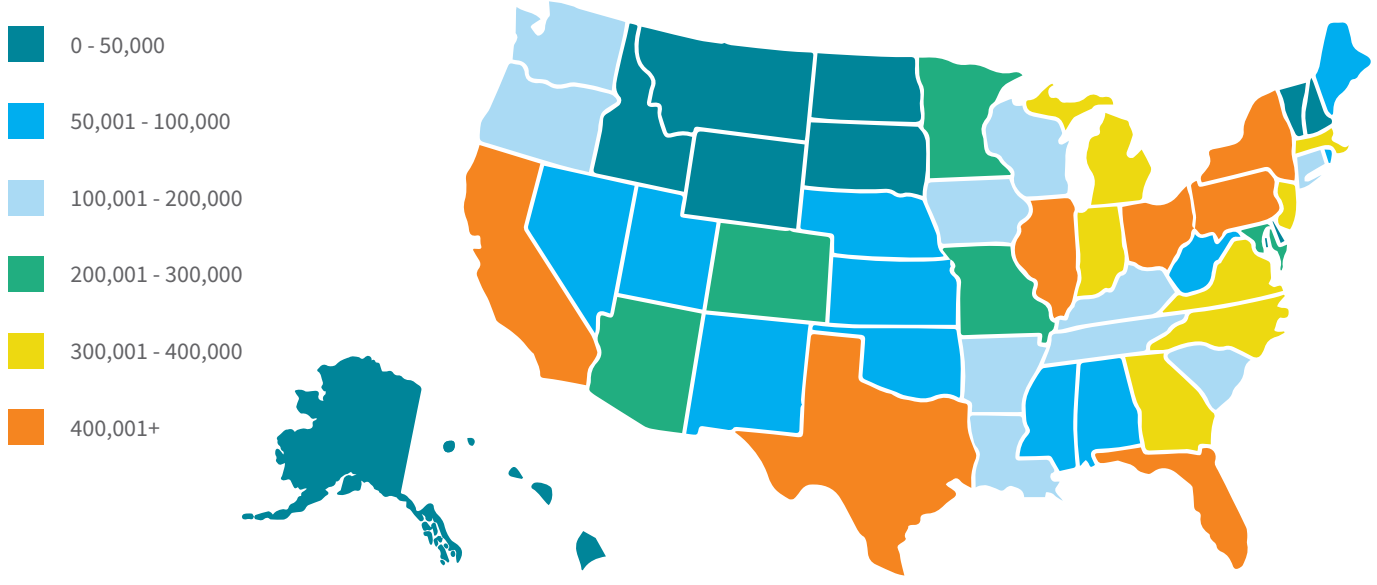


How Accurate Is Your Provider Data?

Today, there are over 10 million active providers nationwide.¹



...and their data is constantly changing.

ONE WEEK:³ 	33,000 primary addresses	1,500 fax numbers
	3,300 names	1,750 phones
ONE MONTH:⁴ 	~ 2.5% of demographics	
ONE YEAR:⁵ 	20% of doctors move or change practices	

Meanwhile, provider licensing data changes in a single week:²

- 86,000** state license expirations
- 17,000** state license statuses
- 1,000** DEA numbers

Complicating things further, many states require additional licensing beyond the state license, so there's even more data to keep up with.

22 states require a second controlled substance license ⁶	3 states require a second controlled substance license after a DEA number is issued ⁷
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Failure to stay on top of provider data changes has big ROI impact.

For PHARMA → drives up the internal cost. → A single ineffective sales call can waste **\$74⁸** in sales rep time.

Based on the average pharma sales rep salary of \$134,303 and an average of 7 sales calls a day

For PHARMACY → drives up the penalties and fees. → **\$25,000** fine per prescription filled for a prescriber whose DEA number expired⁹ → **\$10,000** fine for a prescription filled with a valid DEA number belonging to a physician different than the prescriber¹⁰

Learn how LexisNexis® Provider Data MasterFile™ can help you keep your provider data up to date.
<https://risk.lexisnexis.com/products/provider-data-masterfile>

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LexisNexis Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance, financial services, healthcare and government. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/NYSE: RELX), a global provider of information-based analytics and decision tools for professional and business customers. For more information, please visit www.risk.lexisnexis.com and www.relx.com.

Our healthcare solutions combine proprietary analytics, data science and technology with the industry's leading sources of provider, member, claims and public records information to deliver insights that improve cost savings, health outcomes, data quality and compliance.

Provider Data Management Solutions, LexisNexis, 2020

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¹ LexisNexis® Provider Data MasterFile™, 2020
² Ibid
³ A Business Case for Fixing Provider Data Issues, LexisNexis Risk Solutions
⁴ Ibid
⁵ Ibid
⁶ Practitioner State License Requirements, U.S. Department of Justice Drug Enforcement Administration
⁷ Ibid
⁸ 2019 Medical Sales Salary Report, MedReps
⁹ Title 21 United States Code Controlled Substances Act, Part D, U.S. Department of Justice Drug Enforcement Administration
¹⁰ Ibid