

IQVIA OneKey Data Supports in Investment Decision

Major consulting firm analyzes influence of IDNs in mental health field

Situation

A large, international consulting firm was performing an analysis which required comprehensive data on healthcare providers (HCPs) in the U.S. The firm had committed to a quick turnaround with its client and needed timely delivery of accurate data that could be trusted as the basis for major commercial decisions. The firm had a long-standing relationship with IQVIA and was confident that IQVIA would deliver as promised.



Challenge

A third party considering a major investment in the healthcare field had asked a leading consulting firm for help conducting its due diligence. As part of the process, the consulting firm was tasked with determining if any integrated delivery network (IDN) had disproportionate control over the universe of mental health providers within the U.S. To pursue its research, the consulting firm needed counts of the psychiatrists, psychologists, and psychiatry nurses in the U.S. between 2017-2020. It also needed to understand the affiliations between individual providers and health systems and how those connections were changing over the three-year period.

The consulting firm requested IQVIA deliver the data within two days.

Solution

Having shown the consulting firm samples of the type of data that could be pulled, the IQVIA team subsequently delivered flat data files electronically to the consulting firm in one day. The data extraction drew upon IQVIA's OneKey database, which contains reference data on over 10.7 million HCPs and 700,000 healthcare organizations, including the affiliations linking them together.

The consulting firm's analysis of the data file would not only show the counts of mental health professionals (psychiatrists, psychologists, and psychiatric nurses) by type of facility and location, but would reveal the parent-child hierarchies between providers and IDNs. With three years of data, the consultants could spot emerging trends in how those relationships were changing.



Results

On the basis of what IQVIA provided, the consulting firm was able to proceed with its analysis on behalf of the third party and make a sound recommendation on the investment under consideration, living up to its reputation as a trusted resource and business advisor. Ultimately, the third party was able to make its investment decision with confidence knowing that the underlying data for the analysis was reliable, complete, and accurate.