ZENSIGHTS®

Seagen Data Supplier RFI

Clarify Health Solutions, Inc.

August 2022

3. Data Supplier Information

1. Company Legal Name

Clarify Health Solutions, Inc.

2. Year Founded

2015

3. Ownership Type

Private

4. Corporate Headquarters Address

75 Hawthorne Street 4th Floor, San Francisco, CA 94015

5. Major Operational Center Address (if unique from Corporate Headquarters)

N/A

6. Company Origin and Overall Mission

We are on a mission to power better care by optimizing every patient journey. We help payers, providers, and life sciences companies deliver better care, therapies, and outcomes by delivering the most actionable patient journey insights and value-based payments platform. With Clarify, healthcare organizations benefit from big data efficiencies and self-service, on-demand enterprise insights that light the path to higher-value care.

7. Organizational Structure (Appx # of FTEs, appx # FTEs working on US pharmaceutical data, data processing & analytics, divisions, etc.)

As of this response we have ~290 FTEs. Clarify is structured into three primary verticals: Life Science, Payer, and Provider. Our Life Science vertical consists of 35 dedicated individuals across such groups as Sales, Solutions, Implementation, Insight Services, Customer Success, and Customer Support. Life Science does share other FTEs across our ELT, platform, and administrative functions.

8.
Key Contact Information for the contracting process (name, title, direct office telephone number, mobile telephone number, email)

Matt Coupland, Account Director, +1 (416) 318-6583 matthew.coupland@clarifyhealth.com

9. What is your competitive advantage on patient claims data for Oncology and why should Seagen select your firm over others in your competitive market mix?

9. The foundation of the Clarify dataset is the patient-level aggregation of multiple data sources built on top of a claims database backbone that represents individual patient encounters with the healthcare system. Through the Datavant token we have linked together a patient's longitudinal journey through the US healthcare system regardless of whether they change payers or providers and even in cases where they cross over multiple data sources. These data sources include payer sources as well as traditional switch and clearinghouse entities. Additionally, Clarify is a Qualified Entity and VRDC Innovator with CMS with access to the full CMS QE dataset and the full Medicare FFS database.

As our dataset is comprised of both the medical (Mx) and prescription (Rx) claims we have the ability to track an Oncology patient longitudinally to understand their behavior from a diagnosis, procedure, treatment, and Healthcare Provider (HCP)/Healthcare Organization (HCO) perspective. Further, with access to the full CMS Medicare FFS data, we can provide a greater volume of 65+ patients who oftentimes make a significant percentage of certain oncological conditions. We enrich our information on HCPs and HCOs to understand their specialties, institutional affiliations, and parent/child institutional relationships. Lastly, we have enhanced our dataset with hundreds of social determinants of health (SDoH) metrics derived from multiple sources including credit and ad agencies which is appended to a patient's longitudinal history. In this way we are able to provide detailed insight into patients' clinical behavior while also identifying specific, pertinent demographic and social determinants of health data that includes, but is not limited to, such key parameters as race, ethnicity, income level, home ownership, etc..

4. Seagen Account Team/Change Management

10.
Profile the proposed Seagen Account Team, including

Executive Sponsor (name & location) and
Account Team, including day-to-day account lead (please provide a proposed Org Chart and tenure of each team member)

See attached PDF - Appendix A

(1) Dr. Ken Park, Maryland
(2) See attached for details: Matt Coupland, Jody Quint, Joe Brown, Andy Pangilinan

11. If applicable, upload file(s) to support answer to previous question here.

Clarify_Supplemental_for_Seagen_Analytics_RFI.pdf

12.
Using the background provided, describe the staffing structure you suggest would work best for Seagen. Please be specific regarding the structure you recommend.

How would you manage the day-to-day interactions with the Seagen office?
How do you manage the communication ensuring expectations are met?
What is the process for managing escalations on projects?

12(3) How would you manage the day-to-day interactions with the Seagen office?

Stage 1 - New opportunities: The Clarify Sales and Solutions Team will consult with the Seagen stakeholders to understand the business problem and scope, select the appropriate Clarify Solution, and manage the commercial and legal contracting process associated with a given a new project.

Stage 2 - Contracted project requiring implementation: The Clarify Implementation and CIS (Advanced Analytics) teams coordinate with the customer to set up project kickoff and implementation follow-up calls which help further build relationships between the Seagen and Clarify Teams. During early follow-up calls, the Informatics and CIS team will work closely with Seagen to align on informatics required per project and how metrics are defined (e.g., managing vs. prescribing HCP). In parallel to the informatics alignment process, the Implementation team will configure the software to meet Seagen's needs and ultimately provide training to Seagen end-users.

Stage 3 - Implemented project: There will be dedicated members of the Clarify Customer Success Team assigned to Seagen who will be responsible for managing the Seagen-Clarify on-going relationship and ensuring that the Seagen end-users are able to extract maximal value out of the software solutions. The customer success team will help answer and address any questions or issues with the Seagen-Clarify software environments. Additionally, the Clarify Customer Success Team will help drive Seagen user adoption by providing on-going training to new or current users, collaborate with Seagen's champions on how to expand usage across Seagen business units, and monitor and share utilization data with the Seagen team.

Question 12(2) How do you manage the communication ensuring expectations are met?
The Clarify Implementation and Customer Success Teams will respectively maintain open channels of communication before

and after software goes live to ensure Seagen's expectations are met. At the start of implementation, Clarify will facilitate a kickoff meeting and project alignment meetings to confirm Seagen data and metric specifications and agree on a project charter that will aim to define and confirm Seagen's expectations. Following these initial implementation meetings, Clarify will facilitate regularly scheduled check-in meetings with the Seagen client to ensure expectations are met throughout implementation. After the software goes live, the Clarify Customer Success Team will conduct reoccurring opportunity assessments and hold quarterly business reviews with the Seagen client to ensure Seagen is realizing maximal value from the Clarify software solutions and expectations are met.

Question 12(3) What is the process for managing escalations on projects?
Step 1: Incident log/resolution: Pre-determined Seagen technical stakeholder will report the incidence to Clarify using a detailed description and defined priority level (e.g., Most severe, severe, less severe, not severe). Upon receiving notification of the Incident, Clarify will acknowledge receipt of notice of the Incident and verify that all required information has been provided and verify the Priority level of the Problem. If any information is missing, the Incident will be assigned back to Customer requesting completion of the required information. Once the incident is logged and understood by both parties, Clarify will work to resolve the incident in a timely fashion.

Step 2: Escalation: If at any time the Seagen Customer believes that Clarify is not working to resolve an Incident with the urgency required, the customer may escalate the matter in accordance with a predefined Escalation Matrix for resolution provided within the service line agreement of an executed project. For escalations, the Seagen technical stakeholder will report the incident using the appropriate reporting medium as described in the Escalation Matrix which provides details on Clarify contact information, escalation resolution timing, and procedures.

13.
Please provide an outline of the team members you would assign to Seagen and their roles:

Sales Leads/BD Leads
Service Leads
Consultants
Subject Matter Experts
Etc.

a) Sales Leads/BD Leads
- Matt Coupland, Account Director, Life Sciences
- Bobby Sharma, VP Sales, Life Sciences

b) Solutions - LS Subject Matter Experts
- Jody Quint, Executive Director, Life Sciences
- Joe Brown, Director, Life Sciences Solutions
- Andy Pangilinan, Sr. Manager, Life Sciences Solutions

c) Implementation Team
- Nick Sze, VP, Implementation
- Colin Taggart, Director, Implementation
- Tay-Shaun Lawrence, Associate, Implementation

d) Clinical Informatics & Data Analytics Support
- Sapna Prasad, Sr. Director, Clarify Insight Services
- Katharine Steiner, Director, Clinical Informatics
- Meghan McDevitt, Director, Data Analytics
- Cera Cantu, Sr Associate, Data Analytics
- Syed Ali, Sr. Associate, Data Analytics

e) Customer Success Leads
- John Oh, Chief Customer Officer
- John Barzydlo, VP, Customer Success
- Alina Yarova, Director, Customer Success, Life Sciences

f) Executive Sponsorship
- Ken Park MD, GM & SVP, Life Sciences

14. Seagen personnel would like to interview candidates proposed for the day-to-day lead role for their business either via Video or by direct visit. Is this possible?

Yes

15.
Implementation Business Rules and Timeline – please provide a detailed implementation plan and timeline from contract award to launch readiness that will include all brands (Adcetris, Padcev, Tinvak, Tuysa). For each of the activities in the implementation plan, please identify the responsible party within your company and required resources from Seagen in terms of function/role and level of involvement.

***Note: you may upload supporting files in following question.**

See attached - Appendix B

16. If applicable, upload file(s) to support answer to previous question here.

Clarify_Supplemental_for_Seagen_Analytics_RFI.pdf

17. What type of offerings are included in the data cost to support one-time change management of switching patient claims data? Example offerings can include consulting, report testing, business rules, support, training, communication and coordination, etc.

