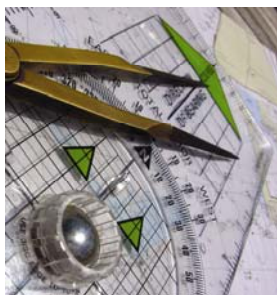


# DATABAY RESOURCES®

Cleaner Data. Clearer Decisions.

Navigate-MD

## Define Your Physician Demand with Navigate-MD



**Navigate-MD streamlines every aspect of the physician manpower planning process. From providing more options for examining supply data to incorporating a choice of demand ratios, Navigate-MD offers unsurpassed functionality for this purpose compared to any other software currently on the market.**

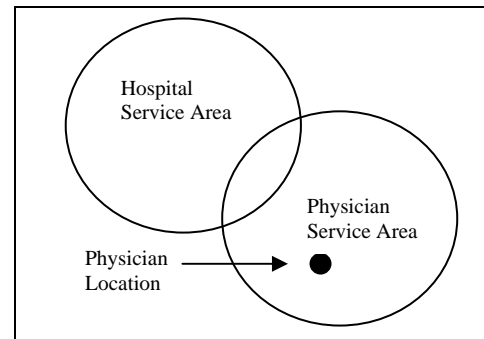
Navigate-MD employs proprietary methodologies to provide a unique solution to your physician recruitment needs:

- Physician supply data that includes physicians' full names and office addresses, hospital affiliations and board certification information.
- Supply data viewable by geography or by specialty.
- A tool to integrate internally-maintained supply lists for the most current information available.
- User-defined fields to house data necessary for customized physician recruitment efforts.
- Succession planning capabilities.
- Demand rates adjusted by region, gender and age for more accurate determination of community need.
- Annually updated supply and demand benchmarks and area demographics.
- Demand benchmarks by specialty and subspecialty to facilitate more precise recruiting decisions.

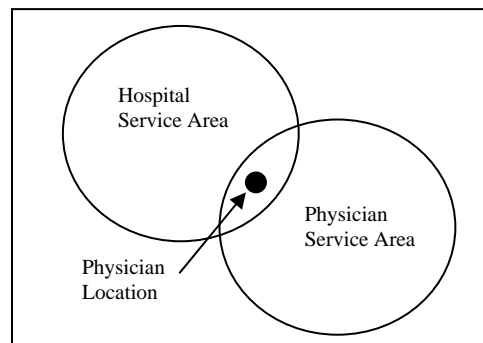
### Navigate-MD Offers Out-of-Area Methodology for Determining Physician Need

Until Navigate-MD, the only method of determining a physician's service area had been solely based on the ZIP code of the physician's practice location. This method is highly inaccurate because most physicians serve a much different area than what is defined by ZIP code divisions alone. Navigate-MD provides an efficient, precise solution.

Navigate-MD offers two adjustments for the true service area of a physician to most accurately determine community need. (See diagrams that follow.)



**Adjustment #1:** Physicians located *OUTSIDE* the facility's service area treat patients *WITHIN* the service area.



**Adjustment #2:** Physicians located *WITHIN* the facility's service area treat patients *OUTSIDE* the service area.

Use Navigate-MD as a standalone recruitment tool, or pair it with DataBay NavigateNet to report on your current complement of physicians. NavigateNet's physician reporting analyzes:

- Discharge trends by physicians at your facility as compared to others.
- Severity-adjusted outcomes of physicians and their practices.
- A practice's patient origin and market share.
- Patient types and demographics treated.
- Payor mix and average length of stay.

Demonstrations can be scheduled by calling 800-974-2627.

## **Cleaner Data. Clearer Decisions.**

DataBay Resources has established standards that data must meet before it is acceptable for use in our products and services. At DataBay, we understand it is necessary for our clients to have confidence in their decisions, based on data we provide.

Processes have been established to increase both data integrity and usability within our products, including:

- Inspections made on all new data releases to reveal any inconsistencies from prior releases.
- A combination of manual and automated reviews performed at every processing step.
- A multi-faceted testing process that every dataset must pass.
- A data warehouse built on solid data warehousing principles, providing data that is compatible for analysis across both type and source.
- Regular maintenance of provider and geographic files used to define the data.

Providing better data is our priority.

## **Application Support**

The DataBay Application Support Team consistently scores high on customer satisfaction surveys for the depth of their product knowledge, issue resolution, timeliness of response and courtesy. The team has multiple years of experience with DataBay Resources software tools, preparing them to address issues proficiently. By employing remote screen sharing technology, DataBay's Application Support Team pinpoints and resolves customer issues with increased efficiency. A toll-free line and unlimited support is provided to customers at no charge. The DataBay Resources Application Support Team can be reached at 800-974-2627 or [applicationsupport@ databayresources.com](mailto:applicationsupport@ databayresources.com).

## **About DataBay Resources**

With product expertise, quality data and knowledgeable staff members, DataBay Resources assists clients in elevating financial performance by offering technology and services that merge financial, physician and market data. DataBay Resources offers a customized, service-oriented approach that enables customers to understand their market and the competitive forces that influence profitability.

Products and services include:

- **A data warehouse** featuring multiple inpatient and ambulatory state databases, as well as emergency department and financial benchmarking datasets.
- **Data analysis and presentation capabilities** through Navigate and NavigateNet, tools that translate datasets into easy-to-use, logic-based reports, graphs, maps and other presentation formats.
- **Physician manpower planning** through Navigate-MD, which provides comprehensive physician supply data and calculates physician need by offering a choice of either proprietary benchmarks or a nationally-recognized demand ratio.
- **Detailed profit and loss analysis** through Navigate Profitability, which examines and benchmarks an organization's bottom line against a peer group, using MedPAR and individual hospital cost and reimbursement data.
- **Planning analysis and support** on projects for organizations that need to outsource on a singular or longitudinal basis.
- **Customized market, financial and clinical reports** and analysis.
- **Data conversion and editing capabilities** through DataBay Check, software that edits inpatient and ambulatory UB-92/UB-04 data and verifies valid entries in all fields required for submission to state data agencies.

For more information on the full range of solutions that DataBay Resources can offer, visit the DataBay Resources website at [www.databayresources.com](http://www.databayresources.com) and select the Products or Services tab at the top.

**DataBay Resources**  
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**800-974-2627**