

Clinical Innovators Council

What is it?

The Clinical Innovators Council elevates life science companies' commercial performance through customer and market intelligence reports, dynamic cross-industry conferences, analytical and forecasting support, direct access to industry experts, and ready-to-go educational resources to better understand their provider customers.

~90

The number of Clinical Innovators Council members we currently serve

What to Listen For

Sales transformation; pharmaceutical; medical technology; biotech; imaging; biopharmaceuticals, pharma, supply chain management, supply cost reform; clinical quality

The Details

Launch Date: 1992

Average Cost: \$55,000

Audience:

Medical Technology, Biotech, and Pharmaceutical companies

What is Unique?

- Specific research for the medical technologies and pharmaceutical industries
- Data tools and resources that provide insights into service line growth, hospital performance, and local market conditions.
- Offers a suite of insight-driven reports and usable tools to help guide our members' commercial decisions and elevate relationships with health system customers.

How to Start the Conversation

- How do you gain insight into your customers' strategic priorities? What tools do you currently use to do this?
- How do your sales teams prepare for selling to hospitals and health systems? Where do they have knowledge gaps?
- Do you need hospital financial trends or the latest trends in hospital-physician alignment?
- Do you need to better understand the shifting provider landscape and the movement toward population health management?

Related Products

Oncology Roundtable, Cardiovascular Roundtable, Imaging Performance Partnership, Pharmacy Executive Forum, Health Care Advisory Board, Service Line Strategy Advisor