Switching patient claims data from one source to another can entail differing levels of change management across organizations. Clarify brings dedicated Solutions, Clinical Insights, Implementation, and Customer Support Teams who will be directly involved at each step of the engagement with the appropriate Seagen Teams. Our goal is to ensure seamless transition, integration, reporting, and insights generation with each Seagen user. This includes transition planning, program management, use case-based training, best practices and answering key business questions.

To the extent that full operational transition planning is required, Clarify would plan on an overlapping period with the legacy system being maintained while the new system is onboarded as consistent with industry best practices. While Clarify endeavors for every platform launch to go seamlessly, we recognize that operations may require that legacy systems be available as a backup both during the training/onboarding period and in the event of unforeseen bugs or implementation changes. Clarify would provide additional program management for the transition, working in conjunction with Seagen's internal resources.

5. Oncology Patient Data

18.
Please fill out and upload the workbook, titled "Oncology Patient Data Tables" that was included with the email sent to you with the link to this questionnaire. Specific ICD codes are provided in the spreadsheet/Excel file titled "Seagen ICD CPT Codes"

Oncology_Patient_Data_Tables_-_Clarify_Health_Solutions_Counts_2022-08-16_FINAL_Shared.xlsx

19.
Please describe your Longitudinal Patient/Claims and lab data offerings.

Does it include diagnosis codes (ICD-10)?
Provide physician-level data with unique ID?
Is data aggregated at the HCP level?

Clarify generates longitudinal patient insights utilizing claims data, which details an individual patient's billable diagnoses, procedures (e.g., diagnostic, lab tests, surgeries, etc.), treatments, and outcomes (e.g., hospitalization, death, etc.). Depending on the Clarify solution utilized and scoped configuration, Seagen will have the ability to view patient aggregated data at the individual, unique HCP-level and access HCP data including contact information (e.g., email, phone number), industry relationships, treatment/procedure history, and referral patterns. These insights are delivered through Clarify's Life Science

software solutions as noted below:
1. Clarify Trials focuses on clinical trial recruitment at the site and PI level
2. Clarify Journeys focuses on patient journey insights based on unique Dx, Px, Tx, and HCP specialty criteria. Insight is reported at various key points and milestones of the patients journey
3. Clarify Segments focuses on HCP segmentation for a specific disease area based on unique patient and HCP behavior
4. Clarify Access focuses on the impact of patient and HCP behavior based on formulary considerations at the Payer level

20. Provide data delivery options, available frequency options (daily, weekly, monthly etc.) and data lags by claims type (Rx and Mx). Please provide data maturity curves specific to Seagen product basket.

***Note: you may upload data matury curves in following question.**

Seagen users will receive access to the subcribed Clarify Solution (e.g., Clarify Access, Clarify Segments, Clarify Journeys) which is accessed using a web-browser (e.g., Google Chrome, Apple Safari, etc.). Once a user is logged in, the user can view insights generated from Clarify data and can export PDFs of the visuals and Excel Spreadsheets of specified aggregated data tables. The insights are refreshed as new data is received and processed by Clarify.

The refresh frequency in Clarify's software environments is a standard quarterly refresh. If the use case requires it, monthly refreshes are possible. Ultimately data refreshes are based on the data source but monthly and quarterly are standard for both Mx and Rx data. Part D data and Medicaid data from CMS are refreshed yearly. Parts A and B are refreshed quarterly. CMS currently provides monthly data feeds of Medicare Parts A, B and D data through a COVID Impact DUA.

21. Please upload data maturity files here.

22.
Describe your overall coverage and quality of experience in patient data in oncology data?

What is the availability of oral and infused oncology therapy data?
What restrictions (if any) do you have in the oncology market data

Clarify's claims database contains insight into over 300M patient journeys. This database is comprised of both medical (Mx) and prescription (Rx) claims as well as HCP insight. As all of our solutions are based off a patient's journey, Clarify is ideally positioned to provide deep, meaningful, actionable insights in the oncology space where these journeys are oftentimes very complex and lengthy.

Clarify has a comprehensive set of payer complete and longitudinal claims data for oncology patients. In 2021, we had over 31M oncology patients in our database (commercial and Medicare FFS). Given our extensive commercial claims coverage as well as 100% access to Medicare FFS patients, Clarify has a comprehensive foundation to address oncology-related business question. Moreover, Clarify has worked across oncology indications and has a robust library of analytic methods to classify Oncology patient cohorts, therapy, and disease progression.

There are no restrictions or limitations on our data from an insights perspective. The types of data available includes:
1. Diagnosis (Dx) comprised of ICD-10 codes
2. Procedures (Px) including HCPCS codes, J-codes (ideal for infused/injected products that have a specific J-code assigned), tests, etc.
3. Treatments (Tx) at the NDC level through Rx claims. This is especially critical for treatments that are not infused/injected (i.e. no assigned J-code) or not chemotherapy or I/O specific (e.g. Zofran/ondansetron). In the Medicare space we have excellent coverage of both oral and infusion based cancer treatments (chemotherapy, immunotherapy, etc.). In the commercial space we have excellent infusion based claims coverage, but gaps exist in the oral oncology space as these drugs are often direct shipped from a specialty pharmacy. When oral oncology drugs are filled at a local pharmacy, those would be seen in our data at a high rate as our pharmacy coverage is otherwise very comprehensive. The general industry trend for commercial oral oncology drugs though is to direct ship to patients from a PBM owned specialty pharmacy.
4. HCPs at multiple points of the patients journey including referrals; these can be reported at the individual NPI level
5. HCOs at multiple points of the patient journey and also reported at the NPI level

23.
Do you offer subscription services powered by Longitudinal Patient/Claims data? If so, please explain.

What is the source of the patient claims data?
What is the period (duration) of claims?
How frequently is the data updated?

Clarify is specifically focused on subscription and ad-hoc, analytical services to provide insights from our longitudinal patient level data driven by claims. The data lake underlying our web-based solutions is comprised of numerous data sources, including switches, clearinghouses, and payer level data. We are also a Qualified Entity (QE) with CMS and have access to the full spectrum of both Medicare and Medicaid patient data.

We generally report insights back to 2018 with the ability to go further back if required. Data receipt from each supplier is unique, with updates for each solution determined based on need and scope (generally monthly or quarterly).

Our Life Science Solutions include:
1. Clarify Trials focuses on clinical trial recruitment at the site and PI level
2. Clarify Journeys focuses on patient journey insights based on unique Dx, Px, Tx, and HCP specialty criteria. Insight is reported at various key points and milestones of the patient's journey
3. Clarify Segments focuses on HCP segmentation for a specific disease area based on unique patient and HCP behavior
4. Clarify Access focuses on the impact of patient and HCP behavior based on formulary considerations at the Payer level

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24.
What is the data access structure for your data sets?

Are there any issues or restrictions for snowflake?
Provide complete data dictionary for your datasets

Clarify's data are accessed online via custom URLs through our proprietary solutions as described in question 23. Due to regulatory, compliance, and data usage agreements, the data are not accessible directly except at an aggregated level through our solutions. Therefore, our insights cannot be accessed through databases such Snowflake, Databricks, etc.

As we better understand your requirements, we will provide detailed, specific data dictionaries during development. Attached is an example data dictionary with example data variables.

25.
What is your level of CMS patient data integration and capture for oncology products?

Do you have FFS and Managed CMS claims data?

Yes, Clarify is a Qualified Entity which enables Clarify to query both Medicare/Medicaid Data. Clarify also maintains multiple VRDC Innovator seats.

Yes, Clarify has access to both FFS and Managed CMS claims data.

26.
What lab data do you have for oncology patients?

What types of tests and attributes are available in the lab data? Please provide data dictionary for lab data.
Is lab data integrated with claims data having a common IDs for patients, HCPs, and payer dimensions?
What is the frequency and source of lab data?

Through the medical claims (Mx) we received we are able to identify for each patient the procedures they have had performed, including lab tests, genetic tests, device implantation, and surgeries.

There are no limits or restrictions on the tests that we will see performed on a patient so long as they have been submitted to the patient's insurance via a claim. However, our database does not account for lab tests results but there are two ways to discern outcomes:

1. Partner with a lab testing company such as Quest or Lab Corp to receive the results for selected patients on as needed cadence based on agreed upon scope
2. Through a patient's continuum of care post the test look for specific signals such as treatments, procedures, or diagnosis that allows for inference of the test results

We have worked through both of these scenarios with customers with a high level of success. Note that test results from a lab are limited to those patients where their test was processed by that lab which is an industry standard.

Finally, through utilization of the Datavant tokenization process we are able to ensure we match with a high level of accuracy a patient to their test results should this be done with disparate datasets. From the submitted claim we are also able to identify associated HCPs as well as the Payer type.

