

# Level-up your business development efforts with market intelligence from the MAP

Below are a few snippets to demonstrate how critical information is provided in the Market Analysis Platform. For a more complete introduction to the reports and how the system works, call us at 800.949.0388 or email us by using this link [Contact Us](#).

Provider	2018		2019		2020		2021	
Provider	Position	Share	Position	Share	Position	Share	Position	Share
VISITING NURSES HOSPICE	8	6%	↑ 3	8%	3	8%	↑ 1	↑ 13%
MERCY HOSPITAL HOSPICE	3	9%		9%	1	11%	2	10%
ANGELS HOSPICE AT HOME	1	11%	1	9%	2	10%	3	9%
VALLEY HOSPICE	2	10%	↓ 7	6%	↓ 5	8%	4	8%
COMMUNITY HOME HEALTH & HOSPICE	5	7%	5	7%	6	7%	5	7%
FAITH HOSPICE	7	6%	6	7%	↓ 4	8%	↓ 6	7%
SAINTE JOSEPH HOME HEALTH & HOSPICE	6	7%	↓ 8	6%	7	7%	7	7%
HIDDEN VALLEY HOSPICE	13	4%	↑ 4	7%	↓ 8	6%	8	↓ 5%
PEACE HOSPICE	11	5%	11	5%	10	5%	9	5%
HEALTH AT HOME HOSPICE	9	5%	9	6%	9	5%	10	4%

Understand market dynamics—number of providers, changes in market position over time, consolidation (or fragmentation) of market share.

IP Name: **COMMUNITY HOSPITAL**

HHA Name	Referral %	Count
5. COMMUNITY HOME HEALTH	25%	315
9. PEACE AT HOME	12%	150
1. VISITING NURSES	12%	148
8. FAITH HOMECARE	8%	97
2. MERCY HOSPITAL HOME CARE	5%	62
8. HIDDEN VALLEY HOME HEALTH	4%	55

Determine where you sit with your key referral sources and who else is capturing business from them.

Agency Name: **COMMUNITY HOME HEALTH**      Quality Rating: ★★★★★

City: **ANYTOWN**      State: **KS**      Survey Rating: ★★★★★

Type of Ownership: **PROPRIETARY**      Date Certified: **2/21/1996**

Referral Sources

Market Share By County

Top Attending Physicians

Physician Name	Specialty	Referrals	Share
Dr. Darcey	Internal medicine	46	16%
Dr. Williams	Internal medicine	37	13%
Dr. Smith	Internal medicine	32	11%
Dr. Seymour	Family practice	31	11%
Dr. Jones	Internal medicine	30	10%
Dr. Hanwood	Family practice	25	9%
Dr. Michaels	Family practice	25	9%
Dr. John	Family practice	24	8%

Access profiles of other providers—competitors and referral partners—including key information such as service footprint, revenue trends, quality scores, and patient movement patterns.