

Case Study

Healthcare



Investment research on the top-50 US cancer hospitals

Objective

A global, multi-stage venture capital and growth equity investment firm wanted to gather information on the top 50 US cancer hospitals. It was in search of an independent investment research and analysis provider that could help the company identify forward-looking hospitals and make better investment allocation decisions.

Solution

- After a thorough understanding of the client's needs, Netscribes analysts defined the following criteria to identify the cancer hospitals in the US that showed high-performance potential:
 - Specialties they focus on
 - The number of cancer patients the hospitals see per year
 - Big data projects being run by each center
 - Whether the hospitals were working with specific healthcare technology companies such as Flatiron Health, IBM Watson, etc.
- Netscribes gathered information on these criteria using public and non-public data sources, such as company websites, marketing brochures, press releases, and proprietary subscription-based databases.
- We combined secondary-research information with primary research to calculate the quality and accuracy of the information.
- Lastly, the information was reviewed by in-house domain experts to fill any information gaps

The team delivered the information based on the client's requirements in four working days.

Benefit

The client was able to clearly identify the high-potential hospitals based on the in-depth, accurate, and up-to-date information provided by Netscribes. The company continues to be a major client for Netscribes, and has scaled its business significantly through improved efficiency, reduced costs, and increased focus on high-value activities.

Drive informed investment decisions and improve business growth through independent, high-quality research

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