27.
How do you quality-check your data for accuracy?

Please specify any procedures that you have in place to catch and correct issues prior to data going to clients? How do you ensure the highest quality data that can be trusted; and if an issue is found by a client, how is this handled?

Clarify has 13 patents and 3 pending patent applications, all using AI/ML to normalize, harmonize, and interpret data into meaningful clinical events. In addition to these industry-leading technologies, Clarify further applies clinical expertise and informatics processes to ensure the quality of the data for clients.

Prior to mapping any data sets to Clarify's abstract schema, or processing as part of a pipeline, both manual and automated QA and validation checks are run on the raw data to check for any data anomalies. Once the data are processed and part of Clarify's offerings, manual and automated checks are run with multiple check points. Some of the triggers for these checks are: when there is new data in the pipeline (e.g., new quarter of data), any time there are code changes and/or a new build is released, and/or if a bug is identified and new code is required. Similarly, customer specific environments undergo data accuracy checks once the customer-specific data set is created, and prior to a customer-environment being released to the customer.

28.
What changes have you made to your data supplier network in the last 1 year? Can you provide estimate changes to the data volume based on the recent changes (e.g.: % new vs recurring each year). Please share examples of Oncology related data supplier disruptions in the last 1 year.

Our data supplier network from an attrition perspective has been exceptionally stable since our founding due to multi-year agreements. Additionally, we multi-source our data to minimize the risk of disruptions to our products and services. We continually seek out new data suppliers as well as expansion of existing data agreements to supplement our already robust database of over 300M lives.

Although patient trends have obviously fluctuated during the COVID-19 pandemic, we have not had any Oncology data disruptions in the past year.

29. How are changes to your data suppliers managed and communicated with pharma manufacturers? Please provide examples of Oncology related data supplier change communicated to the customers in the last 1 year.

As referenced above our database is quite stable with no major data supplier interruptions since our founding. This includes holding our suppliers accountable based on contracted SLAs for delivery of their data. We have not had any changes in our data suppliers related to Oncology in past 1 year, and thus have not had any communications to our customers on that topic in the past 1 year.

One of the benefits of having multiple data sources and a single tokenization process through Datavant is that we are able to identify and track patients across these sources. Therefore, in the unlikely event that a data source experiences a disruption we are confident of being able to continue to have insight into impacted patients from other data sources, thereby minimizing any major impact.

In the event of a data disruption, Clarify would notify our clients of the expected timing of the disruption and estimated likely impact (e.g., what fields, magnitude of impact, potential impact on intended business use) so that our clients can work with Clarify and plan accordingly.

30. Option to upload examples of Oncology-related data supplier change communications.

31. Can patient claims data be used for field triggers (based on diagnosis and/or Rx business rules)? If yes – provide key aspects on how your offerings are differentiated for field triggers (data lag, integration with CRM or reporting platform etc.)

Clarify does have clients who use our current solutions for field triggers based on a variety of rules including diagnosis and Rx-based business rules. Clarify's Trials and Segments solutions include specific patient criteria (e.g., newly diagnosed, newly treated) for prioritization of HCP targeting based on monthly refresh rates and built on industry-standard latency of 2-3 months claims latency.

32.
What socioeconomic and demographic data do you have including: race ethnicity, socioeconomic status, level of access to care by location, distance to advanced oncology sites?

What is the source of the data and how frequently is the data updated?
At what level can this data can be reported (HCP, Geo, National etc.)

Clarify's SDOH dataset includes over 400 variables which is updated monthly or yearly depending on variable. SDOH data insights are delivered at multiple levels (e.g., National, Territory, State, ZIP3, HCP/HCO). SDOH data examples include demographics (e.g., age, race/ethnicity, gender), patient SES (e.g., household income, employment, profession category), home ownership, marital status, lives with caretaker, automobile ownership, healthy behaviors (e.g., interest in exercising), etc.

Clarify does not share the names of its data sources due to NDA restrictions. SDOH data is sourced from both financial data and data aggregators.

33. Please provide us with your firm's position regarding use of data for publication:
Are there any considerations or restrictions regarding use of your data for publication or conference presentations?
Do you have examples you can provide of published studies and/or presentations using your data?
Have your data been used for regulatory and or HTA submissions? Please explain.

Clarify supports customers with clinically relevant analyses on adherence, disease incidence and prevalence, etc. that have been published in peer-reviewed journals. Clarify permits the use of aggregated data for publications/presentations.

Insights generated from Clarify data are utilized to support FDA requirements. Specifically, Clarify's data has been used to support ongoing reporting and monitoring needs to the FDA. Clarify's data has also been shared with the FDA to provide real-world evidence of the size of a population of interest.

Publications utilizing Clarify insights:
(1) Schilling PL, He J, Chen S, Placzek H, Bini S. Risk-Adjusted Cost Performance for 90-Day Total Knee Arthroplasty Episodes: Data and Methods for Comparing U.S. Hospitals Nationwide. J Bone Joint Surg Am. 2020 Jun 3;102(11):971-982. doi: 10.2106/JBJS.19.01017. PMID: 32251141.
(2) Roy A, Peterson A, Marchant N, Alvir J, Bhambri R, Lynn J, Benjumea D, Prasad S, O'Brien A, Chen Y, Kemner J, Parasuraman B. Baseline Characteristics and Secondary Medication Adherence Patterns Among Patients Receiving Tafamidis Prescriptions: A Retrospective Analysis Using a National Specialty Pharmacy Dispensing Database. Patient Prefer Adherence. 2022 Apr 29;16:1115-1129. doi: 10.2147/PPA.S352332. PMID: 35517043; PMCID: PMC9064174.
(3) Bourque JM, Schepart A, Bhambri R, Castaño A, O'Brien A, Chen Y, Prasad S, Roy A, Grodin JL. Temporal Trends in Diagnostic Testing Patterns for Wild-Type Transthyretin Amyloid Cardiomyopathy in the Medicare Fee-for-Service Population. Am J Cardiol. 2022 Mar 15;167:98-103. doi: 10.1016/j.amjcard.2021.11.048. Epub 2022 Jan 10. PMID: 35022130.

34. If applicable, upload file(s) to support answer to previous question here.

6. Data Evolution

35. How are you evolving your patient data strategy and strategic focus based on your knowledge of your clients' needs?

Clarify continually evaluates its clients' and market needs against available data. Clarify is continuing to invest in bringing in additional data sources and types of data including -omics, online behavior, formulary data, clinical trial data, chargemaster data, incremental lab and EMR data across multiple therapeutic areas, and ingestion of data directly from clients.

36. How are you addressing the evolving healthcare landscape and what information and data does your organization see as most important to help your clients answer their most challenging questions?

The healthcare landscape has always sought to better understand the clinical aspects of medical science at the same time as it has sought to illuminate the business-related behaviors of stakeholders across the industry. While this core objective has remained unchanged, the level of granularity and the data required to understand these truths has grown with the sophistication of the specific questions that the industry has asked.

Clarify focuses on core business use cases that our clients seek to address and then works back from there to identify the analytics necessary and the data required. In Oncology, specifically, the largest challenges are getting more granular understanding of what happens within the inpatient hospital setting and getting meaningful sample sizes with -omics data (e.g., genetic variants, gene expression (transcriptomics)). Clarify is working to bring in increasing hospital data both through licensing as well as partnerships. Regarding -omics data, the biggest barrier has been the level of genetic testing adoption in clinical practice, particularly for therapeutics that are still under development. While Clarify is unable to directly accelerate that pace at which transcriptomics or genetic testing is used in clinical care, we have lab partnerships that allow us to bring in data on an ad hoc basis for clients.

37.
How are you pipelining new data and opportunities or partnerships? What are the areas that your organization is prioritizing for future product offerings and services?

Clarify simultaneously prioritizes data sources that further enrich and strengthen existing products as well as data sources that enable new product development.

Within our existing product suite, Clarify focuses on hospital, lab (including -omics), and targeted EMR data to better understand patient journeys, physician behavior, and trial recruitment opportunities. Within clinical trials specifically, Clarify is prioritizing partnerships that jointly create more complete end-to-end solutions focused on patient recruitment.

As part of its future pipeline development, Clarify is exploring online behavior data and analytics given its relevance to both patients, providers, and other stakeholders.

7. Other Services

38. Do you offer Analytics Services around your or other's data offerings? If so, please explain.

Yes, the Clarify Insights Services (CIS) team can provide analytical services that complement the aforementioned Life Science software solutions. Previously, Clarify's clients have leveraged CIS services to conduct complex ad-hoc analyses that are not provided within clients' software environments.

For example, during implementation we will work with you directly to ensure we are in alignment with how each therapeutic area is defined for your products, all with a focus on how Clarify's data and solutions can best answer Seagen's oncology related business needs. Post implementation we will work with you directly on output, best practices, etc. as well as provide our perspective and feedback on how you can leverage additional assets to complement the insights generated by Clarify's solutions.

