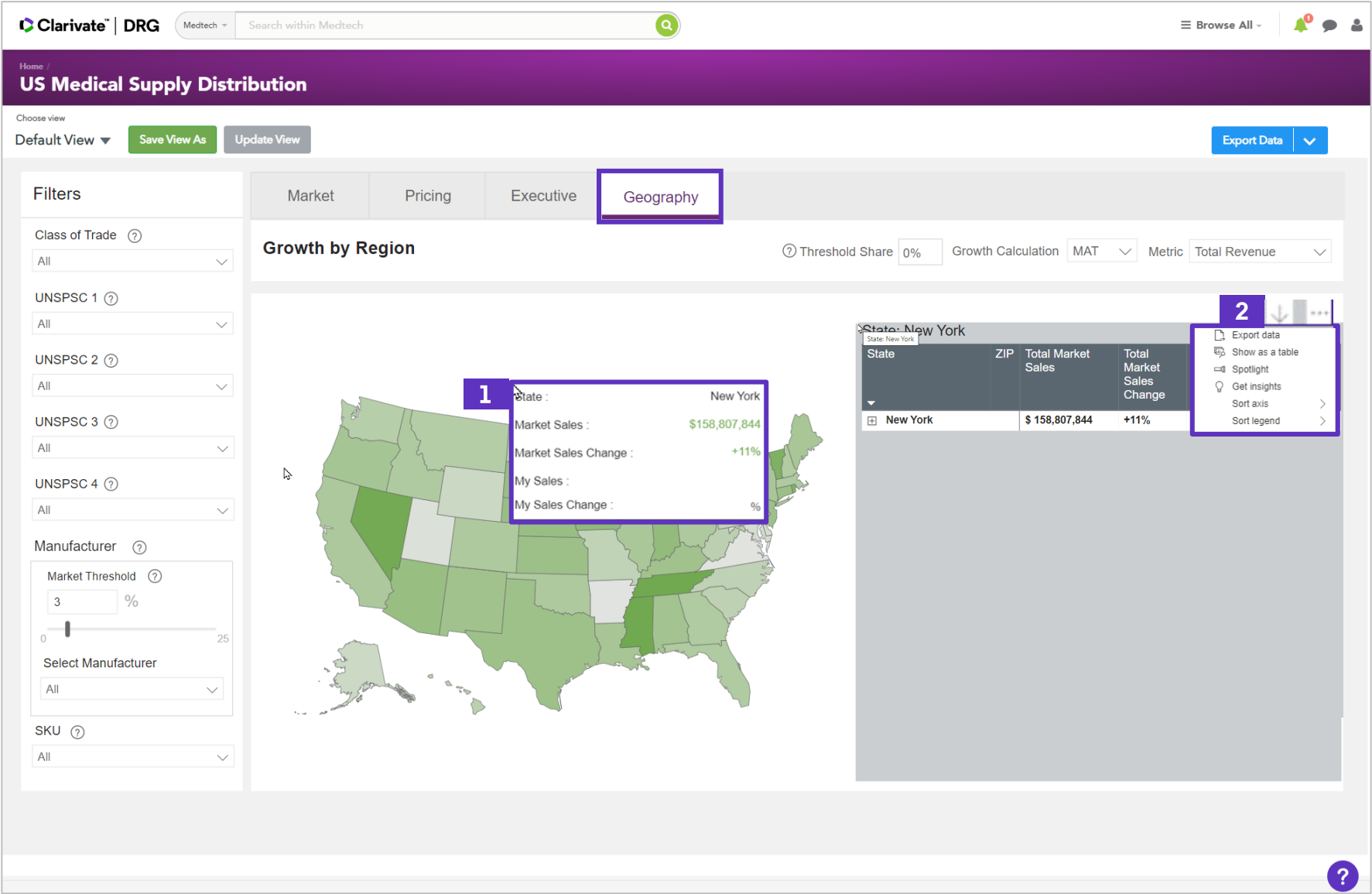
1.

Hover over the map to view State-level sales data and growth, according to the selected 'Growth Calculation'.

Click on a State to filter the data table displayed on the right side of the figure.
2.

