



DRG Commercial Analytics 360

Clarivate

DRG Commercial Analytics 360 delivers the valuable provider intelligence you need to reach your target patients

Commercial teams need comprehensive **provider intelligence** to **strategize, plan and compete**



Strategy

- Market share
- Patient population for a specific therapy/procedure.
- Physicians, procedures across regions.
- Provider types/facilities/systems.



Commercialization / Go to market planning

- Patients of interest.
- Healthcare professional
 - Where?
 - What's the mix of facility types?
- Payer mix and payer rates for procedure(s) across provider.



Commercial Operations – Sales and Marketing

- Priority Regions/accounts
- IDNs/healthcare systems to employ enterprise sales.
- Underpenetrated accounts

“Understanding the data has helped to shape our strategy, instead of chasing competitors, we're now looking at clinicians differently. The data is helping to change our conversations with physicians to include the business leaders of healthcare systems.”

THEO MCCORMICK, Senior Manager Pricing & Analytics, Bioventus

Gain clarity with connected data and powerful analytics from DRG Commercial Analytics 360

Capturing data from over 200 million annual patients and a repository covering over 3 million unique providers



Actionable intelligence

Find who is treating your target patients

Discover affiliations across provider networks, location of procedures

Expand share within specific provider networks



Easy-to-use enterprise solution

Develop a nationwide commercial strategy

Plan field sales territory



360° Market Visibility

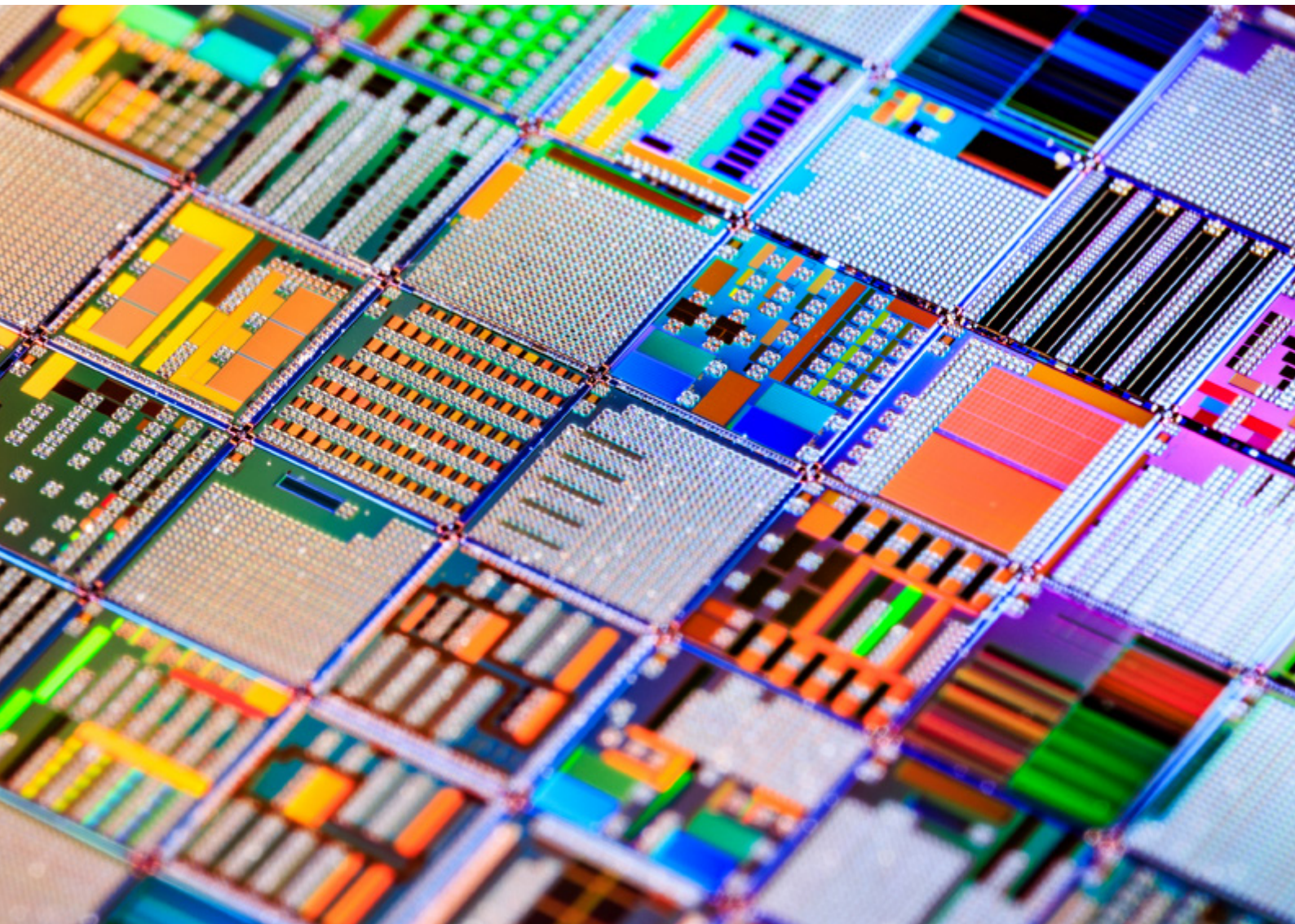
With modularized claims and code groupings