39.
Do you offer Consulting Services related to your oncology patient data offerings? If so, please explain.

How do you proactively offer ideas and perspectives based on your deep knowledge of your client's data that highlights actionable opportunities?

Clarify has, at times, offered Consulting Services to our clients in conjunction with our software offerings. On a routine basis, throughout the relationship, our clients have access to our various support Teams (Executive Sponsorship, Solutions, Clinical Insights, Implementation, Customer Support) to tap into Clarify's experience in realizing value, operationalizing insights, clinical expertise, and management of the delivery process (e.g., expectations, desired output, feasibility, and future needs). These Teams include clinicians, RNs, MDs, PhDs, SMEs, etc. that brings their background and experience to address specific oncology related requirements. This includes recommendations from us on how best to proceed, caveats, best practices, knowledge gained from past experiences, etc. Our Customer Success team flags insights from our software that may be particularly insightful or actionable to our clients as a routine course. Key is that we view any relationship as a partnership and will provide deep, extensive collaboration to ensure your success.

In selected circumstances, Clarify has provided dedicated Consulting Services in addition to our more standard client partnership to provide dedicated thought partnership on a variety of topics from market insights to change management to industry transformation.

40. Who do you view as your competitors for each of your product offerings?

Examples of key competitors for each of our solutions include:

1. Clarify Trials - Companies such as TriNetX and Medidata as well as CROs

2. Clarify Journeys - Companies such as IQVIA, Symphony, and Komodo. A key differentiator is our online, user-friendly interface for generating and diving into a patients journey that emphasizes deep insight, timely self-service, and cost efficiencies

3. Clarify Segments - Companies such as IQVIA, Symphony, and Komodo, as well as data providers such as DRG and Optum. Consulting agencies such as ZS and Axtria also provide these services as well

4. Clarify Access - Consulting agencies such as ZS and Axtria can tie together disparate datasets at the HCP and/or patient level along with formulary insights. To date Clarify is the only vendor in this space that offers an online, self-service, fully integrated solution

41. Do you offer Master Data Management services? Data validation services?

At this time we do not offer MDM or overarching data validation services. However should we incorporate external vendor-supplied or Seagen supplied data into our solutions we would conduct data validation services on these sources.

42. Do you offer data integration services? For instance, can your patient claims data integrate with other data providers like Lab, EHR, SPs etc. using standard patient tokens like Datavant?

Yes, Clarify utilizes the Datavant token system which enables Clarify to ingest and link clients and other data suppliers data to Clarify's datasets. This includes lab, EHR, SP, patient registry, patient advocacy, SDoH, etc. datasets.

43. What products and services do you provide that integrate various data sets for a more comprehensive understanding of markets?

Please see response to question 42 above

44. Do you offer staff augmentation services? Please describe your typical roles, pricing, and oversight.

Our role as a data solutions provider does not extend to staffing augmentation services. Note that we do provide direct support for our contracted solutions which is provided by our onshore Customer Success and Customer Support Teams.

45. What is your overall turnover rate for your staff augmentation roles, if you provide such roles? What is your average

tenure on the staff augmentation teams for each role?

N/A - Please see response to question 44 above

46.

Are any of your services offshore?

Do you offer an onshore alternative?
Do you have hybrid models?

N/A - Please see response to question 44 above

8. Pricing/Contracting

47. Can you meet a deadline for a contract signing of October 1, 2022?

Yes. Clarify is able to move at pace based on Seagen's requirements.

48. Are your terms flexible for each individual component of your services concerning contract length? (i.e., some stand-alone services can be contracted for 1 or 2 years, while others may be 3 years)

Individual components may be contracted for separately with separate terms and durations.

49. What out-clauses do you typically offer with contracts on data purchases?

Individual components may be contracted for separately with separate terms and durations.

50.

Are there any restrictions to the use of data that you sell to Pharmaceutical Manufacturers?

What is your policy around TPAs, and do you block any companies from entering into a TPA with you?
Are there any additional restrictions on reporting HCP level data to sales or medical teams?

Clarify is a software company and not a data reseller. Clarify does not impose restrictions on any of the insights visualized through its software. Clarify does not have any policies restricting or blocking Third Party Agreements for the use of the insights delivered through Clarify's software. Clarify does not have any additional restrictions on reporting HCP-level data to sales or medical teams. Clarify does follow any restrictions that its clients have based on the clients' own internal policies.

9. Compliance/Security

51. Please outline your HIPAA compliance protocols.

Clarify performs regular SOC2 and HITRUST certifications.

52. What is your policy concerning on-site work since COVID-19? What are your plans moving forward to allow for on-site work?

Clarify's offices have been open for in-person work following local guidelines. If travel to customer sites is required, Clarify's policies allow for that as well, following local and client guidelines.

53. What is your data continuity plan?

All of Clarify's systems are hosted using Amazon Web Services, utilizing Amazon's capabilities for backups, multi-region hosting of our platform, etc. As part of SOC2 / HITRUST we have audited data/business continuity plans in place

54.

Do you have disaster preparedness plans in place? Do you share the plans with clients?

Have you ever lost a client's data? What happened?

How would you demonstrate your ability to execute?

Clarify has disaster prepardedness plans in place as part of our HITRUST/SOC2 compliance, but do not share the details with clients. We have never lost any client's data. We perform annual disaster exercises, the most recent in July 2022 with Amazon facilitating.

55.
Security of IT/Data structure – please provide supporting documentation regarding your data center and how does your structure decrease risk for ____________?

IT structure
Data security & HIPAA / HITRUST Compliance and Certification
Back-up functionality
Operational % uptime
Back-up generator
Location of back-up data center
Internal Audit function

Clarify utilizes Amazon Web Services for all servers - no servers are on-site or otherwise hosted. Backups, uptime, any physical security or items such as generators or physical data center locations are managed by Amazon. Clarify only uses services from Amazon which are considered HIPAA compliant

56. If applicable, upload file(s) to support answer to previous question here.

Analytics RFI

Supplemental for

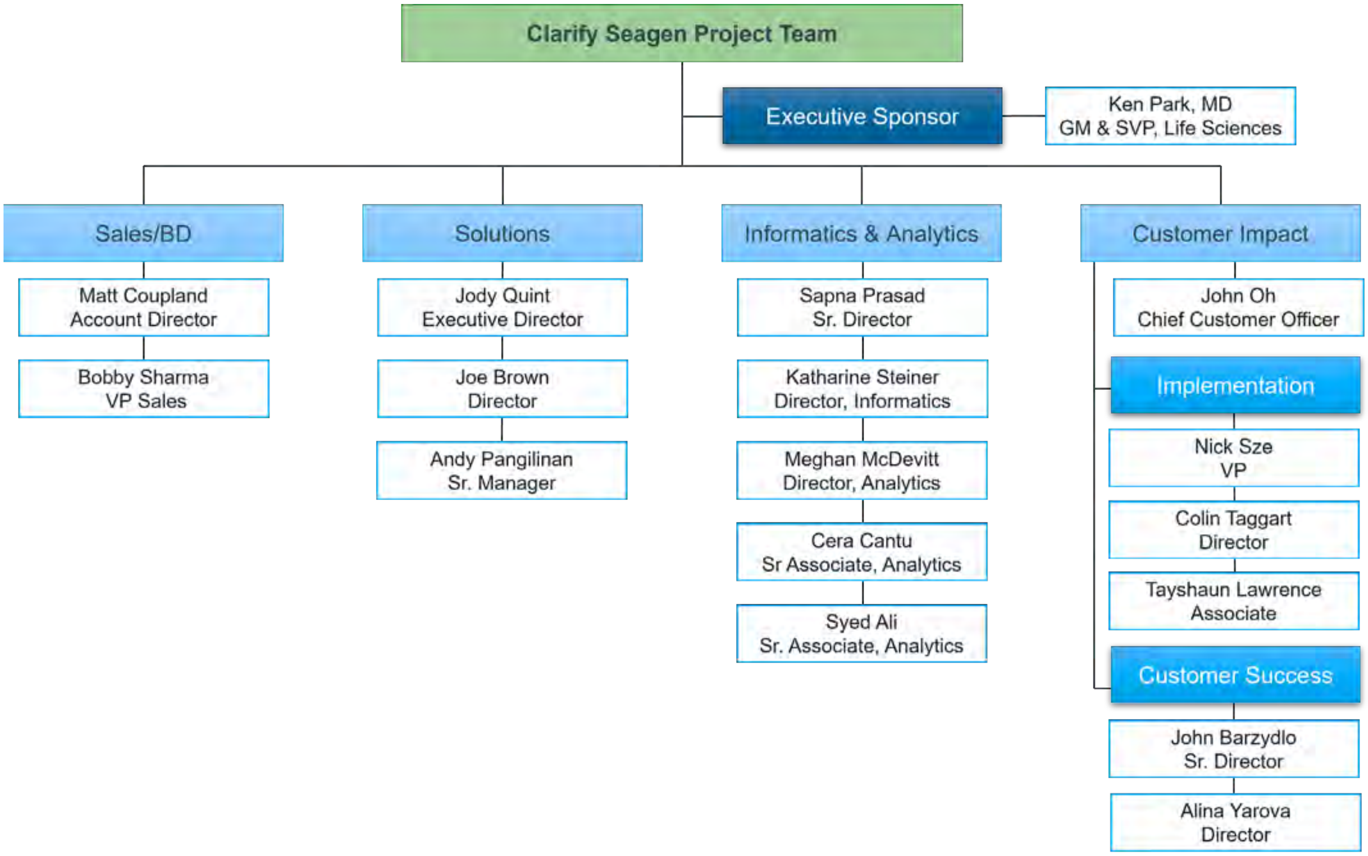
Seagen

August 16, 2022

Appendix A: Clarify Team Structure

ORGANIZATION CHART

Clarify's proposed team will take a comprehensive approach to serving Seagen.