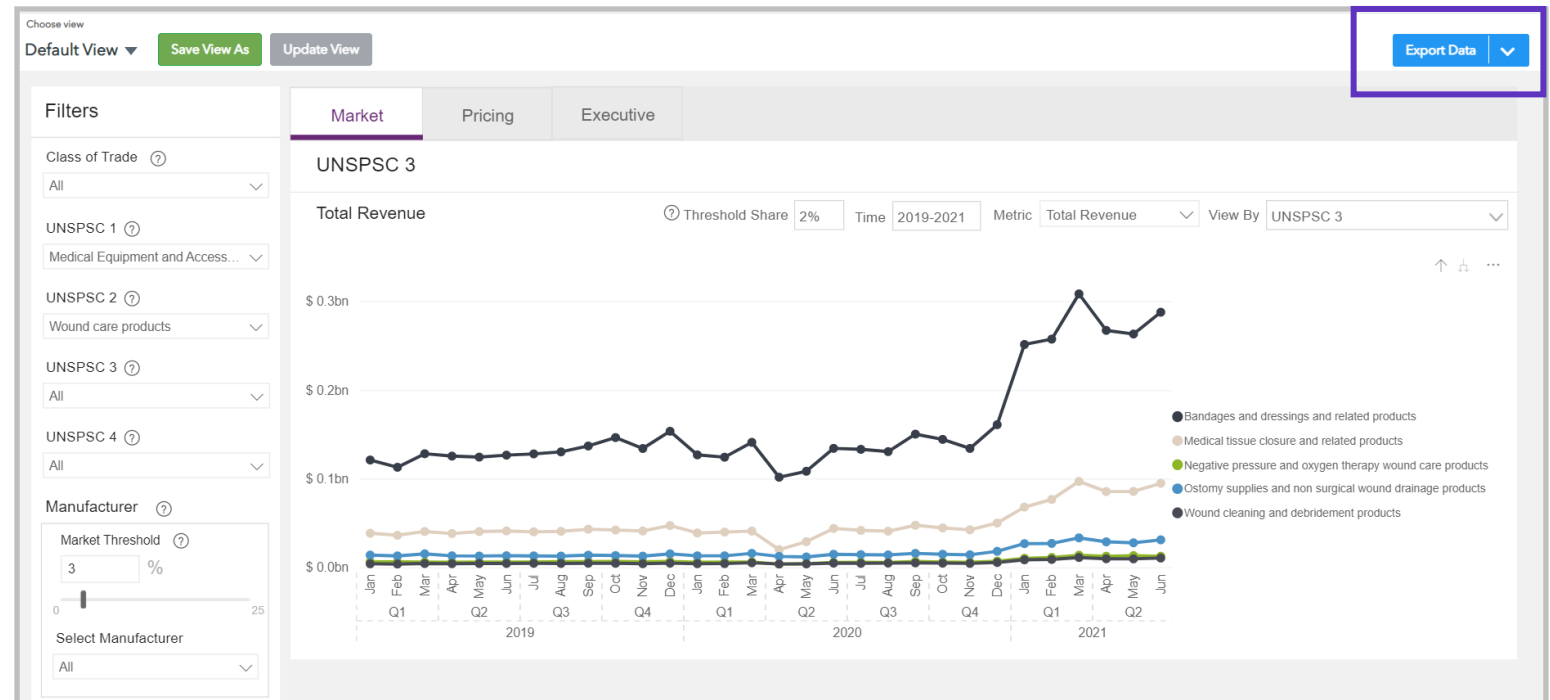
Click on the '+' symbol in the table to expand the data chart to display Zip-3 level data contained in a given state.

Select 'Show as a Table' to load a data table, corresponding to data points displayed.



Export Data

- The “Export Data” feature allows you to create custom .CSV exports directly from the dashboard, controlling the scope and size of your output.
- There are three options for filtering and exporting:
 - 1 ‘None’ – no filters; entire dataset will be exported.
 - 2 ‘Currently Applied’ – respects filters applied to dashboard tabs.
 - 3 ‘Custom’ – use Export Data UI to add filters.



Export and Filter Data Options

1 None (full export):

This screenshot shows the 'Export' dialog box in the application. The 'Export Name' field is empty. Under the 'Filters' section, the 'None' radio button is selected, indicating a full export of all data. The 'Export Format' is set to '.CSV'. There is a checkbox for 'Convert the export file into Excel-friendly wide format.' and an 'Export' button at the bottom.

2 Currently Applied:

This screenshot shows the 'Filters' panel in the application. The 'Currently Applied' radio button is selected. The filters applied are: Class of Trade (Multiple selections), UNSPSC 1 (Medical Equipment and Access...), and UNSPSC 2 (Wound care products). The 'Wound care products' filter is expanded, showing a list of medical products with checkboxes. The 'Market Threshold' is set to 3, and the 'Select Manufacturer' dropdown is set to 'All'.

