Leverage Claims Data to Predict Product Use and Revenue

If you develop, manufacture and market life science and clinical solutions, FAIR Health data can help you gain insights into potential markets. Claims data can shed light on trends over time and across geographies, revealing utilization, cost, diagnoses, geographic location and demographics of the patients who use or might need the services or devices you offer.

Benefit from a Database of over 30 Billion Claim Records from 2002 to the Present

Our FH NPIC® (National Private Insurance Claims) database provides the nation’s most complete healthcare claims collection revealing the costs and utilization of privately billed medical and dental services. The database currently houses over 30 billion claim records from all parts of the United States, dating back to 2002, contributed by payors and administrators who insure or process claims for private insurance plans covering more than 150 million individuals. In addition, this dataset enables longitudinal tracking over time for a subset of approximately 65 million patients based on unique, de-identified patient IDs.

In addition to offering secure data files, FAIR Health provides data in a variety of other formats.

- For maximum utility in informing your business decisions, recent data from our FH NPIC database are aggregated and reported in our FH® Benchmarks products, presenting benchmark values for a range of percentiles for thousands of official codes in 493 geographic locations. Those benchmarks include FH® Charge Benchmarks, which report the non-discounted fees billed by providers, and FH® Allowed Benchmarks, which report imputed payment amounts negotiated between providers and payors.

- FH® Custom Analytics offer customized analyses, dashboards and reports. Our experienced team will collaborate with you to understand your goals, create a dataset to meet your needs and bring your data to life with data visualization tools, reports or an interactive dashboard.

These offerings are ideal for:
- R&D analysts;
- Product managers;
- Commercial and clinical researchers;
- Pharmaceutical and durable medical equipment (DME) manufacturers and distributors; and
- Research funders, investors and advisors.

You can use our unique, actionable analytics and data to:

- Generate insights into clinical practice patterns and trends;
- Advance clinical trials;
- Track the progression of disease symptoms;
- Frame longitudinal studies to evaluate outcomes;
- Help assess the commercial market for products based on medical services or diagnoses; and
- Support research into life sciences solutions.

This, in turn, will provide you with a reliable basis for:

- Revenue projection;
- Development of marketing budgets;
- Research design;
- Product assessment;
- Inventory management; and
- Return on investment.

**FH**

**Benchmarks**

- FH® Medical
- FH® Dental
- FH® Anesthesia
- FH® HCPCS
- FH® Category III
- FH® Urgent Care
- FH® Inpatient Facility DRG
- FH® Inpatient Facility ICD Proc/Rev
- FH® Outpatient Facility
- FH® ASC Facility
- FH® Facility HCPCS

**FH**

**Allowed Benchmarks**

- FH® Allowed Medical
- FH® Allowed Dental
- FH® Allowed HCPCS
- FH® Allowed Anesthesia
- FH® Allowed Outpatient Facility
A Basis for Action

You can turn to FAIR Health’s claims data, aggregated benchmark data and custom analytics for many strategic decisions. Here are some notable uses:

Research
Using our de-identified member data, you can undertake longitudinal studies that provide insights into clinical issues and treatment patterns and assess the patient’s beginning-to-end treatment path.

Clinical Trials
If you identify key clinical patient attributes relevant to a clinical trial, you can facilitate communications with appropriate healthcare providers to advance the population of clinical trials.

Market Assessment
By analyzing frequency information provided with FH Charge Benchmarks and FH Allowed Benchmarks for specific procedures and services by geographic area, you can size the market and identify underserved geographic regions that might be suitable for expansion.

Market Development
If you manufacture medical equipment and devices, you can consult our data to gain insights about equipment utilization or to inform negotiations with carriers for reimbursement for a new device or drug treatment, based on the value it brings.

Product Efficacy Tracking
By drawing on our de-identified member data, you can track the care of patients involving different services and products and gain insight into product efficacy. For example, based on data for de-identified patients using a specific opioid dependence treatment, you might discern subsequent trends in the incidence of overdoses.

Contact us to discuss the data and formats that best meet your needs.

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