

IQVIA HOSPITAL DATA EXCHANGE PROGRAM

ECPR – Electronic Comparative Price Report – program features



WHAT IS THE HOSPITAL DATA EXCHANGE PROGRAM?

The IQVIA Hospital Data Exchange Program is designed to provide select hospitals nationwide with insights into the dynamic complexities of medical surgical product pricing.

In exchange for monthly purchase information, hospital participants receive web-based access to price indicators that help in contract negotiations, setting purchasing

strategy, and analyzing purchasing trends.

As an unbiased source of information, IQVIA has been helping hospitals for over 50 years save money and cut costs on medical surgical supply purchases. IQVIA has one of the largest databases in the world, and has world renowned expertise in statistical data analysis.

PROGRAM FEATURES

- Electronic Comparative Price Report (eCPR) is the user friendly, interactive, web-based application that provides FREE access to comparative price data on medical surgical supply purchases.
- Executive Summary displays Top 10 Products with the largest potential for cost savings.
- Dynamic report navigation allows the user to customize the views to their preference.
- Comparative High, Low, Mean and Mode pricing provided for all items in database, including those not currently purchased by user.
- Graphing capability that allows visualization of pricing trends.

EXECUTIVE SUMMARY

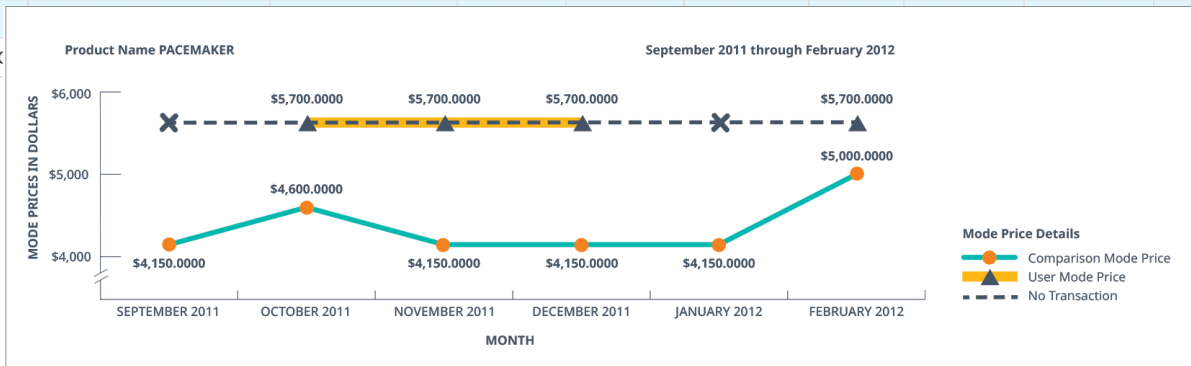
The Executive Summary provides a snapshot of the Top 10 products with largest healthcare information databases in the world.

- Product Name
- Total Amount Spent
- Manufacturer Name
- Total Dollar Variance
- Catalog Number
- Number of Transactions
- User and Comparison Mode Prices
- Link to graphs by product
- Units Purchased

Figure 1: Executive Summary

EXECUTIVE SUMMARY
December 2011 Through February 2012
Top 10 Products with Largest Potential Savings

Product Name	Pack Description	Manufacturer	Catalog Number	Users Mode Price	Comparison Mode Price	Units Purchased	Total Amount Spent	Total Dollar Variance	Number of Transactions
PACEMAKER	ADDRL1 DUAL CHANBER ADAPT	MEDTRONIC	ADDRL1	\$5,700.0000	\$4,150.0000	15	\$85,500.0000	\$-23,250.0000	48 Graph
GLOVE EXAM	8897N ESTEEM NITRILE MD	CARD HEALTH PHARM	8897N	\$0.0853	\$0.0447	517,700	\$44,159.8100	\$-21,081.6200	44 Graph
AICD DEFIB	N119 COGNIS HE IS	BOSTON SCI VASCULAR	N119	\$25,722.0000	\$18,900.0000	3	\$77,166.0000	\$-20,466.0000	17 Graph
IV CATH	2N3374 CONN LOOP W/PRE-AT	BAXTER LV SYS DIV	2N3374	\$2.1300	\$0.4221	11,095	\$25,357.6500	\$-20,332.5495	29 Graph
AUTO SUTURE STAPLE	054887 ROYAL 35W	US SURGICAL	054887	\$44.6500	\$6.9500	371	\$16,516.1500	\$-13,986.7000	105 Graph
GLOVE EXAM									167 Graph
DEFIBRILLATOR									20 Graph



DYNAMIC SORT AND FILTER FEATURES PROVIDE THE ABILITY TO CUSTOMIZE VIEWS

Search function provides the ability to select time period and specific:

- Manufacturer
- Product
- Catalog number
- Classification
- All Products Purchased by User

FILTER FEATURE PROVIDES ABILITY TO VIEW DATA BY SELECTED REGION AND/OR BED SIZE GROUP

Details Report can be refined by selecting additional attributes including:

- Region or Bed Size
- Number of Hospitals (purchasing same product)
- Classification
- Comparison High, Low and Mean Price
- Unit Price Variance
- Number of Transactions
- Units Purchased

