

## User Guide

Main objective of US Medical Supply Distribution is to deliver SKU-level market tracking capability for medical supplies in US distribution sales channel, built atop distributor transaction data.



Clarivate has partnered with HIDA, providing analytics for their long-running distributor data program.



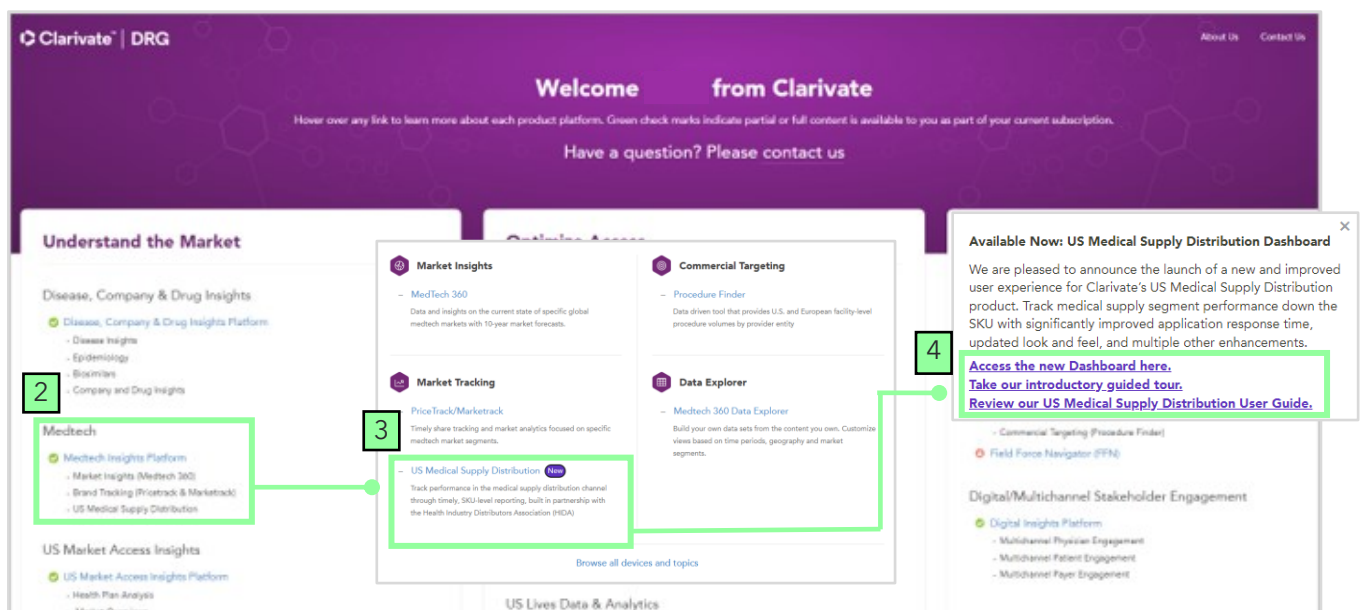
Clarivate aggregates, curates, and enriches distributor transaction data using a robust data science approach.



Clarivate offers a monthly data feed to support numerous business analyses & objectives: Growth & Share Reporting | Pricing Strategy | etc.

### Accessing US Medical Supply Distribution from Clarivate DRG home page

1. Visit and login to the DRG Clarivate platform:  
(<https://authentication.decisionresourcesgroup.com/login/Solutions>)



