

**THE HOSPITAL ANTICOAGULANT MARKET GUIDE US**

Arlington Medical Resources, LLC. is pleased to announce the introduction of The Hospital Anticoagulant Market Guide (US). In this audit, patient level data is captured from 8,000+ anticoagulant patient records from a representative sample of 250+ U.S. acute care hospitals. The Hospital Anticoagulant Market Guide is syndicated market research designed to directly compare anticoagulant use across a comprehensive list of all 50+ indications including acute coronary syndrome, atrial fibrillation, medical prophylaxis, surgical prophylaxis, and treatment of an established thromboembolism. Through an in-depth review of specific patient charts, details such as product initiation, switching, concomitant use of antiplatelets, location of administration, patient and therapy flow, and patient demographic variables help define patient types.

**SAMPLE FRAME AND METHODOLOGY**

250+ hospital pharmacists from acute care hospitals complete patient audits for patients receiving an anticoagulant during this hospital stay. This sample of patient records is projected to the national level for each country.

To qualify for participation, respondents must meet the following criteria:

- Must be able to record the information relating to all the anticoagulants administered during this hospitalization.

Each patient record meets the following criteria:

- Discharged during the study period
- Received at least one dose of an anticoagulant during the hospitalization

HIPPA certification pending

**PRODUCT COVERAGE**

Pradaxa, Arixtra, Argatroban, hirudins, low molecular weight heparins, unfractionated heparins, and vitamin k antagonists

**RELATED 2011 AUDITS AND REPORTS**

The Hospital Anticoagulant Market Guide (Europe)

The Hospital Atrial Fibrillation Market Guide (US)

The Hospital Atrial Fibrillation Market Guide (Europe)

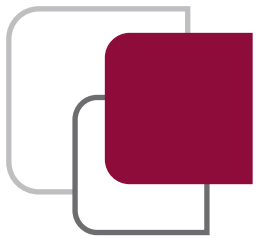
The Hospital Insight Series- Various Titles

**PROJECT OBJECTIVES**

- Assess which products are used most frequently for each indication
- Evaluate which patients are receiving both anticoagulants and antiplatelets concomitantly
- Assess how novel anticoagulants are bridged to and from injectable anticoagulants
- Monitor the number of therapy initiations occurring in the hospital setting
- Understand how therapies differ for each patient profile
- Understand how the specialists are managing their anticoagulant patients
- Understand the relative significance of each prescribing specialty
- Monitor the location by department where therapy was initiated
- Assess comorbidities in patients receiving anticoagulants
- Evaluate dose of each anticoagulant and duration of therapy
- Assess which anticoagulants patients are receiving prior to admission
- Monitor therapies that patients will receive after discharge and the expected duration
- Understand how anticoagulant treatment varies by country

**DELIVERABLE OVERVIEW**

- Dashboard interface available through internet webpage
- Database containing de-identified patient audit data in data analytics querying tool
- Proprietary question slide deck
- Clients purchasing prior to fielding have the opportunity to include up to two proprietary questions



**KEY DATA ELEMENTS**

**Anticoagulant Course**

- Name of drug
- Length of therapy
- Dose per day
- Dosing regimen
- Prescribing physician
- Drug switching
- Drug concomitance
- Route of administration
- Anticoagulation upon admission
- Discharge drug
- Discharge regimen
- Timing of course in relation to surgery
- Total grams administered
- Total number of patients
- Total days of therapy per product
- Indication
  - Acute Coronary Syndrome
  - Atrial fibrillation
  - Atrial flutter
  - Other cardiac arrhythmia
  - Artificial heart valve
  - Cancer
  - Genetic hypercoagulable disease
  - IBD
  - Stroke
  - Spinal cord injury
  - ICU Stay
  - Heart failure
  - Respiratory illness
  - Prolonged immobilization
  - Surgical prophylaxis by surgery type
  - Therapy of established thromboembolic event
  - Identify by site

**Patient Data**

- Admitting hospital service
- Admission source (ER, nursing home/long term care, transferred from another hospital)
- ICU stay
- Length of hospital stay
- Physician specialty monitoring post-discharge
- Anticoagulant clinic use post-discharge
- Discharge details
- Patient age
- Patient gender
- Co-morbid Conditions
  - Angina
  - Arrhythmia
  - Cancer type
  - Congestive Heart Failure & NYHA type
  - Deep Vein Thrombosis
  - Diabetes
  - Gastrointestinal bleed
  - Estrogen/SERM use
  - Heparin induced Thrombocytopenia
  - Hypertension
  - Inflammatory bowel disorder
  - MI: Myocardial infarction
  - Kidney disease
  - Liver disease
  - Obesity
  - Paraplegia/quadriplegia
  - Peripheral vascular disease
  - Pregnancy
  - PE: Pulmonary Embolism
  - Prolonged immobilization
  - Recent surgery
  - Rheumatoid/collagen vascular disease
  - Sepsis
  - Smoker
  - TIA/Stroke/CVA
  - Trauma/fracture
  - Valvular heart disease

**Targeted Physician Specialties**

- Anesthesia
- Cardiology
- Cardiovascular Surgery
- Critical Care
- Emergency Medicine
- Gastroenterology
- Geriatrics
- General Surgery
- Hematology
- Internal Medicine
- Neurology
- Obstetrics/Gynecology
- Oncology
- Orthopedic Surgery
- Pulmonary Medicine
- Trauma Surgery
- Urology
- Vascular Surgery

**Hospital Characteristics**

- Hospital type (Public vs. Private)
- Size of hospital (small, medium, large)