



## Integrated Health Systems

With the delivery of healthcare becoming more consolidated, decision making is now centralized within a group of powerful health systems that oversee large networks of hospitals, nursing homes, group practices and medical offices. These integrated health systems maintain significant control over their networks, including choices related to treatment plans, electronic health records adoption, sales-representative access to physicians and more.

SK&A has identified 801 integrated health systems with 4,190 C-level decision makers and 15,382 total corporate contacts including directors, administrators, purchasing managers, formulary directors, office managers and other personnel.

Use the [Integrated Health System Database](#) to:

- Determine the network reach of systems
- Map the geographic regions where the systems are operating
- Influence C-level decision makers in the systems
- Identify the physicians within the networks
- Meet your needs for localized sales and marketing strategies
- Know the rules related to sales-representative access or new product uptake

### Inside Integrated Health Systems' Networks\*

74,795	Medical Offices or Groups Owned or Managed by Integrated Health Systems
4,753	Hospitals Owned or Managed by Integrated Health Systems
1,304	Nursing Homes Owned or Managed by Integrated Health Systems

\*Telephone-verified every six months by SK&A's Research Centers

Example of an Integrated Health System's Network