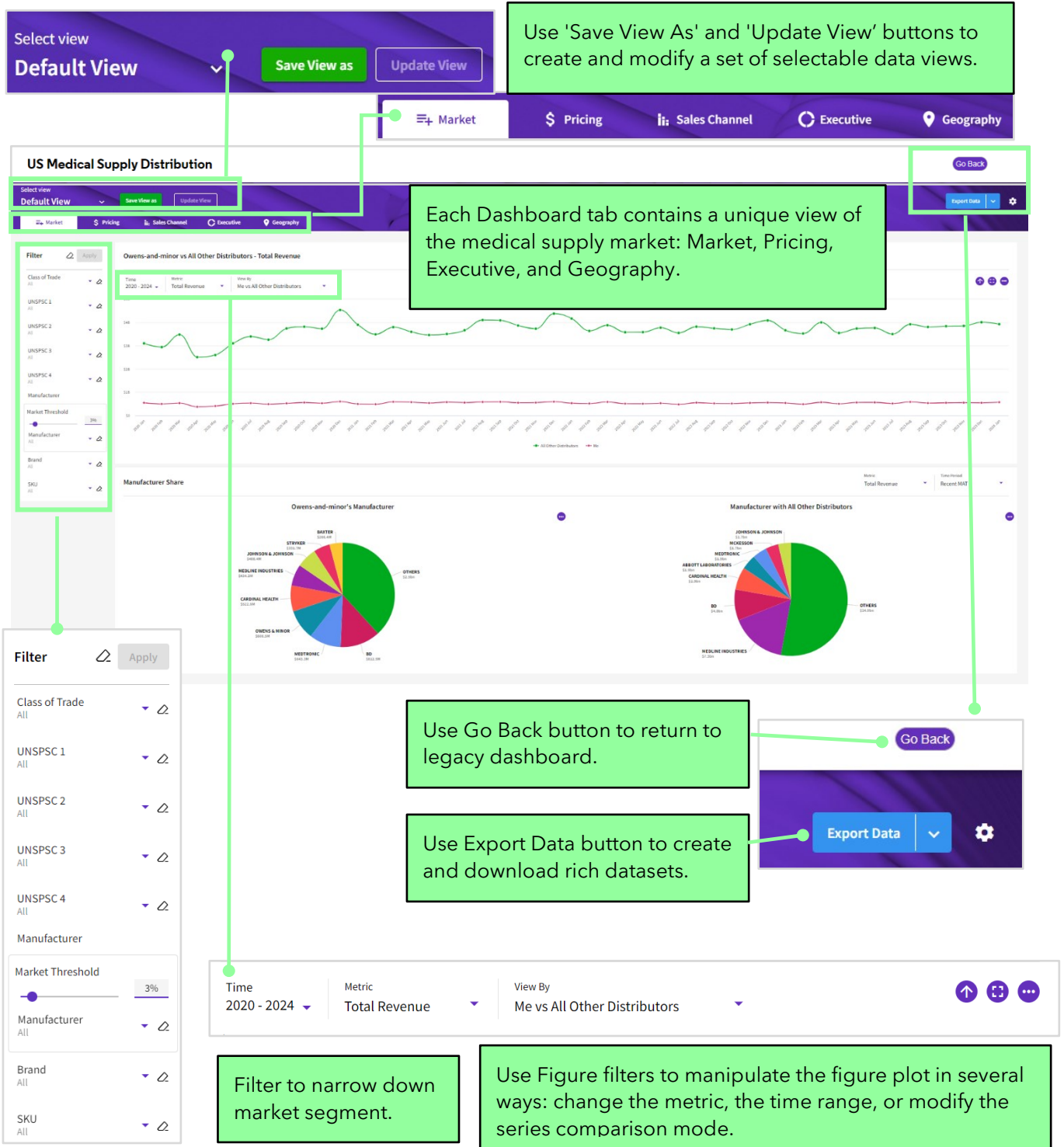
The screenshot shows the Clarivate DRG home page. The navigation menu on the left includes 'Understand the Market' and 'Medtech'. The 'Medtech' section is highlighted with a green box and a green number '2'. Within 'Medtech', 'US Medical Supply Distribution' is highlighted with a green box and a green number '3'. The 'Market Insights' section is also highlighted with a green box and a green number '4'. The 'Market Insights' section includes 'MedTech 360', 'Market Tracking', and 'Commercial Targeting'. The 'Market Tracking' section includes 'PriceTrack/Markettrack' and 'US Medical Supply Distribution'. The 'Commercial Targeting' section includes 'Procedure Finder' and 'Data Explorer'. The 'US Medical Supply Distribution' link is highlighted with a green box and a green number '4'. The 'US Medical Supply Distribution' link is highlighted with a green box and a green number '4'. The 'US Medical Supply Distribution' link is highlighted with a green box and a green number '4'.

**Available Now: US Medical Supply Distribution Dashboard**

We are pleased to announce the launch of a new and improved user experience for Clarivate's US Medical Supply Distribution product. Track medical supply segment performance down the SKU with significantly improved application response time, updated look and feel, and multiple other enhancements.

