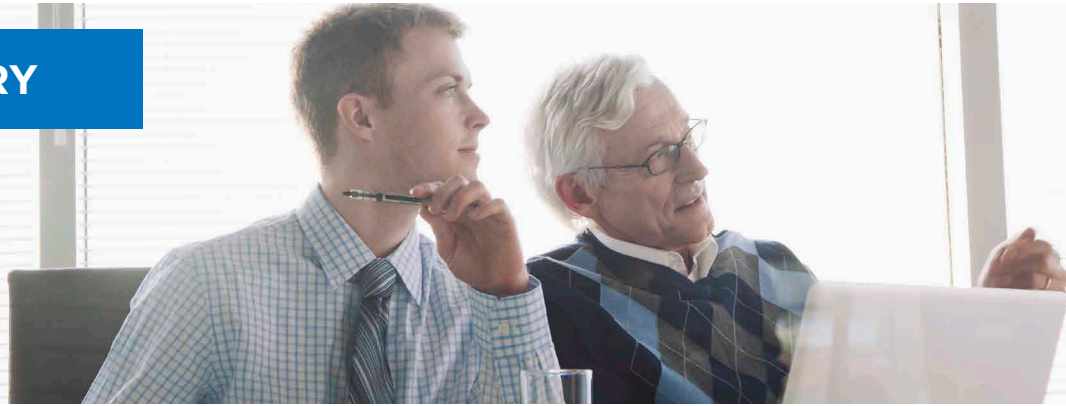


PHYSICIAN DISCOVERY

SERVICES



FACT: Each year, 45 percent of all hospitals in the United States buy a data product, solution, or consulting service from Truven Health Analytics.

Identifying High-Value Physicians

What Is the Offering?

Identifying High-Value Physicians is an exciting analytic offering from Truven Health AnalyticsSM. By incorporating market intelligence from Truven Health planning solutions (client subscription not necessary) with quality and financial outcomes from hospital administrative (UB) data, we are able to identify high-value physicians for strategically important surgical procedures.

Beyond the analytics, you receive insights and recommendations from a team of healthcare experts, including physicians. The actual deliverable includes:

- Executive-level summary and dashboard
- Cross-functional, physician-specific insights focused on:
 - Key surgical procedures supporting strategic goals
 - Improvement opportunities, recommendations, and best-practice examples
 - A presentation directed to key hospital and health system executives
 - A proprietary balanced scorecard with a ranking system to facilitate identification of high-value physicians

What Are the Benefits?

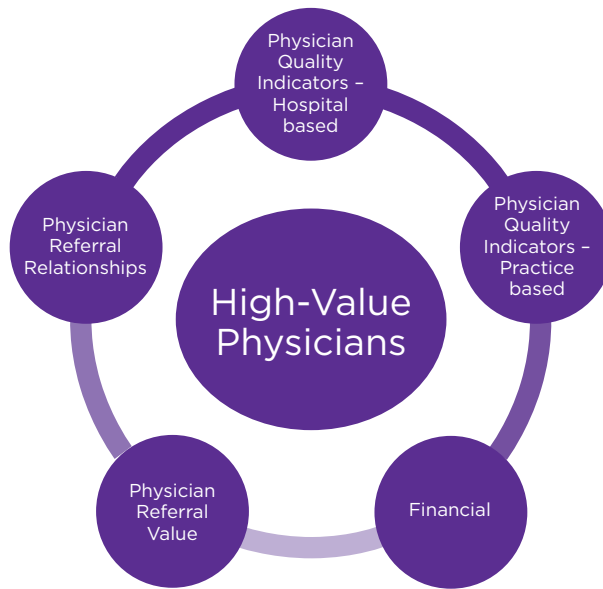
Identifying High-Value Physicians enables hospitals to:

- Excel under risk-based payment models, heightened market competition, and value-based payment agreements
- Collaborate on quality improvement initiatives
- Employ the right physician(s)
- Right-size physician/extender pipeline to support service-line strategy
- Manage utilization and practice patterns
- Identify physician champions, particularly for high-value surgical procedures
- Confirm whether your high-volume referral physicians also provide high-quality performance
- Identify physicians providing the greatest impact in your hospital or across your system
- Identify doctors with a favorable payer mix to help mitigate tightening margins

What Is the Process?

Clients are asked to submit a UB data extract conforming to easy-to-generate file specifications. Combined with a client-submitted hospital physician roster, the Truven Health analytic consulting team can begin work. If desired, patient satisfaction scores, or other relevant internal metrics, can be incorporated into the assessment.

Delivery will be completed no later than four weeks from receipt of the administrative data and will be done either onsite or via webinar, based on your customer preference.



Why Truven Health?

As a leader in healthcare analytics, our team is uniquely qualified to assist hospitals in identifying their physician partners for success. Specifically:

- We have a trusted and proven history of providing data, analytics, and guidance to hospitals for more than 38 years
- We provide a cross-functional and holistic view of physician performance
- We have the ability to combine quality, cost, and market data at the physician level that enables unique insights and supports market-specific planning initiatives
- We provide qualitative insights (opportunities, strategies for improvement, best practices, etc.) from a team of clinical experts

FOR MORE INFORMATION

Contact your client service manager or account executive, or visit truvenhealth.com

ABOUT TRUVEN HEALTH ANALYTICS

Truven Health Analytics delivers unbiased information, analytic tools, benchmarks, and services to the healthcare industry. Hospitals, government agencies, employers, health plans, clinicians, pharmaceutical, and medical device companies have relied on us for more than 30 years. We combine our deep clinical, financial, and healthcare management expertise with innovative technology platforms and information assets to make healthcare better by collaborating with our customers to uncover and realize opportunities for improving quality, efficiency, and outcomes. With more than 2,000 employees globally, we have major offices in Ann Arbor, Mich.; Chicago; and Denver. Advantage Suite, Micromedex, ActionOI, MarketScan, and 100 Top Hospitals are registered trademarks or trademarks of Truven Health Analytics.