KEY PROFILES

Executive Sponsor

Kenneth Park, MD – GM & SVP of Life Sciences (Tenure: 1-year)

Ken is an established leader with over 15 years of experience delivering innovative solutions and products that have shaped and driven the Life Sciences industry. As GM of the Life Sciences Solutions business, Ken brings his passion and expertise to help Clarify's customers discover novel insights quickly and efficiently for their most pressing issues. Prior to Clarify, Ken was VP of Offering Development at IQVIA for 6 years, building and delivering innovative Life Sciences solutions. He was previously the VP of Payer and Provider Solutions at Anthem. Ken pioneered the application of Real-World Evidence in the healthcare industry as an Associate Principal at McKinsey & Co. Ken holds an MD from University of Southern California, Keck School of Medicine, and an AB in Psychology from Harvard University.

Note: Dr. Ken Park is based in Maryland.

Life Sciences Team

Jody Quint – Executive Director, Clarify Life Sciences Solutions (Tenure: 6-months)

Jody is a clinical psychologist by training with over 20 years' work within the Life Science industry. Jody has previously held executive-level roles at leading healthcare data companies including IQVIA, Optum, and Truven Health. She has extensive professional experience leveraging claims, EMR, lab, and medical transcription data to help Life Science customers develop research studies, design solutions and products that address the industry's key business questions and lead her teams to develop some of the industry's leading product solutions. At Clarify, Jody serves as a Subject Matter Expert and leads the solutions team with the goal of understanding the unique challenges our Life Science customers face and then guiding and developing the strategies and solutions that will best address those needs. Jody holds a Master's degree in Clinical Psychology with concentrations in Substance Abuse and Health Psychology from the University of North Carolina at Wilmington.

Joe Brown –Director, Clarify Life Sciences Solutions (Tenure: 6-months)

For over 20 years Joe has worked with Life Science companies in a variety of roles, supporting their commercial efforts in addition to clin dev, RWE, marketing, and brand management. He has deep experience not only in transactional, patient, and claims level data but also consulting and analytics obtained by working for such companies as NDCHealth/Wolters Kluwer (Symphony), IMS (IQVIA), Axtria, Komodo Health, and IPM.ai. During his tenure in the industry, he has been able to directly observe and influence the evolution of data and analytics, all while helping companies with such initiatives as targeting and messaging, developing, and revising marketing plans, understanding patient and HCP behavior, forecasting and strategic planning, and conducting salesforce effectiveness engagements. With Clarify Health he brings these experiences and insights to the Life Science Solutions Team, helping customers understand the exceptional value and insight provided through the Clarify's custom claims-based solutions. Currently residing in Phoenix, Joe has deep midwest roots where he completed his BS Degree in Marketing from Kent State University in Ohio.

Andy Pangilinan, MPH – Sr. Manager, Clarify Life Science Solutions (Tenure: 1-year)

Andy is an epidemiologist by training and is Senior Manager on the Clarify Life Science Solutions Team. At Clarify, Andy assists Life Science Customers assess business problems and identify associated objectives in order to define project specifications and configure a software solution. Prior to joining Clarify, Andy was a consultant at IQVIA on the Applied Real World Evidence Solutions Team to design global and US-based RWE studies, source RWD, and develop customer strategies to utilize RWD. Additionally, Andy previously held a position at Memorial Sloan Kettering Cancer Center on a microsimulation modelling team within the Epidemiology and Biostatistical Team that was responsible for developing models in order to inform USPSTF and American Cancer Society Colorectal Cancer Screening and Treatment guidelines. Andy holds an MPH in Epidemiology from the Columbia University Mailman School of Public Health and a BA in Psychology & Biology from the University of Miami.

Customer Impact Team

John Oh – SVP, Customer Impact (Tenure: 3-years)

John is on a mission to deliver the best customer experience in the industry for Clarify's customers. He oversees a world-class team of delivery managers, implementation specialists, and account managers who provide onsite and remote project management, configuration, integration, and training services across Clarify's Payer, Provider, and Life Sciences segments.

Prior to Clarify, John led global business development, customer success, and professional services teams at various Silicon Valley technology startups, including Practice Fusion and Airware. Throughout his career, he has served as a trusted advisor to Fortune 500 and Global 2000 companies, specifically helping them innovate and digitize their businesses with disruptive technologies.

John holds a Bachelor of Science in microbiology & molecular genetics from the University of California, Los Angeles and a Master of Public Health in behavioral sciences & health education from Emory University.

Sapna Prasad, PhD - Senior Director, Clarify Insights (Tenure: 3-years)

Sapna brings over 10 years of experience working with different healthcare organizations in pharmacoeconomic and biomedical research. At Clarify, Sapna leads the Clarify Insights team, with responsibility for delivering data-driven advanced analytics to Clarify's Payer, Provider and Life Sciences Customers. While at Clarify, Sapna has played an instrumental role as a subject matter expert in health economics and outcomes research and informatics, helping to grow the Life Sciences segment. Prior to Clarify, Sapna was the Pharmacoeconomic Specialist at Yale Cancer Center, focused on building out data-driven health economics and outcomes research program in oncology. Sapna was also a member of Optum's HEOR team focused on building economic models in support of regulatory submissions in the US and Canada. Sapna holds a PhD in Health Economics from the University of Texas School of Public Health, a MSc in Health, Community and Development from the London School of Economics, and a BA from Baylor University in Journalism and Biology.

Katharine Steiner, RN - Director of Clinical Informatics, Clarify Insights (Tenure: 8-months)

Katharine is a registered nurse, certified case manager, and is Director of Clinical Informatics on the Clarify Insights team. At Clarify, Katharine helps guide and assist our payer, provider and life science customers in unlocking value and insights from Clarify's software products and massive data lake. Katharine's health care career has spanned 13 years and multiple specialties. Prior to Clarify, Katharine worked as a consultant for Independence Blue Cross focusing on utilization trends and population health management and as a case and condition management subject matter expert. Earlier in her career Katharine excelled in direct patient care as a critical care nurse and care manager. Her experience on both the patient facing and business side of healthcare has been instrumental in her work at Clarify. In addition to her nursing certifications and licenses, Katharine holds a BSN from Gwynedd Mercy University and a MSN in Informatics from Thomas Jefferson University Hospital.

Nicholas Sze - Senior Director, Customer Impact – Implementation Lead (Tenure: 3-years)

Nick brings over 12 years of experience working with different healthcare organizations across areas spanning strategy, operations, implementation, and execution. At Clarify, Nick is the Implementation Lead of the Customer Impact team and leads the team responsible for implementation and product delivery across Clarify's customers and products. In his tenure at Clarify, Nick has played an instrumental role in building the CI team, establishing the processes and best practices that have led to dozens of successful customer implementations.

Prior to Clarify, Nick was a Vice President at Parthenon-EY, a strategy consultancy, with key areas focus on healthcare M&A, growth strategy, and commercial due diligence. In addition, Nick was a manager at Accenture Healthcare, where he was a technology consultant focused on business process redesign and project management of large-scale IT systems integration projects for healthcare payers and providers. Nick holds an MBA from MIT's Sloan School of Management and a BS degree from Northwestern University, with a dual-major in Industrial Engineering and Management Sciences as well as Economics.

Colin Taggart – Director, Life Science Implementation (Tenure: 8-months)

Colin has worked in the Pharma and Biotech space for 10 years, working with various tech and healthcare consulting firms organizations focusing on commercial analytics and strategy. His experience has focused on patient journey analytics, market access and launch strategy, HEOR, and HCP targeting / segmentation. At Clarify, Colin leads the Life Sciences Implementation team, with responsibility for managing client relationships throughout the implementation process, which involves delivering data-driven advanced analytics, patient journey and cohort assessment, and product configuration. At Clarify, Colin has worked closely with the Product and Platform teams to be the customer voice in design decisions, and with the Clarify Insights team to translate the clinical informatics process and insights into a product configuration tailored to meet customer analytic needs. Prior to Clarify, Colin worked on the Analytics Consulting team at Komodo Health where he led engagements focused on oncology and rare disease journey definitions, trial recruitment, HEOR studies and account segmentations. Previous to Komodo, Colin was a member of the Value and Access team at ZS Associates, where he focused on market access and contracting strategy, forecasting and sales alignment across therapy areas.

