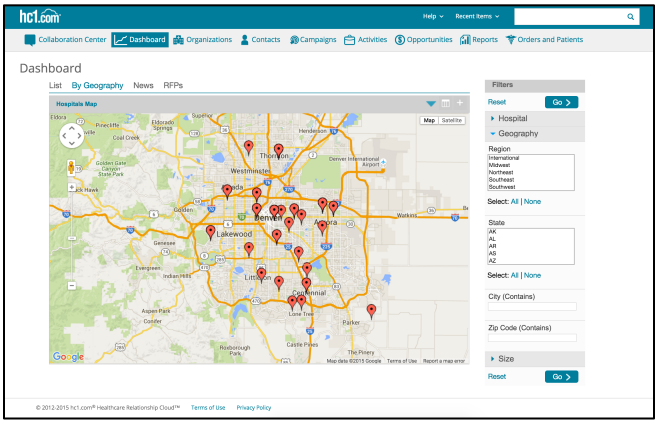
Real-Time Market Intelligence

Redefine sales with the Definitive Healthcare hc1 App

What do you get when you combine the real-time market intelligence of Definitive Healthcare with the collaboration and action capabilities of hc1? Superior sales processes and streamlined marketing workflows that offer views into national coverage of hospitals, health networks, physicians, and physician groups. In hc1, users now have access to:



Up-to-date leads

With leads from Definitive Healthcare fed into hc1's HIPAA-compliant platform, your sales team can follow up with all potential leads – at the right time. Executive contact information is provided for quick action and resolution. Users can also associate these leads to activities and opportunities in hc1, ushering in transparent and accountable workflows.

Industry-leading market insight

Definitive Healthcare provides news intelligence for hospitals, health systems, and physician groups worldwide, giving your sales team a rich cache of data from which to sort and grade leads and opportunities. News feeds that let you know of new hires and funding announcements and to-the-minute RFPs are available right in hc1.

Claims analytics

With detailed analytics into current and prospective accounts, sales managers can identify exactly where opportunities lie within existing business. Follow trends in ordering by CPT and claims made for both inpatient and outpatient lines of business.

Learn more about the Definitive Healthcare hc1 App at www.hc1Apps.com.