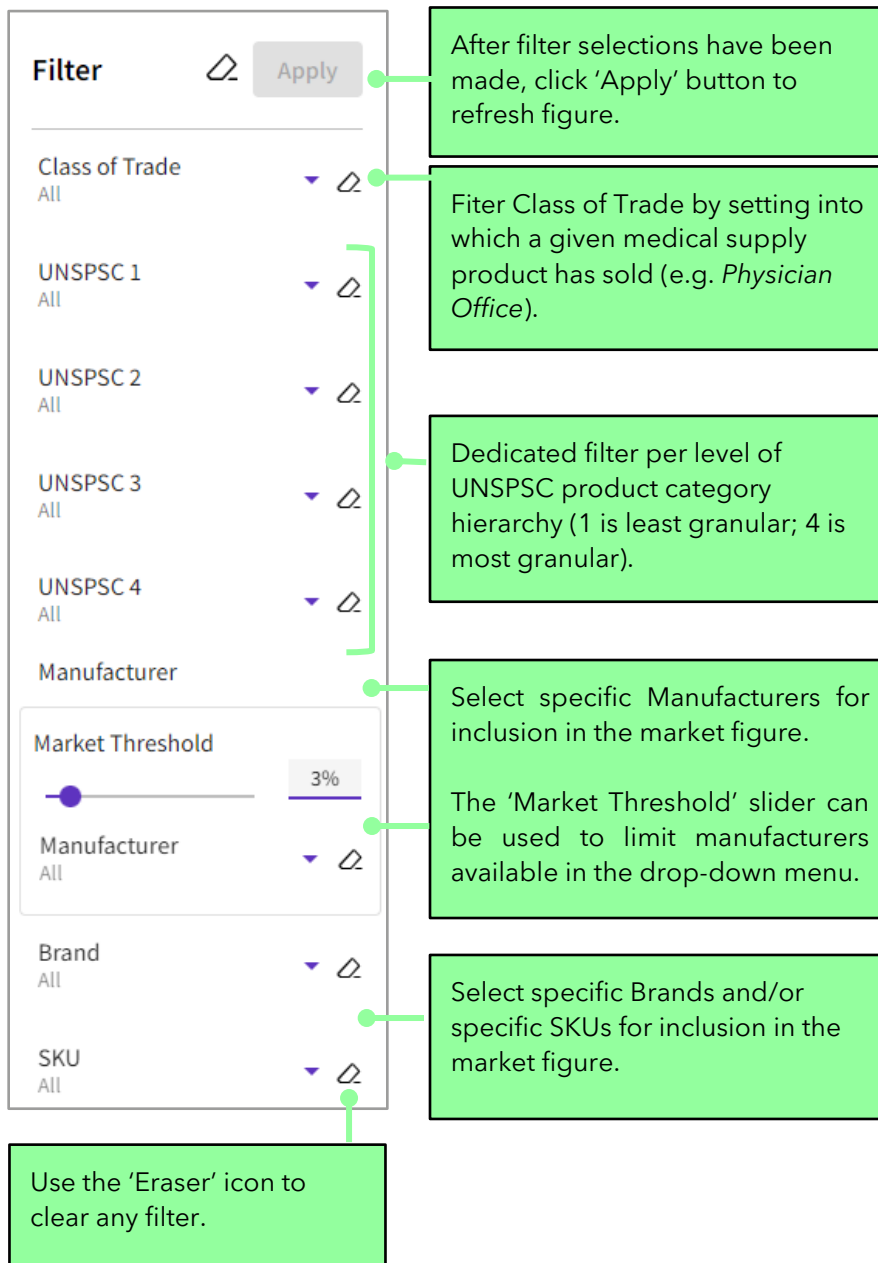
[Access the new Dashboard here.](#)  
[Take our introductory guided tour.](#)  
[Review our US Medical Supply Distribution User Guide.](#)

## Dashboard Intro Guide




## Dashboard Filter Panel

Use the 'Filter' pane to constrain plotted data to a market of interest. A search bar is embedded in drop-down menus to aid selection. Filter selections will persist across all tabs in the dashboard.



The image shows a 'Filter' panel on the left side of a dashboard. It contains several filter categories, each with a search bar and a drop-down menu. The categories are: Class of Trade, UNSPSC 1, UNSPSC 2, UNSPSC 3, UNSPSC 4, Manufacturer, Market Threshold, Manufacturer (repeated), Brand, and SKU. Each category has a search bar and a drop-down menu. The 'Market Threshold' is a slider set to 3%. The 'Manufacturer' category has a search bar and a drop-down menu. The 'Brand' and 'SKU' categories have search bars and drop-down menus. The 'Apply' button is at the top right of the panel. The 'Eraser' icon is at the bottom of the panel.

**Filter**  **Apply**

Class of Trade  
All

UNSPSC 1  
All

UNSPSC 2  
All

UNSPSC 3  
All

UNSPSC 4  
All

Manufacturer

Market Threshold  
3%

Manufacturer  
All

Brand  
All

SKU  
All

After filter selections have been made, click 'Apply' button to refresh figure.

Filter Class of Trade by setting into which a given medical supply product has sold (e.g. *Physician Office*).

Dedicated filter per level of UNSPSC product category hierarchy (1 is least granular; 4 is most granular).

Select specific Manufacturers for inclusion in the market figure.

The 'Market Threshold' slider can be used to limit manufacturers available in the drop-down menu.

Select specific Brands and/or specific SKUs for inclusion in the market figure.

Use the 'Eraser' icon to clear any filter.