John Barzydlo – VP, Customer Success Lead (Tenure: 3-years)

John brings over a decade of experience working with Providers, Payers and Life Sciences organizations to reduce overall cost of care and improve patient outcomes. At Clarify, John is the Lead of the Customer Success team and is responsible for ensuring every customer is happy and receiving value out of their partnership. John designed the Customer Success function at Clarify with a specific focus on making Customer Success Managers an extension of our customer's teams. Through this model, Clarify has been able to showcase immense value to our customers using the Clarify Platform.

Prior to joining Clarify, John was a Director at Optum/Advisory Board Company where he managed multiple teams focused on revenue cycle operations, clinical quality improvement, cost reduction, and population health. In this work, John led teams focused on ensuring customers were able to successfully navigate the ever-changing healthcare landscape through the use of data. John has a BS degree from The University of Pittsburgh with majors in Marketing, International Business, and Health Information Management.

Alina Yarova – Director, Customer Success (Tenure 1-year and 4-months)

Alina brings over a decade of experience spanning strategy and execution in healthcare, with a focus within life sciences. At Clarify, Alina leads the Customer Success team for life sciences, with responsibility for ongoing value delivery and demonstrated return on investment for the segment. Prior to Clarify, Alina led strategy for key life sciences accounts at Komodo Health, working with medical affairs, commercial and clinical development teams. Prior to that, she was at GLG, building a membership-based leadership development community for senior executives.

Alina began her career in market research and management consulting. She holds an MPH from the Johns Hopkins Bloomberg School of Public Health and a BA in Psychology from McGill University.

Appendix B: Implementation Plan

OVERVIEW

In response to this RFI, Clarify is providing a high-level summary of what an implementation plan would resemble for Seagen in context of a single Clarify Software Solution environment configured for a specific Seagen product. Upon agreeing upon a project scope and executing a project, Clarify's clinical informatics team and implementation team (see attachment B) will work with Seagen's assigned team to address any questions and specifications needed to begin the configuration of the software environment. Once Clarify and Seagen have agreed upon the configuration (e.g., informatics, metrics), we estimate that a total of up to 8 weeks will be needed to complete the build-out and implement the software for Seagen. Implementation timing is dependent on client availability, clear definition of business use cases, indication, patient cohort inclusion/exclusion criteria, and informatics alignment. Upon implementation, Clarify will complete a training session for relevant Seagen employees who will be using and evaluating the software and will also provide ongoing support to Seagen throughout the project.

During the implementation period, we will conduct the following activities:

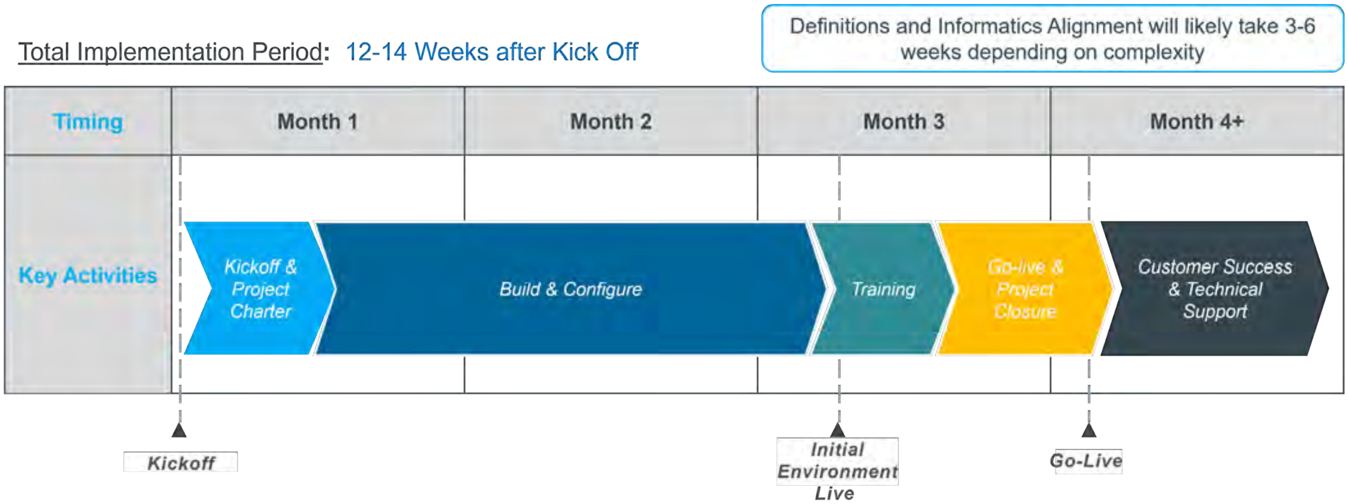
1. Project Kickoff with Key Stakeholders
2. Project Charter Alignment
3. Clinical Informatics Alignment
4. Environment stand-up and configuration
5. User Training
6. Software Go Live

KEY ACTIVITIES AND TIMELINE

Clarify Growth Software Implementation Plan Summary

	Project Kickoff	Creating Seagen's Software Environment	Setting Up Dashboards to Seagen's Needs	Enabling Users to Leverage Clarify's Platform
Activities	▪ Clarify to schedule project kickoff meeting designed to align on project scope/deliverables and timelines ▪ Seagen to define project steering committee and working group ▪ Clarify / Seagen to schedule working group meetings	▪ Seagen and Clarify to align on clinical informatics: diagnosis, procedural, and treatment codes of interest. ▪ Clarify to produce one-time report ▪ Clarify to configure software to ensure custom care groupings and patient attributes are being leveraged appropriately ▪ After alignment on informatics and fields of interest ▪ Seagen to sign off on project charter	▪ In collaboration with Seagen, Clarify will configure the software and visualizations to specific needs and metrics ▪ Clarify to host sessions with Seagen to collaboratively design the needed reports/dashboards ▪ Clarify to build all necessary dashboards	▪ Clarify to build out a comprehensive training plan tailored to specific use cases and users ▪ Seagen to provide Clarify with a list of users to be trained ▪ Clarify to share key terminology and methodology deck to ensure Seagen is aligned on all metrics and definitions ▪ Clarify to conduct live training for all required users
Deliverables	▪ Alignment on Project Teams ▪ Project team calendar invitations	▪ One-time report deliverable ▪ Stand up environment for Seagen ▪ Clinical informatics & patient cohort definition ▪ Project charter	▪ Seagen sign off on all on created dashboards ▪ List of all Seagen users who need software access	▪ Fully-live Growth site ▪ Completed project plan

Implementation Timeline

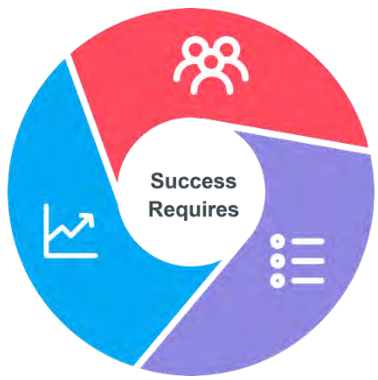


RECOMMENDED STRUCTURE FOR PROJECT TEAMS

	Responsibilities	Expected Meeting Cadence
STEERING COMMITTEE	• Oversee strategic direction of work • Review output of dashboards and analyses	• Monthly steering committee meetings throughout implementation period • After implementation, meetings will move to quarterly
WORKING GROUP	• Inform the development of spotlights and dashboards to meet Seagen's needs • Become platform super-users	• Weekly to bi-weekly throughout implementation period • After implementation, meetings will move to monthly or as needed depending on Seagen's needs
ADDITIONAL USERS	• Provide input on relevant subject areas • Comfort in using Clarify platform functions relevant to their roles	• Ad hoc calls as needed/users can join working group calls

INTEGRATING TEAMS FOR MUTUAL SUCCESS

Achieving successful results requires the right combination of people, process, and technology



	Seagen	Clarify
People	• Executive Sponsorship • Dedicated project team to support implementation and ongoing use of the platform • Ongoing alignment and participation from platform users and potential partners	• Dedicated Implementation and Customer Success teams • Executive leadership support • Product management support
Process	• Alignment with overall org strategy • Agreement on how to measure success and return on investment • Project team empowered to integrate insights into tangible actions for organization	• Understanding of Seagen's key business questions and needs • Alignment on how to measure success and return on investment
Technology	• Willingness to invest time to implement, QA, learn and use the software platform • Willingness to embrace new analytics solutions to drive meaningful change	• Technology platform delivers up-to-date, actionable insights that enable meaningful change • Willingness to make regular improvements to the platform

CLARIFY CUSTOMER SUCCESS OVERVIEW AND TIMELINE

The Clarify Customer Success Team will ensure Seagen will maximize the utility of the Seagen configured Clarify Health Software Solution environments post-implementation.

