

## SK&A Data Supports Healthcare Research in Academia



### Challenge

Few universities in the world offer the extraordinary range and diversity of research opportunities that Georgetown University prides itself in. Sean Shenghsiu Huang, Assistant Professor, sought out accurate, reliable data for this exact cause. He needed verifiable healthcare data to support his research project. After considering SK&A's data for a couple years and authenticating its high quality, he was finally able to initiate a relationship.



### Solution

Michele Smith, SK&A Solution Sales Specialist, helped Sean secure specific healthcare records to support his research initiatives. He is utilizing the data in-house for secondary analysis. "I needed a very reliable data source, at a reasonable price," states Sean. "SK&A's unique data fulfills my research needs to study the concentration of physician markets, including Accountable Care Organizations, and quality of care."



### Results

Although the research project is ongoing, SK&A's data is providing the necessary, critical information to continue allowing insights into the healthcare market space. Sean is successfully studying physician groups and concentration of physician markets, referral patterns, and quality of patient outcomes. SK&A's data provides the potential to understand the complex relationship between physician and physician groups. Without the support of SK&A's healthcare information, his ongoing research project would not be feasible.

"Michele has been very helpful. She listened to our research needs and worked with the data fulfillment team to provide a very customized order. Sometimes in academia the vendor process may be lengthy but SK&A was flexible and responsive. Because we were able to designate selective variables, the data quality met our exact needs at an affordable cost."

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