

**HCIC SUCCESS STORY: Clinical Data Product Analysis**

**Phase I: Assess/Inventory Clinical Data Assets;**

**Phase II: Market Validation and Feasibility**

**Thomson Healthcare**

*(Thomson Healthcare acquired Solucient LLC)*



**Situation:**

Solucient is an information products company serving the healthcare industry. Solucient's mission is to improve the performance of their customer organizations through the provision of tools and essential insights to drive customer business growth, manage costs, and improve the quality of healthcare.

**Solution:**

During Phase I of this two-phased project, HCIC conducted an assessment of Solucient's data assets to determine what improvements should be considered to enhance the quality of their data collection. During Phase II, HCIC provided the necessary strategic and business consulting advise so that Solucient can enhance their overall service and product offerings via improvements in or redesign of business processes related to the timeliness of data collection efforts, internal consultative services, collaborative partnerships, and new market exploration. A comprehensive research report included:

- Overview of overall market, market size, revenue potential, and competition
- Identification and validation of suitable potential product opportunities for consideration for proof of concept projects
- Determination, validation and quantification of the potential opportunities for more refined performance impact (outcomes, effectiveness, cost)
- Determination of degree by which opportunity is supported by existing data assets
- Determination of need for outsourced web-accessible clinical repository exchange
- Determination of the potential value of UB92 Admin data combined with Emergency Room clinical data
- Determination and analysis of current needs identified by providers as seen by the custom studies sold and requested
- Determination and analysis of unmet needs that can be met, given access to additional clinical data sources.
- Possible requirements for partnerships with third-parties.