Following go-live, Customer Success will help you achieve maximum value from your Clarify partnership.

	SUCCEEDING AS PARTNERS	DRIVING ADOPTION	MAXIMIZING VALUE
WHAT WE DO	• Serve as an extension of the customer's staff • Provide a place for any questions/issues with the technology to be addressed	• Train new users • Collaborate on ways to expand usage across departments/business units • Monitor and share utilization data with the customer	• Conduct recurring opportunity assessments, identifying opportunities for improvement • Work hand in hand with customer staff to enable change
WHY WE ARE DIFFERENT	Decades of customer success experience in healthcare SaaS and technology	Helping hundreds of customers achieve up to a 400%+ increase in adoption across diverse SaaS offerings	Documented and tracked $100M+ in tangible return on investment

Question: Please provide the counts of patients by diagnosis in the table; please note that all time periods are 2-year/24-month time periods. Specific IDC codes are provided in spread sheet titled "Seagen ICD CPT Codes"

Patient Counts by Diagnosis										
	Unique Patients		Total Claims		Unique NPI		# Academic Institutions		# Community Institutions	
Category	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021	2018-2019	2020-2021
Lung Cancer	704,585	635,362	7,840,655	6,665,591	333,349	325,518	13,589	13,379	702,068	632,744
Metastatic Lung Cancer	281,106	252,287	2,637,632	2,301,692	171,648	170,637	6,338	6,276	280,160	251,391
Urothelial Cancer	557,738	525,299	4,577,771	4,247,205	221,435	223,875	5,535	5,842	556,864	524,376
Metastatic Urothelial Cancer	58,709	60,561	436,871	436,966	66,505	69,468	1,153	1,227	58,471	60,317
Cervical Cancer	84,135	76,286	689,161	616,483	74,901	73,857	1,697	1,527	83,676	75,854
Metastatic Cervical Cancer	17,807	18,409	134,733	134,636	26,117	27,946	328	387	17,739	18,330
Colorectal Cancer	818,452	757,986	8,871,034	7,912,520	327,678	327,070	11,666	11,306	756,557	816,954
Metastatic Colorectal Cancer	199,462	195,692	1,821,373	1,667,279	142,319	143,699	3,994	3,866	198,860	195,098
Hodgkin's Lymphoma	207,892	198,432	1,462,970	1,321,129	139,708	140,583	7,331	7,014	205,890	196,558
Breast Cancer	2,068,033	1,978,628	17,914,591	16,140,600	389,495	397,460	32,985	32,204	2,062,144	1,972,790
Metastatic Breast Cancer	294,496	294,303	2,810,453	2,629,211	149,507	156,018	5,864	6,059	293,414	293,169

All metastatic cancer counts must have a diagnosis for the primary cancer type (e.g., Metastatic Lung must have primary of lung)

Note 1: The Clarify RFI 'Seagen - Oncology Patient Data Tables' response utilizes Clarify's data assets including in-house CMS data which represents 95% of the CMS/Medicare patient population. In a full analysis, Clarify would leverage the VRDC data that would include 100% Medicare FFS data which is subject to CMS approval.

Question: Please provide patient counts by payer type; please note that all time periods are 2-year/24-month time periods. Does your payer data include plan data including: plan number, co-pay amount, allowed cost?

Patient Counts by Payer Type						
	Commercial	**Managed Medicare**	**Medicare**	**Managed Medicaid**	**Other**	**Total**
Category	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021	2020-2021
Metastatic Lung Cancer	67,891	24,347	48,138	23,133	178,477	341,986
Metastatic Urothelial Cancer	20,641	5,383	8,819	3,250	38,882	76,975
Metastatic Cervical Cancer	8,623	1,132	1,479	3,540	8,171	22,945
Metastatic Colorectal Cancer	94,963	14,709	26,436	18,617	101,297	256,022
Hodgkin's Lymphoma	111,678	11,656	16,298	21,926	79,589	241,147
Metastatic Breast Cancer	148,010	21,602	37,441	27,505	144,292	378,850

All metastatic cancer counts must have a diagnosis for the primary cancer type (e.g., Metastatic Lung must have primary of lung)

Yes or No: Payer date include:

Plan Number:	Yes, Clarify has plan number and plan type that can be used to segment patients. This capability is subject to data use agreements.
Co-pay Amount	Yes, completeness is dependent on therapeutic area. Further analysis recommended to provide estimate of data availability.
Allowed Cost	Yes, completeness is dependent on therapeutic area. Further analysis recommended to provide estimate of data availability.

Note 1: The Clarify RFI 'Seagen - Oncology Patient Data Tables' response utilizes Clarify's data assets including in-house CMS data which represents 95% of the CMS/Medicare patient population. In a full analysis, Clarify would leverage the VRDC data that would include 100% Medicare FFS data which is subject to CMS approval.

Question: Please provide patient counts by brand (see attached spreadsheet); please note that all time periods are 2-year/24-month time periods

Brand	2018-2019	2020-2021
Adcetris	9,060	9,582
Avastin	999,273	852,768
Bavencio	30	54
Blenrep	4	872
Enhertu	1	5,929
Herceptin	120,422	54,694
Herceptin_Hylecta	402	2,225
Herzuma	1	1,181
Kadcyla	13,933	20,833
Kanjinti	4,115	42,918
Keytruda	157,468	224,796
Lynparza	11,546	14,931
Nerlynx	4,095	2,779
Ogivri	7	8,543
Ontruzant	-	1,273
Opdivo	121,926	98,603
Padcev	-	3,903
Perjeta	56,688	53,332
Phesgo	-	1,948
Pomalyst	27,062	21,620
Revlimid	115,168	85,846
Rituxan	159,224	199,219
Rituxan_Hycela	9,540	14,283
Trazimera	-	10,327
Trodelvy	1	3,248
Tukysa	-	3,003

J3490*	8,754,379	8,812,407
J3590*	235,854	218,116
J8999**	22,363	19,739

* These codes were attributed to Bavencio but these codes are miscellaneous/unclassified drug codes

** Multiple products use this code so decided to bucket out these codes separately. Any rates for these products came from NDC code hits.

Note 1: The Clarify RFI 'Seagen - Oncology Patient Data Tables' response utilizes Clarify's data assets including in-house CMS data which represents 95% of the CMS/Medicare patient population. In a full analysis, Clarify would leverage the VRDC data that would include 100% Medicare FFS data which is subject to CMS approval.

Note 2: Analytics Team utilized the J9312 for Rituxan for time periods post-2018 due to J9310 being replaced 2019-current (update)

Note 3: The provided informatics table utilized 'J3490' and 'J3590' for Bavencio which are used to code 'miscellaneous drug' claims and is not specific to a Product/molecule. As such, the Clarify team utilized solely the NDC code to produce a Bavencio count an bucketed the ' J3490' and 'J3590' codes here.

Note 4: The provided informatics utilized J8999 for 'Lynparza', 'Pomalyst', 'Revlimid', 'Tukysa [Seagen]' products. J8999 is utilized for 'non-specific chemotherapy'. Therefore, the team utilized solely the NDC codes for the respective drugs and bucketed J8999 separately on this row.

Question: Please provide the counts of HER2 testing for mCRC and mBC patients (see attached spreadsheet); please note that all time periods are 2-year/24-month time periods