3 Custom:

This screenshot shows the 'Export' dialog box with the 'Custom' radio button selected. The 'Export Name' field is empty. Under the 'Filters' section, the 'Custom' radio button is selected. The 'Export Format' is set to '.CSV'. There is a checkbox for 'Convert the export file into Excel-friendly wide format.' and an 'Export' button at the bottom. The 'Exported Fields' section shows the following fields: Date (Year, Quarter, Month), Geography (State, Zip), Product (Manufacturers, SKU), and Class of Trade (Class of Trade). The 'Filters' section shows the following filters: Class of Trade (HOME CARE), UNSPSC 1 (Medical Equipment and ...), UNSPSC 2 (Wound care products), UNSPSC 4 (All), Manufacturers (All), SKU (All), and Years (All). The 'Wound care products' filter is expanded, showing a list of medical products with checkboxes.

4 ☐ Convert the export file into Excel-friendly wide format.

Export and Filter Data Options

- “Excel-friendly” wide format moves the time period detail into columns (e.g., Years, Quarters, Months – depending on selection in “Exported Fields” panel).

☐ Convert the export file into Excel-friendly wide format.

Export

- This reduces the number of rows present in the export, resulting in a file more likely to be usable in the MS Excel application.

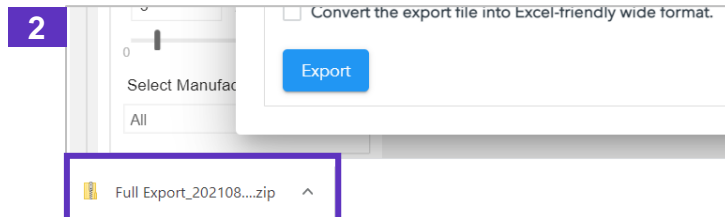
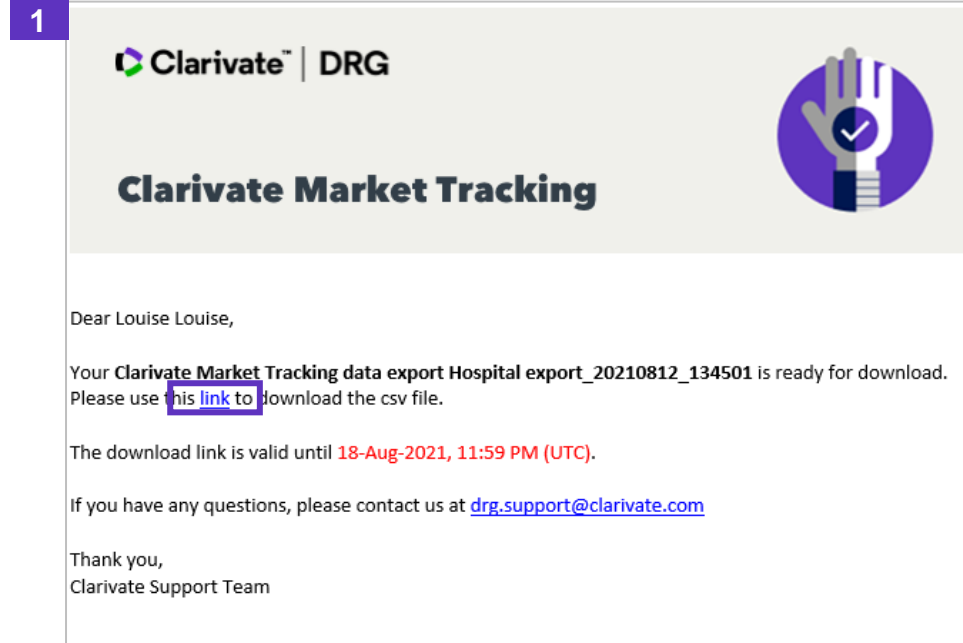
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1	METRIC	MANF_DE	UNSPSC_C	UNSPSC_1	UNSPSC_2	UNSPSC_3	UNSPSC_4	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18
2	REVENUE	2G MEDIC	42311506	Medical Ei Wound ca	Bandages	Compression bandages	Compression bandages													
3	UNITS	2G MEDIC	42311506	Medical Ei Wound ca	Bandages	Compression bandages	Compression bandages													
4	REVENUE	2G MEDIC	42311527	Medical Ei Wound ca	Bandages	Transparent film dressings	Transparent film dressings													
5	UNITS	2G MEDIC	42311527	Medical Ei Wound ca	Bandages	Transparent film dressings	Transparent film dressings													
6	REVENUE	3M	42311502	Medical Ei Wound ca	Bandages	Bandage c	Bandage c	295.1652	325.812	136.0215	186.0063	702.187	812.1843		1435.921	2065.28	1429.899	205.8367	2837.377	1163.412
7	UNITS	3M	42311502	Medical Ei Wound ca	Bandages	Bandage c	Bandage c	51.05	41.82	44.01	21.63	89.2	115.17		50.61	66.79	46.28	4.38	335.32	93.41
8	REVENUE	3M	42311506	Medical Ei Wound ca	Bandages	Compress	Compress	228504	234540.3	303157.8	267721.8	258625.8	301203.7	254190	262071.2	255808.6	255355.3	236054	327837.6	283331.6
9	UNITS	3M	42311506	Medical Ei Wound ca	Bandages	Compress	Compress	83362.4	89687.23	124631.9	102611.7	89831.23	124740.8	90092.15	107532.4	94173.35	105832.9	93187.38	153005.4	123992.7
10	REVENUE	3M	42311510	Medical Ei Wound ca	Bandages	Foam dres	Foam dres	115834.6	116690.6	151151.8	141788.3	148741.5	286600.2	153247.2	160077.9	185868.3	235962.6	177656.6	191914.9	177190
11	UNITS	3M	42311510	Medical Ei Wound ca	Bandages	Foam dres	Foam dres	25908.32	27518.54	35487.48	32016.83	34269.4	65018.42	35201.02	36445.04	41671.99	52760.24	39601.1	42558.58	39566.3
12	REVENUE	3M	42311513	Medical Ei Wound ca	Bandages	Gel dres	Gel dres	127479.4	134304.8	163831.9	148468.3	150199.2	162753.1	134797.4	155466.1	146671.3	153362.5	145136.2	120200.1	132860.4
13	UNITS	3M	42311513	Medical Ei Wound ca	Bandages	Gel dres	Gel dres	9845.59	11066.13	13457.52	12242.96	12277.25	13308.54	10970.61	12244.12	12487.14	12734.53	12222.61	9554.3	11044.28
14	REVENUE	3M	42311515	Medical Ei Wound ca	Bandages	Hydrocoll	Hydrocoll	17542.19	16091.11	21581.08	15689.66	19366.15	21047.37	17070.12	15383.97	20543.82	32796.48	24721.8	24240.76	23583.05
15	UNITS	3M	42311515	Medical Ei Wound ca	Bandages	Hydrocoll	Hydrocoll	4759.25	3981.47	4960.19	3934.03	4808.29	5174.38	3977.37	4199.43	4963.13	6807.73	6345.65	7201.32	6664.46
16	REVENUE	3M	42311518	Medical Ei Wound ca	Bandages	Medical e	Medical e	313.5	306.4	643.1	197.02	141.56	767.3381	613.78	282.28	134.9788	234.98	111.0306	239.85	286.91