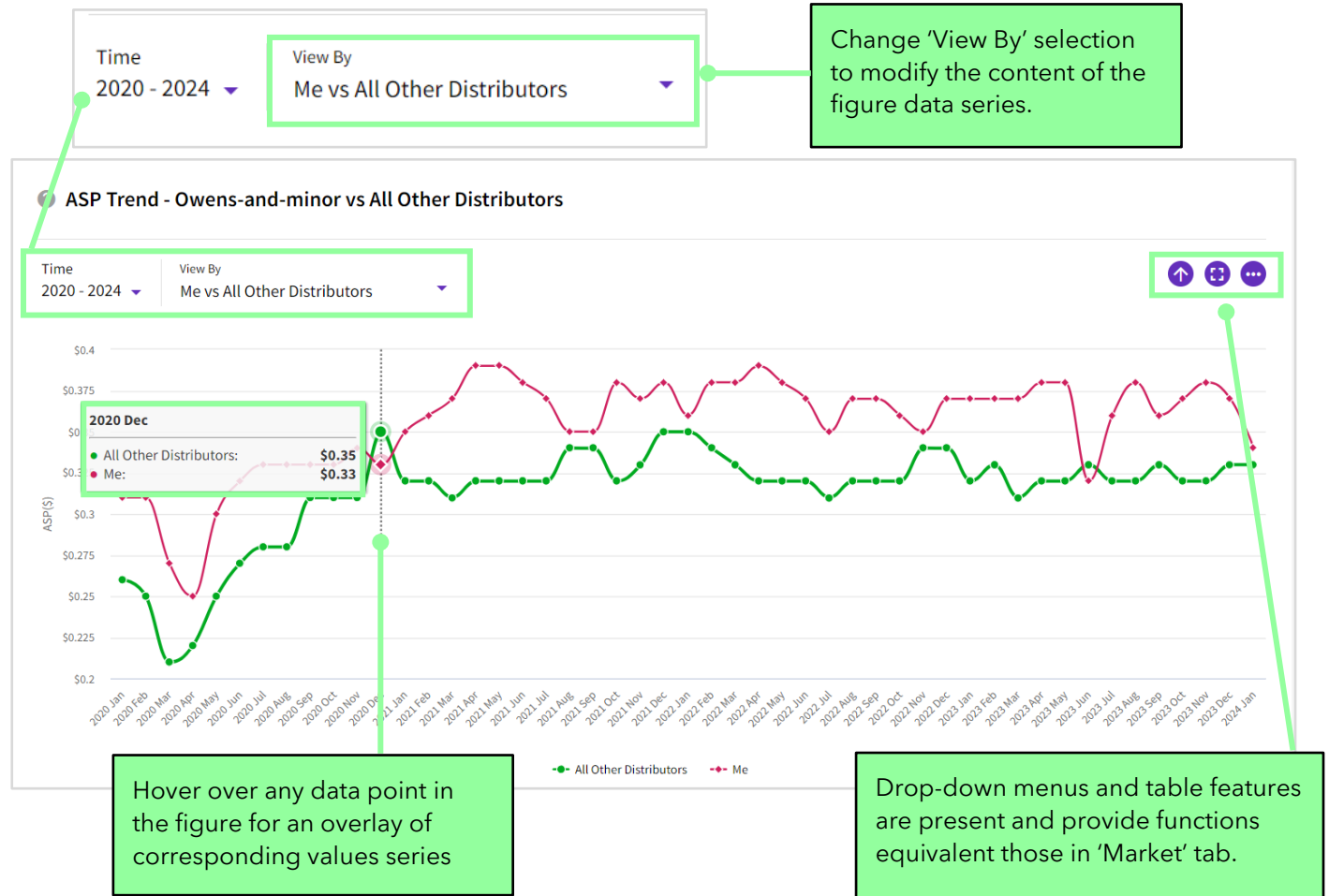
## Market Tab

Track monthly revenue and unit trends (by volume or share) within a market selection. Optionally constrain by class-of-trade, product category, manufacturer, brand, and down to the SKU.



## Pricing Tab

Track monthly ASP\* trends within a market selection. Optionally constrain by class-of-trade, product category, manufacturer, brand, and down to the SKU.



\*ASP equals total revenue divided by total (each) units for a given selection of products.

