

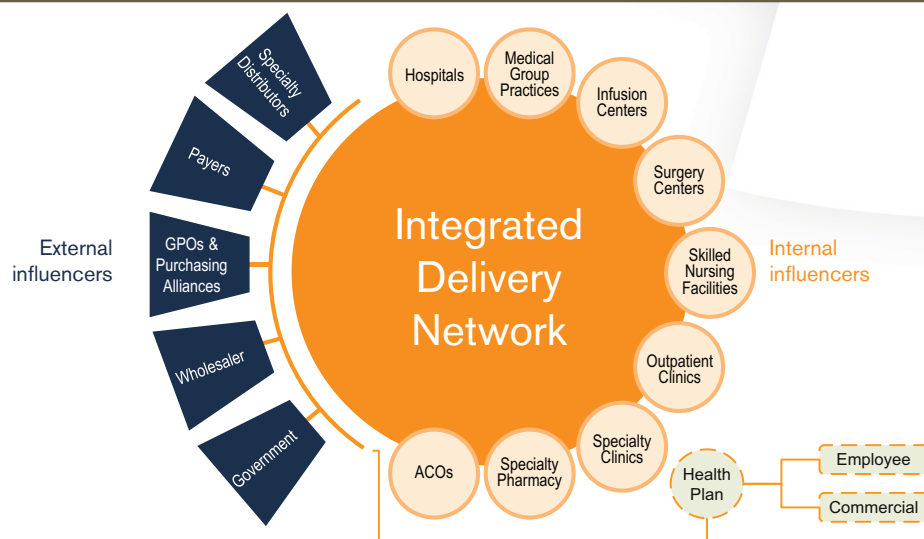
# IDN Profiles

**IDN Profiles** provides insight on the size, structure, and business strategies of the leading IDNs so you can develop business and account plans.

**IDN Profiles** answers your questions so you can develop business and account plans.

- Who are the leading IDNs?
- What are the organizational structure, payer mix, and strategic goals of each?
- How do the leading IDNs compare in terms of level of integration?

## Internal and External Influencers Drive Institutional Channel Complexities



**Pharmaceutical and biotech professionals use IDN Profiles to:**

**Prioritize** target accounts

**Analyze** the influence of individual IDNs

### Health System Profiles

#### Addresses these key questions:

- Who are the leading IDNs?
- What are the organizational structure, payer mix, and strategic goals of each?
- How do the leading IDNs compare in level of integration?

### 2019 Profile Targets

- Adventist Health
- Advocate Health Care
- Augusta University Health
- Banner Health
- Baptist Memorial Health Care Corp.
- BJC Healthcare
- Bon Secours Health System
- Atrium Health
- Central Maine HealthCare
- Cleveland Clinic
- Cleveland County Healthcare System
- Community Health Network
- Community Health Systems
- Covenant Health
- Duke University Health System
- Geisinger Health System
- Hackensack Meridian Health
- Health Management Associates
- Inova Health System
- Intermountain Healthcare
- IU Health
- Kettering Health Network
- Marshfield Clinic
- Mayo Clinic Health System
- McLeod Health
- MemorialCare
- Mercy
- Methodist Healthcare
- Michigan Medicine
- Mission Health
- Montefiore Medical Center
- Mount Sinai Health System
- NorthShore University HealthSystem
- Northwell Health
- OhioHealth
- Penn Medicine
- Presbyterian Healthcare Services
- ProMedica
- Saint Francis Health System
- Sanford Health
- Scripps Health
- Sharp HealthCare
- Spectrum Health
- St. Luke's Health System
- TriHealth
- Trinity Health
- University Hospitals Health System
- University of Colorado Health
- University of Pittsburgh Medical Center
- Yale New Haven Health System

NOTE: Subject to change depending on respondent participation.

### Clients receive:



**On-call access to our subject matter experts for your inquiries**



**Access to our client portal, customized for your organization**

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