Export Download Results

An email will be sent to your inbox from no-reply@clarivate.com with the data export file

1. Select “link” hyperlink.
2. A zipped folder will be exported to your downloads folder from your internet browser.
3. Links will remain active for 6 days.

Note: very large exports may take several minutes to process.



Export History

Export Data



Export History

Select “Export History” from the Export Data dropdown.

Export History shows the list of previous exports with details on your past exports including filter and export criteria selected, and file size.

Export History | + Expand All | - Collapse All | Refresh

X

⊖ 12-Aug-2021

File Name: Bandages by OEM_20210812_134627

Status: Successful

Size: 204.1 KB

Exported Fields:

Date: Year, Quarter

Market:

Product: Manufacturers

Class of trade: Class of Trade

Measures:

Dollars

Filters:

Class Of Trade: Multiple(9)

UNSPSC1: Medical Equipment and Accessories and Supplies

UNSPSC2: Wound care products

UNSPSC3: Bandages and dressings and related products

UNSPSC4: Adhesive dry bandages or dressings, Alginate dressings, Bandage or dressing trays for wound care

SKU: Multiple(5393)

Manufacturer: Multiple(272)

Years: Multiple(5)

URL: **Note***: To download the file, copy and past the url in browser

https://bdd-data-dev.s3.amazonaws.com/export_csv/M

Copy

Valid till 18-Aug-2021, 11:59 PM (UTC)

Please download your export file before the date.

⊕ 12-Aug-2021

File Name: Hospital export_20210812_134501

Status: Successful

Size: 48.5 KB

⊕ 12-Aug-2021

File Name: Custom Wound export - WIDE_20210812_134115

Status: Successful

Size: 360.2 KB

⊕ 11-Aug-2021

File Name: Full Export_20210811_190916

Status: Successful

Size: 197.9 MB

⊕ 09-Aug-2021

File Name: WOUND TEST_20210809_164412

Status: Successful

Size: 127.6 KB

Load More



Have a Question?

Healthcare.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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