## Sales Channel

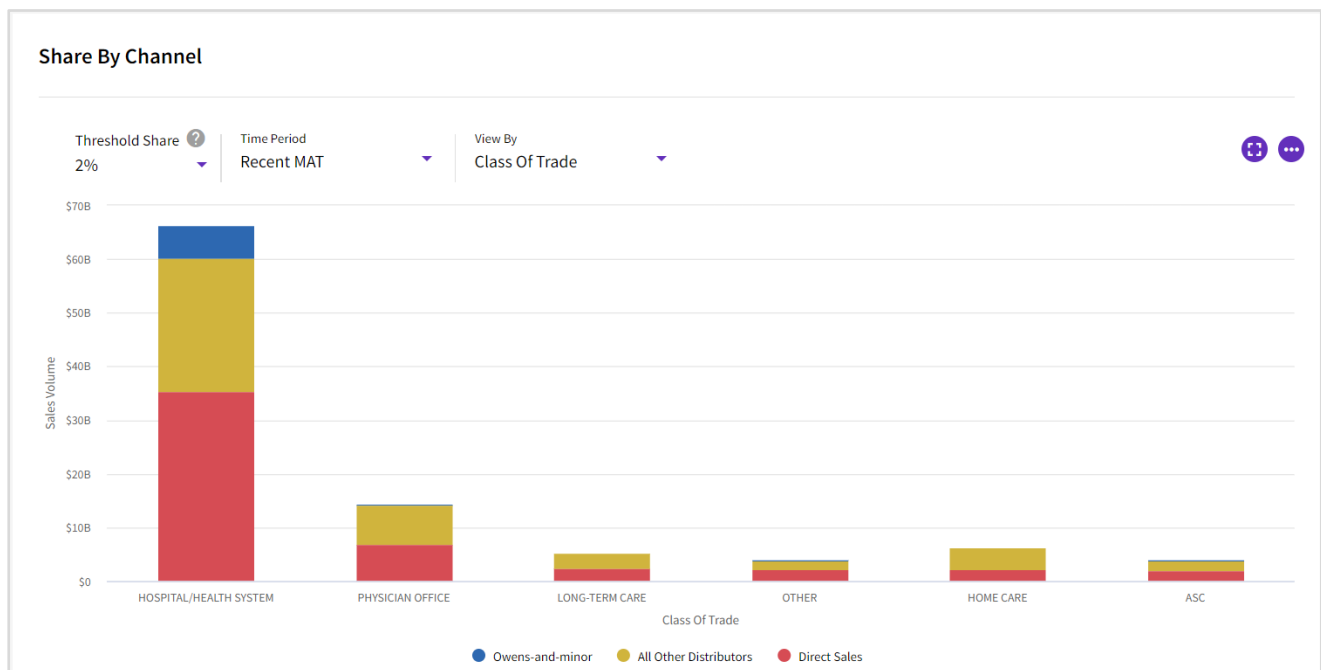
Track sales volume trends by channel. Optionally constrain by class of trade, product category, manufacturer, brand, and down to SKU.

Threshold Share ?  
2%

Time Period  
Recent MAT

View By  
Class Of Trade

Use Threshold Share, Time Period, and View By filters to customize view.

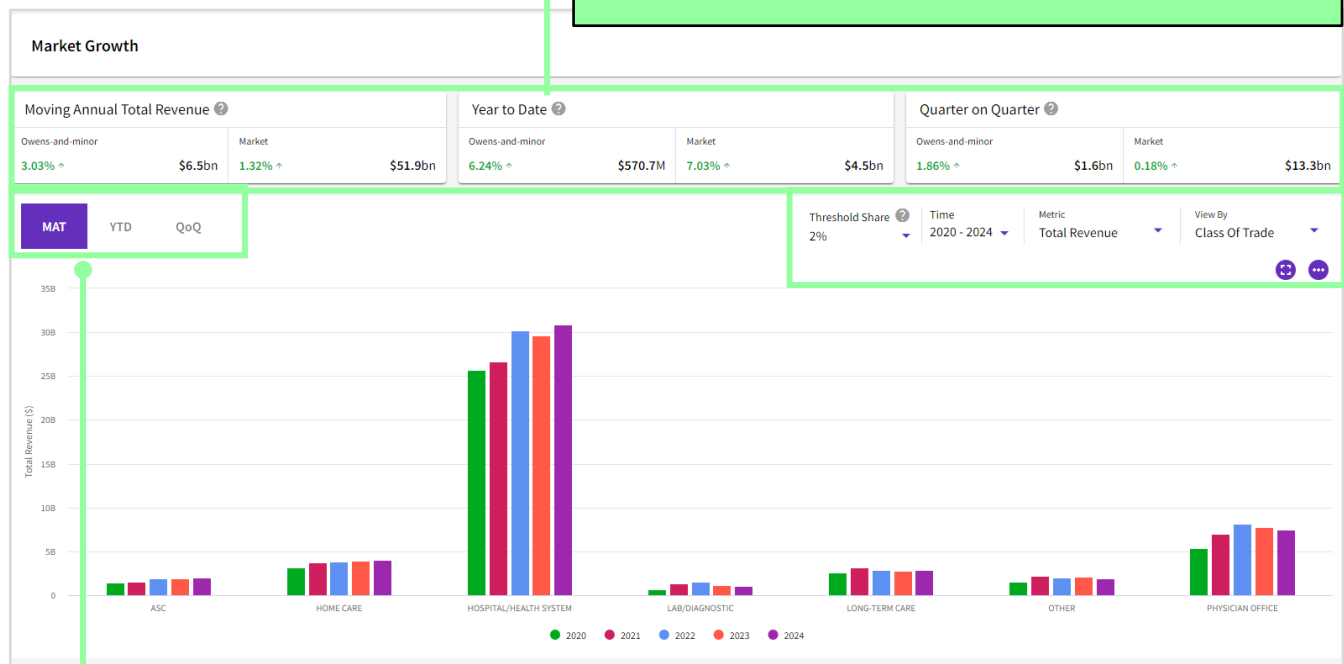


## Executive Tab

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

| Moving Annual Total Revenue ? |         |         |          | Year to Date ?  |          |         |         | Quarter on Quarter ? |         |         |          |
|-------------------------------|---------|---------|----------|-----------------|----------|---------|---------|----------------------|---------|---------|----------|
| Owens-and-minor               | Market  |         |          | Owens-and-minor | Market   |         |         | Owens-and-minor      | Market  |         |          |
| 3.03% ↑                       | \$6.5bn | 1.32% ↑ | \$51.9bn | 6.24% ↑         | \$570.7M | 7.03% ↑ | \$4.5bn | 1.86% ↑              | \$1.6bn | 0.18% ↑ | \$13.3bn |

For a given selection, three analysis panels measure the change in revenue/units for your organization against the rest of the market.