Table 4 Lab Testing - # Tests Ordered

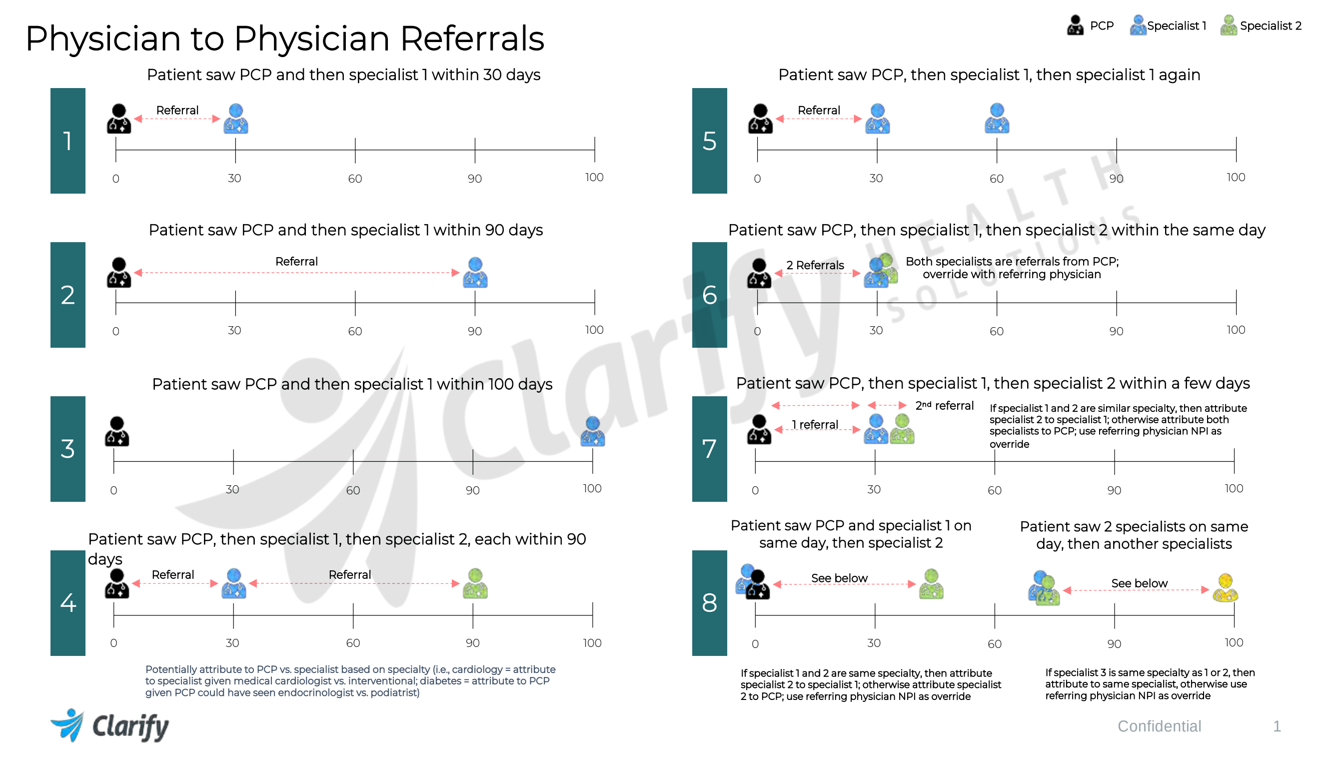
Test	2018-2019	2020-2021
HER2 testing for mCRC patients	421,414	383,375
HER2 testing for mBC Patients	875,325	761,675

Note 1: The Clarify RFI 'Seagen - Oncology Patient Data Tables' response utilizes Clarify's data assets including in-house CMS data which represents 95% of the CMS/Medicare patient population. In a full analysis, Clarify would leverage the VRDC data that would include 100% Medicare FFS data which is subject to CMS approval.

Note 5: Clarify Analytics & Informatics Team expected higher patient counts for mBC HER2 testing. Team hypothesizes since counts pertain to patients diagnosed with metastatic breast cancer the testing was conducted prior to being classified as metastatic. Clarify Informatics open to discussion to generate counts with further context if Seagen is receptive to this solution.

Data Dictionary - Example Data Variables

Category	Subcategory	Variables	Example response options
Patient	Demographics	Age	Standard age bands
		Gender	Male, Female, Other, Unknown
		Patient Race/ethnicity	Asian, Black/African, Hispanic, North American Native, Other, Unknown, and White
	Geography	Region/Territory	(as defined by client - e.g.,Northeast, West, South, etc.)
		State	e.g., CA, CT, TX, MO, etc.
		City	e.g., New York City, etc.
		County	e.g., Tarrant county
		3-zip	e.g., 902**, 112**
	Clinical factors	Therapies	(as defined by JCODE/GPI/NDC)
		Procedures/Diagnostics	(as defined by CPT/HCPCS)
		Comorbidities	(as defined by ICD-10)
	SDOH (standard)	Household Earnings	Standard earnings bands
		Highest education level	High school, GED, College, Graduate
		Housing Status	Owner, renter
		Employment Status	Employed, unemployed
		Marital Status	Married, single, unknown
		Automobile ownership	yes, no, unknown
Site	Site identifiers	Name of site	e.g., Mayo Clinic
		Site address	e.g., 123 Hospital Way, Chicago, IL,
		Type	Academic / Community / Federal / Other / NA
	Site metrics	Site opportunity score	**Options include:** a) Total Patient Volume (from all providers affiliated with the Site) b) Eligible Patient Volume (from all providers affiliated with the Site) c) Alternatively, this could be an average of all Opportunity Scores across all Providers affiliated with this Site **Additional metrics to choose from:** d) Total Patient Volume e) Eligible Patient Volume f) AMC Affiliation g) HCP Industry Experience (Consulting, Speaking, Grants, Hospitality) h) Inbound Referrals (commercial/VRDC differences) i) Preferred Patient Demographic Mix j) Other SDoH of patients
		Provider volume	#
		Total Patients	#
		Eligible patients	# (Determined by applied I/E criteria)
		Inbound referral volume	# (Number of eligible patients referred into sites with which providers are affiliated with)
Provider	Provider identifiers	Name of HCP	e.g., Dr. Jon Snow
		Affiliated site address	e.g., 123 Hospital Way, Chicago, IL
		NPI	##########
	Provider Contact Info (where available)	Email	e.g., xxxx@yyyy.com
		Phone	###-###-####
	Provider background	Primary Specialty	e.g., Cardiology, Endocrinology, Oncology, Radiology, etc.
		Provider groups	e.g., NJ Oncology Medical Group
		Affiliated Sites	e.g., NYU Langone, MD Anderson, etc.
		Affiliation breakdown	(% breakdown of affiliates sites by volume of patients that a given provider has)
		Medical school	e.g., Columbia University College of Physicians and Surgeons
	Provider metrics	Provider opportunity score	**Options include:** a) Total Patient Volume (from all providers affiliated with the Site) b) Eligible Patient Volume (from all providers affiliated with the Site) c) Alternatively, this could be an average of all Opportunity Scores across all Providers affiliated with this Site **Additional metrics to choose from:** d) Total Patient Volume e) Eligible Patient Volume f) AMC Affiliation g) HCP Industry Experience (Consulting, Speaking, Grants, Hospitality) h) Inbound Referrals (commercial/VRDC differences) i) Preferred Patient Demographic Mix j) Other SDoH of patients
		Total Patients	#
		Eligible patients	# (Determined by applied I/E criteria)
		Inbound provider volume	# (Number of eligible patients referred into sites with which providers are affiliated with)
		Inbound provider specialties	e.g., Primary care, Oncology
		Inbound provider names	e.g., Dr. Jon Snow
		Outbound provider volume	#
		Outbound provider names	e.g., Dr. Jon Snow
		Outbound provider specialties	e.g., Pathology, Radiology
		Industry relationships	$ (Sunshine Act disclosures for industry consulting, speaking, grant, hospitality)
		Top procedures	e.g., orchiectomy, colonoscopy, etc.
		Top comorbidities	e.g., diabetes, etc.
		Provider patient profile	Patient characteristics (e.g., Clinical, demographic, SDOH - see above)
Other	Entity	Region/Territory	(as defined by client - e.g.,Northeast, West, South, etc.)
		State	e.g., CA, CT, TX, MO, etc.
		City	e.g., New York City, etc.
		Patient Segments	(defined by customer; default segmentation based on patient race/ethnicity)
		Site	e.g., NYU Langone, MD Anderson, etc.



Physician to Physician Referrals
PCP
Specialist 1
Specialist 2
Patient saw PCP and then specialist 1 within 30 days
1
Referral
0
30
60
90
100
Patient saw PCP and then specialist 1 within 90 days
2
Referral
0
30
60
90
100
Patient saw PCP and then specialist 1 within 100 days
3
0
30
60
90
100
Patient saw PCP, then specialist 1, then specialist 2, each within 90 days
4
Referral
Referral
0
30
60
90
100
Potentially attribute to PCP vs. specialist based on specialty (i.e., cardiology = attribute to specialist given medical cardiologist vs. interventional; diabetes = attribute to PCP given PCP could have seen endocrinologist vs. podiatrist)
Patient saw PCP, then specialist 1, then specialist 1 again
5
Referral
0
30
60
90
100
Patient saw PCP, then specialist 1, then specialist 2 within the same day
6
2 Referrals
Both specialists are referrals from PCP; override with referring physician
0
30
60
90
100
Patient saw PCP, then specialist 1, then specialist 2 within a few days
7
1 referral
2nd referral
If specialist 1 and 2 are similar specialty, then attribute specialist 2 to specialist 1; otherwise attribute both specialists to PCP; use referring physician NPI as override
0
30
60
90
100
Patient saw PCP and specialist 1 on same day, then specialist 2
Patient saw 2 specialists on same day, then another specialists
8
See below
See below
0
30
60
90
100
If specialist 1 and 2 are same specialty, then attribute specialist 2 to specialist 1; otherwise attribute specialist 2 to PCP; use referring physician NPI as override
If specialist 3 is same specialty as 1 or 2, then attribute to same specialist, otherwise use referring physician NPI as override
Clarify
Confidential
1