- **Align** with your specific market definitions

- **Enable** accurate market sizing,

- **Discover** new and untapped opportunities

- **Allocate** resources efficiently



Spend less time wrangling data and focus more on optimizing for commercial success

Why partner with Clarivate



Accuracy

We take extra steps to provide the most accurate and complete view of your market segments, by grouping procedures by type, to eliminate duplication from counts by code, for an accurate picture of procedure flow. See more on how we count procedures, not codes.



Depth and breadth

Our extensive data repository integrates data from several sources, including our industry-leading real-world data, for a holistic and detailed view of all stakeholders and facility types, uncovering market opportunities.



Expertise

In-house expertise in Medtech, U.S. healthcare, medical coding, and data science is unmatched and available to clients. Within our commercial analytics, data scientists analyze and tailor extrapolation methods to capture nuanced variations across market segments.



Service

Our client service philosophy centers on collaboration throughout planning, analysis, and communication. This commitment to service is evident early on, as our coding experts consult with you to define your procedure code groups.

DRG Commercial Analytics 360 is powered by Clarivate's real-world data repository.



Types of claims (submit & remit)

- Institution medical claims
- Professional medical claims
- Pharmacy claims



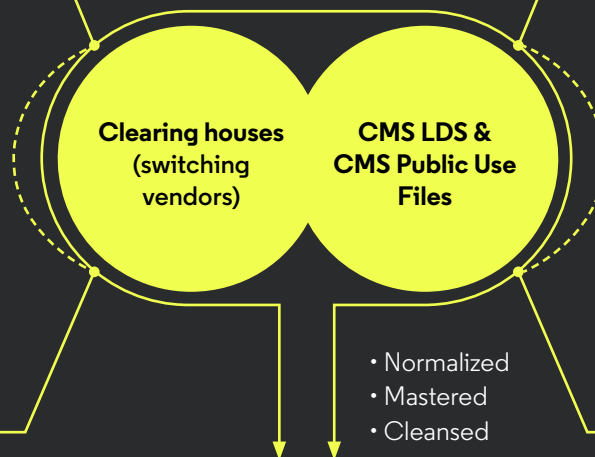
Types of data included in CMS

- Institutional medical claims
- Professional medical claims
- 6-month quarter end lag for Hospital
- 6-month year end lag for ASC
- 18-month year end lag for Office (Public Use files)



Claims originators

- Ambulatory Surgery Centers
- Hospitals
- Physician offices
- Pharmacies
- Long-term care facilities
- Nursing facilities



DRG Commercial
Analytics 360



Healthbase

- Provider Networks and HCP Affiliations database
- An up-to-date Health System, Facility, Practitioner, ACO database
- Expanded financial information.
- Quality Metrics and Value Based Initiatives.
- Transplant facilities and their programs.
- Clinical lab accreditations and test numbers.
- Patient demographics.
- Ambulatory Surgery Centers

About Clarivate

Clarivate is a leading global information services provider. We are the partner law firms and companies rely on to transform the way they create, manage and protect intellectual property.

Our comprehensive intellectual property data, software and expertise helps companies drive innovation, law firms achieve practice excellence, and organizations worldwide effectively manage and protect critical IP assets. Clarivate is home to Derwent Innovation, CompuMark, Innography, Darts-ip, IPfolio, FoundationIP and other leading IP solutions.

To learn more, visit <https://clarivate.com/life-sciences-healthcare/>

DRG CA360 webpage: <https://clarivate.com/life-sciences-healthcare/medtech/commercial-excellence/drg-commercial-analytics-360/>

Medtech Resource center:
[Medtech resource center | Clarivate](#)

Discover solutions at:

clarivate.com