Available views:

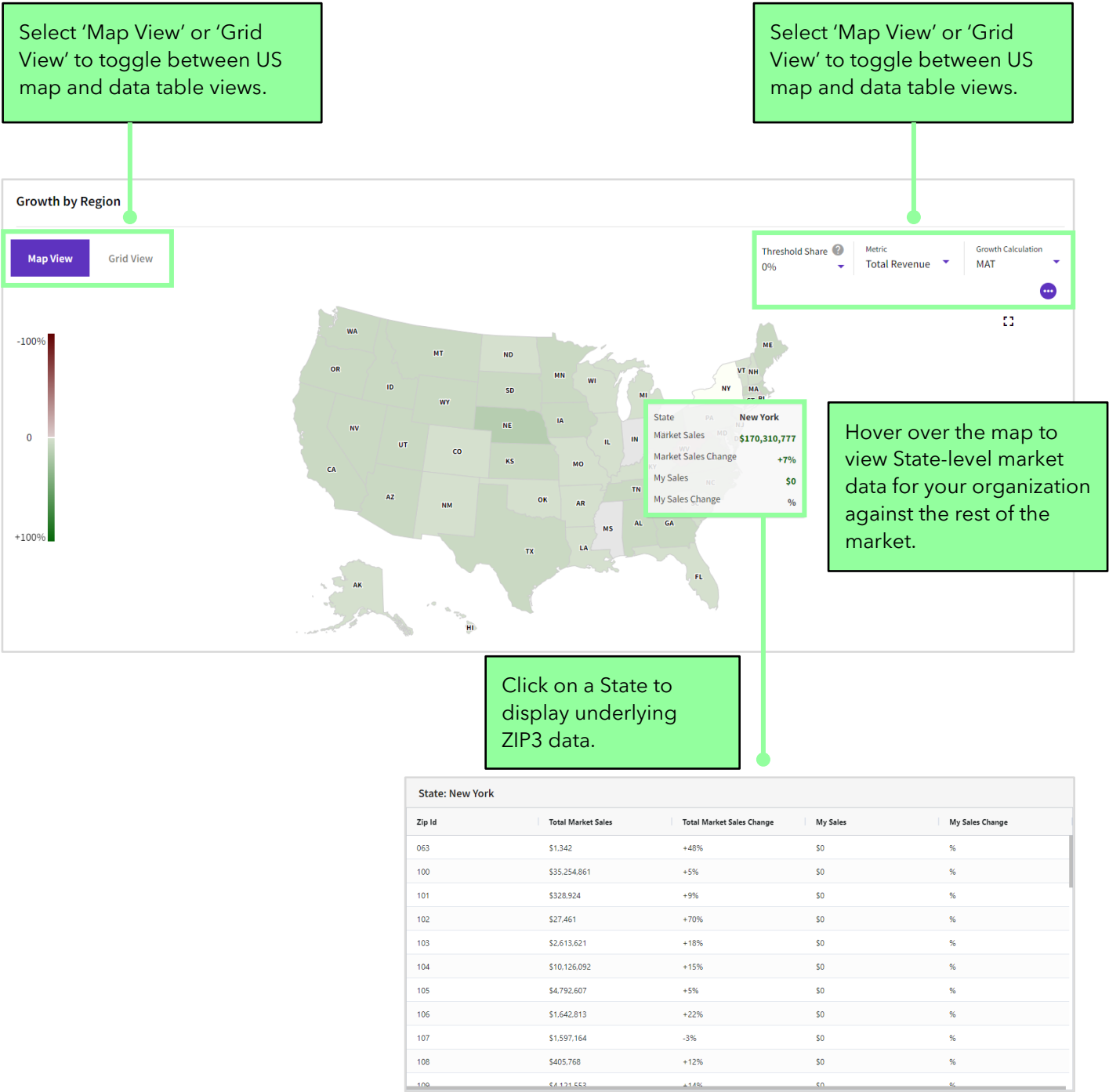
- MAT: Recent 12 months vs. Previous equivalent 12 months
- YTD: January to Current Month vs. January to Same Month in previous years
- QTD: Current Quarter vs. same Quarter in previous years

Drop-down menus and table features are present and provide functions equivalent those in 'Market' tab.

| Threshold Share ? | Time        | Metric        | View By        |
|-------------------|-------------|---------------|----------------|
| 2%                | 2020 - 2024 | Total Revenue | Class Of Trade |

