OBJECTIVE INSIGHTS

Business Analysis for the Health Care Industry

Life Sciences Forecasting & Analytics Reference Sources (July 2023)

Subject	Reference Sources	Notes
Multi-Client Therapeutic Area Reports	• Clarivate (formerly Decision Resources) • Informa Pharma Intelligence Datamonitor • Spherix	• Multi-client (syndicated) reports typically provide information on a specific therapeutic area and can provide considerable information at a moderate cost • Such reports often cover epidemiology, current treatment practices, current and pipeline products to treat the disease, and may provide forecasts • Regions covered typically include the United States, the five major European countries (France, Germany, Italy, Spain, and the United Kingdom), and may include Japan • These reports are also valuable for determining factors such as diagnosis or treatment rates that may be difficult to estimate without primary research
Real-World Data (Claims/EHR/EMR)	• IQVIA (available for some ex-US regions) • Symphony Health • Clarivate • Definitive Healthcare • Komodo • Aetion • Forian • Flatiron (oncology-focused) • Merative MarketScan • Cerner Enviza • Truveta • Compile • Optum • 81qd • CareJourney	• Real-World Data (RWD) is derived from samples of health insurance claims data and/or electronic health/medical records (EHR/EMR) • Many of these companies access the same claims data, but may have more extensive or proprietary agreements with individual payers • RWD may be cross-sectional or longitudinal (treatment of individual patients may be followed across several years) • RWD providers may have differing abilities to clean and present the data, especially EHR/EMR

Pharmaceutical Audit Data	• IQVIA
	    ○ US prescription data: NPA/Xponent
	    ○ US unit sales data: NSP/DDD
	    ○ MIDAS (ex-US)
	• Symphony Health Integrated Dataverse (IDV)
		• Nationally projected prescription data are comprehensive, but may not include products distributed through specialty pharmacies and provider-administered drugs
		• Prescriptions are US-only; other regions are unit-based

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Provider Affiliations	- CareJourney - Compile (Provider360) - Definitive Healthcare (PhysicianView) - IQVIA - Populi - Precisionxtract - Veeva (OpenData)	These services map relationships between health care providers, facilities where they work, and insurance and provider/hospital networks in which they participate
Commercial Survey Data	- IQVIA NDTI (US) - Ipsos Global Therapy Monitor	- These products are surveys of office-based physicians and collect patient-visit information: patient characteristics (including diagnoses) and treatments provided - These are conducted on an ongoing basis - Data are nationally projected
Government Outpatient Care Survey Data	- NCHS National Health and Nutrition Examination Survey (NHANES)–US - NCHS National Health Interview Survey (NHIS)–US - NCHS National Ambulatory Medical Care Survey (NAMCS)–US (office-based) - NCHS National Hospital Ambulatory Medical Care Survey (NHAMCS)– US (hospital outpatient, emergency department, and ambulatory surgery) - AHRQ HCUP Nationwide Emergency Department Sample (NEDS)–US - Medicare Current Beneficiary Survey (MCBS)–US - AHRQ HCUP Medical Expenditure Panel Survey (MEPS)–US - University of Michigan Health and Retirement Study (HRS)–US	- Government survey data provide an easily accessible, cost-effective way of determining diagnosis and treatment volume - These data are based on a sample of patient visits, so they are not well-suited for rare conditions - MCBS and MEPS are useful for estimating household and personal insurance coverage and medical expenditures, including out-of-pocket costs
Inpatient & Ambulatory Procedures	- NCHS National Hospital Ambulatory Medical Care Survey (NHAMCS)– US (hospital outpatient, emergency department, and ambulatory surgery) - AHRQ HCUP National Inpatient Sample (NIS)–US - AHRQ HCUP Kids' Inpatient Database (KID)–US - AHRQ HCUP Nationwide Ambulatory Surgery Sample (NASS)–US - Premier (inpatient data)	Like the outpatient care data above, but focused on inpatient or ambulatory surgery settings

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Oncology Data & Information	- SEER (US) - CI5plus (WHO IARC, international) - Cerner Enviza CancerMPact (US, Europe, Japan, China) - Ipsos Global Oncology Monitor (formerly Tandem/Synovate Cancer Audit) - Clarivate Disease Landscape Reports - CIBMTR Stem Cell Transplant Data–US - EBMT Stem Cell Transplant Activity Survey–Europe - NCCN Treatment Guidelines - MD Anderson Clinical Practice Algorithms - National Cancer Institute Physician Data Query (PDQ)	- In addition to CancerMPact and Ipsos Oncology Monitor, real-world data suppliers (see above) can calculate oncology patients by treatment and lines of treatment - Note that patient sub-segments (such as mutation status or presence of other biomarkers) may be difficult to determine without EHR/EMR integration
Population Data	- US Census Bureau (historical, projections) - Eurostat (historical, projections) - US Census Bureau International Database (IDB) - Statistics Canada (historical, projections) - United Kingdom (historical, projections) - Japan (IPSS) - China (National Bureau of Statistics) – English language link currently appears to be unavailable	Most statistics authorities separate population data into estimates (historical) and projections (future)
Rare/Genetic Diseases	- Orphanet - National Organization for Rare Disorders (NORD) - NIH Genetic & Rare Diseases Information Center (GARD) - Disease-specific patient advocacy groups - Online Mendelian Inheritance in Man (OMIM) - Genome Aggregation Database (gnomAD)	In many rare disorders, it may be necessary to conduct medical literature research to gain a more complete profile of the disease, as sources such as Orphanet may only have cursory descriptions and epidemiology estimates
Pricing Information (US) (note: ex-US information is generally paywalled or geo-restricted)	- SSR Health (US) - First Databank (US) 46brooklyn (US) - State drug price transparency websites (e.g., Texas) - Costco Pharmacy - GoodRx	- First Databank has an extensive history of Wholesale Acquisition Cost (WAC), while SSR Health can provide both gross (WAC) and net pricing 46brooklyn is a non-profit research organization focusing on drug pricing - Costco and GoodRx are decent sources for estimating list pricing, as their price quotes are often close to WAC
Promotional Effort	PharmaForce	Has syndicated reports for selected therapeutic areas. Also has database covering US, Europe, Japan, and Brazil

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Clinical Trials	• ClinicalTrials.gov (US) • Clinical Trials Register (EU) • Informa TrialTrove (global)	• These sources may also list study sites located outside the US and EU
NME/NBE Probability of Success	• MIT Project Alpha • Tufts Center for the Study of Drug Development • Evaluate Omnium	• Probability of success is broken out by development stage and therapeutic area
Pipeline Product Competitive Intelligence	• BioCentury IQ • Informa Pharmaprojects • AdisInsight Drugs	• Information on development stage, mechanism of action, and available preclinical and clinical data
Other Sources	• Corporate SEC filings • Analyst reports • EvaluatePharma • Managed Care Digest	• Useful for disease and product background (including epidemiology) and product sales
Disease Background Information	• Medscape • Patient advocacy groups • PubMed (review articles, clinical trial results) • Semantic Scholar (review articles, clinical trial results)	