Figure 2: Details Report

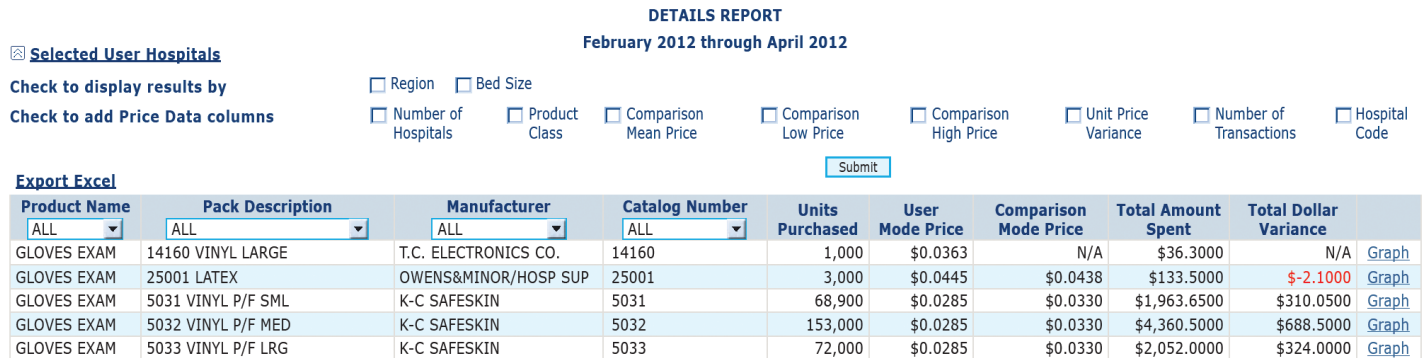


Figure 3: Data can be filtered by bed size ranges: 1-199, 200-499, >500

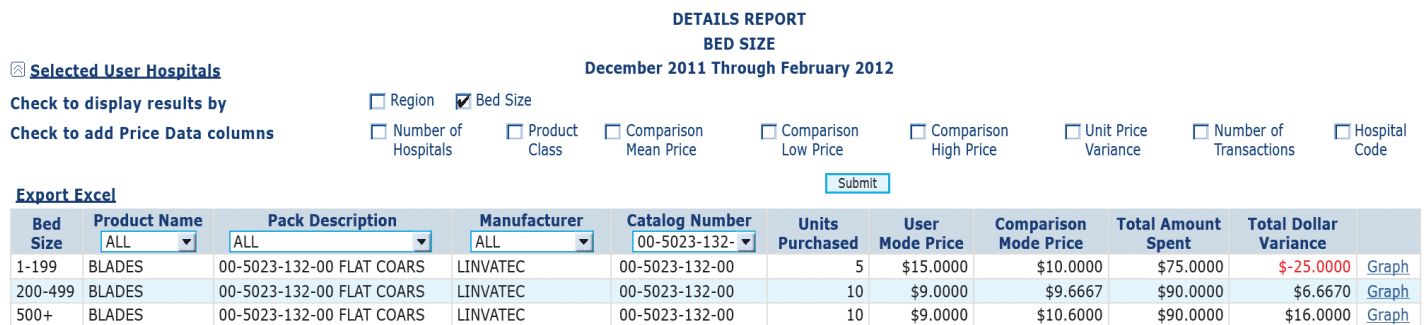
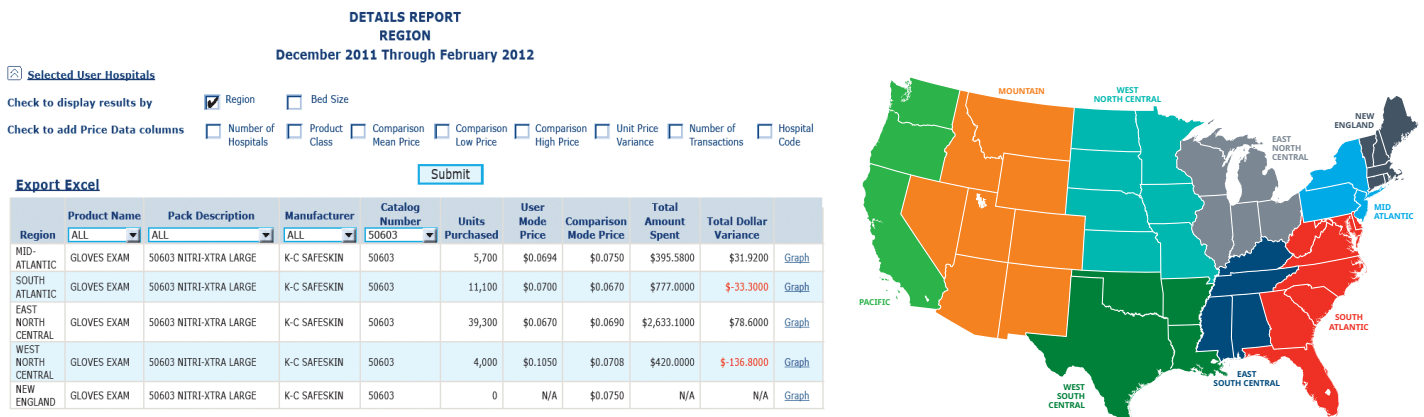


Figure 4: Data can be filtered by nine census regions



IQVIA is a recognized leader in statistical data analysis and has one of the largest healthcare information databases in the world.

HOW CAN MY HOSPITAL PARTICIPATE?

- Contact an IQVIA Account Manager for a no-obligation consultation
- Sign an IQVIA Hospital Data Exchange Agreement
- Complete the FTP Data Partner Form and Software Vendor Questionnaire
- Provide 3 months of test data

IQVIA: SHARING A VISION TO DRIVE HEALTHCARE FORWARD

Healthcare is an industry designed to help humans. As a global community, we continuously invest and commit to advancing human health. To deliver value and real outcomes. To rise to the challenge to find the next breakthrough by making the most of increasingly limited resources.

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