Geography Tab

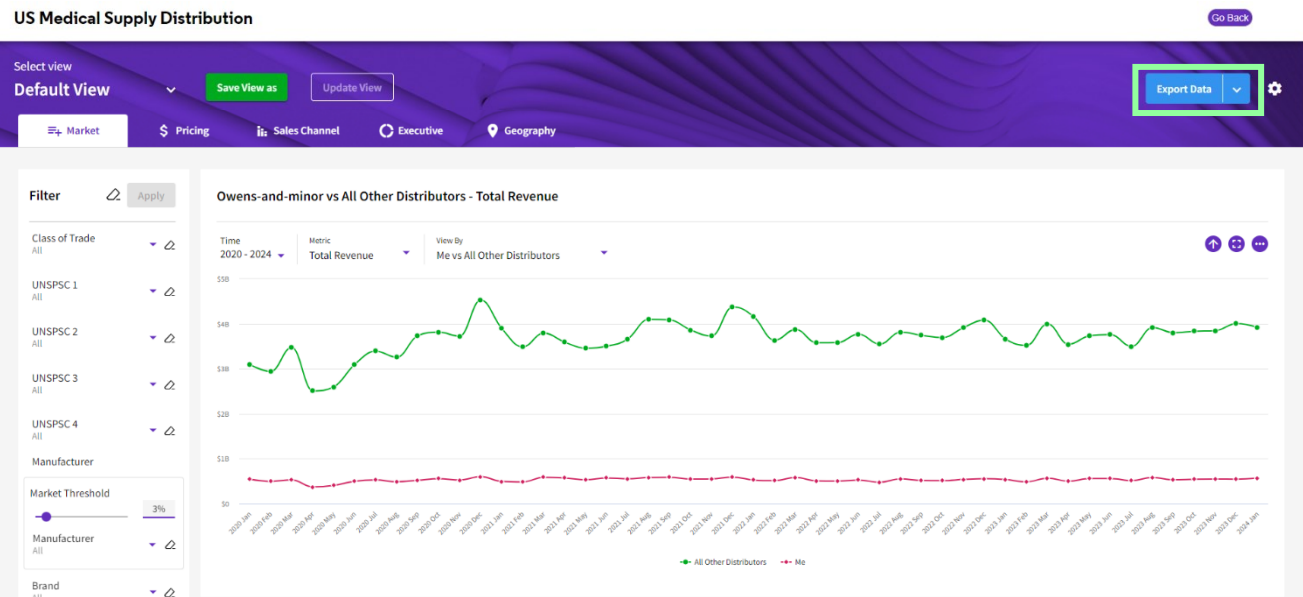
Track total revenue and unit trends at State and Zip-3 level.





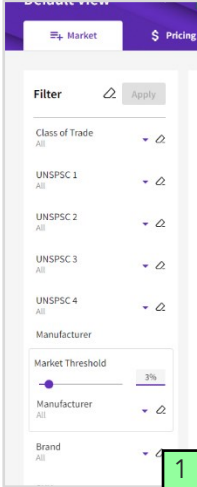
## Export Data

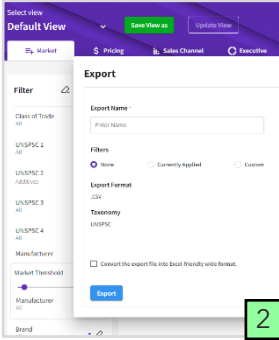
The Export Data feature allows you to create custom .CSV exports directly from the dashboard, controlling the scope and size of your output.

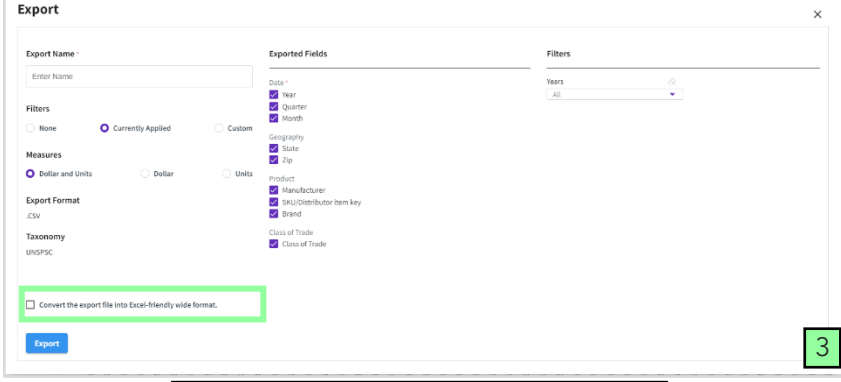


There are three options for filtering and exporting:

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.







Check this box if you have a large file that may exceed Excel row limit.

"Excel-friendly" wide format moves the time dimension into a series of columns (e.g., Years, Quarters, Months - depending on selection in "Exported Fields" panel).

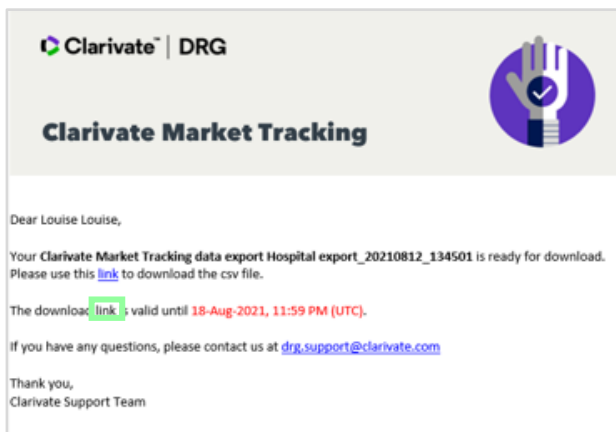
☐ Convert the export file into Excel-friendly wide format.

Export

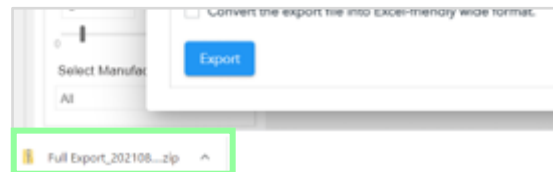
This reduces the number of rows in the resulting export and makes the .CSV file more likely to be usable in the MS Excel application.

## E-mail Notification & Access

An email will be sent to your inbox from [no-reply@clarivate.com](mailto: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.

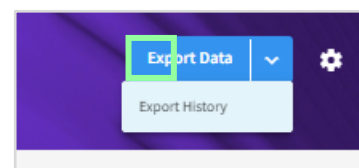


## Export History View

'Export History' shows a list of previous exports with relevant parameters including Status, File Name, Filters, Exported Fields & Measures, and File Size.

Exports can be downloaded and re-downloaded from this interface for up to six days.

You can export history from 'Export History' button in Export Data dropdown.

[illegible]

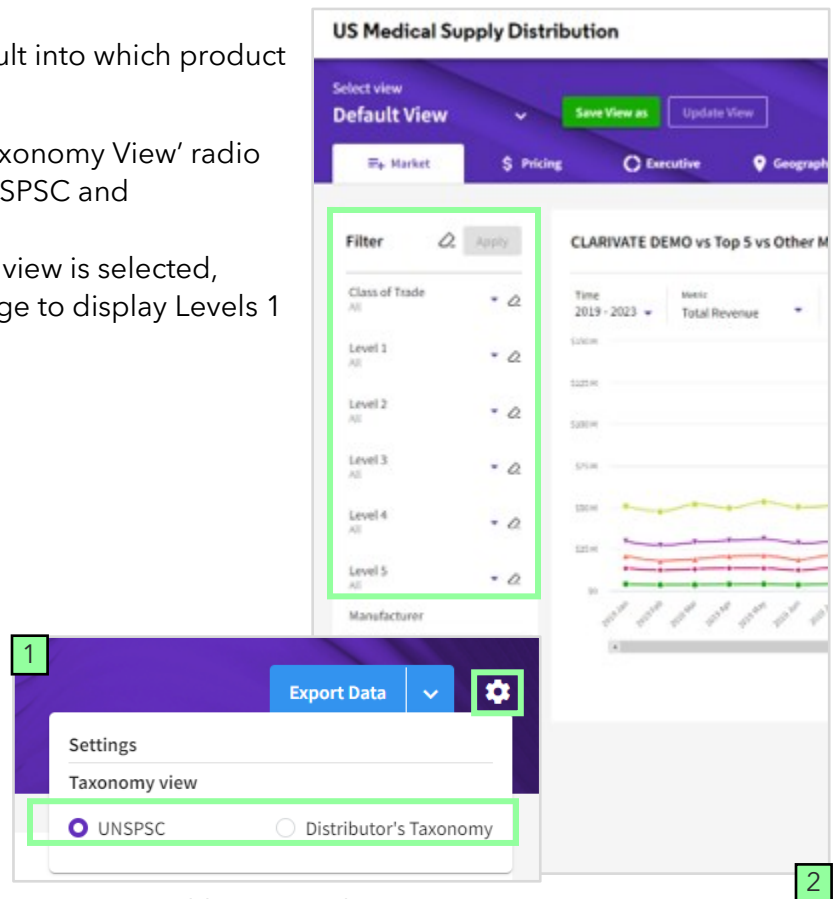
All users have the ability to:

- Toggle between UNSPSC and Distributor's taxonomy views in dashboard
- Export data in distributor taxonomy structure.

## UNSPSC vs Distributors

The UNSPSC Taxonomy view is the default into which product information is loaded in the dashboard.

1. Click the 'Gear' icon to access 'Taxonomy View' radio buttons for toggling between UNSPSC and 'Distributor' options.
2. When the Distributor's taxonomy view is selected, labels in the filters pane will change to display Levels 1 through 5



For more information contact Customer Service at [Healthcare Product Support](#).