

MarketEdge FAQs

- Do hospitals need to contact Sg2?
 - No. Hospitals will contract directly with HANYS Solutions, which negotiated discounted rates with Sg2 to offer MarketEdge to New York state hospitals and health systems. MarketEdge is currently used by more than 2,000 hospitals across the country.
- Will MarketEdge cost more than Market Expert®?
 - IBM and Sg2 utilize different algorithms for pricing products. We have looked at sample pricing to compare Market Expert with MarketEdge pricing and generally expect pricing to be in the same neighborhood. As part of our discussions with your organization, we will be able to provide you with exact pricing for MarketEdge.
- Do we have to wait for the end of our current Market Expert agreement before we transition to Sg2 MarketEdge?
 - HANYS Solutions is working with IBM to provide flexibility for clients to end their Market Expert agreements and transition to Sg2. We will contact all clients individually with information about switching to Sg2 in the coming months.
- Will we have the opportunity to run both systems in parallel to accommodate the learning curve?
 - HANYS Solutions will fully support you in the training and technical support of the Sg2 MarketEdge platform. Both systems can be licensed at the same time to make the transition smooth. As an example, if your Market Expert contract ends in April, you can sign a MarketEdge contract to begin in March.
- Can HANYS Solutions Market Expert clients transition to MarketEdge right now?
 - We plan to begin transitioning clients beginning in January 2021. HANYS Solutions is in the process of onboarding in order to provide the same level of data access and support we have offered with Market Expert. We are also working with Sg2 to load SPARCS data into MarketEdge.
- Who will be our point of contact for support?
 - The current support team will continue to be your contact for both Market Expert and MarketEdge throughout the entire conversion process as well as once the conversion to MarketEdge is complete. Sg2 team members may assist in conversion efforts during the transition period.
- Does Sg2 offer a comparable mix of the three core/base Market Expert modules (State Data Analyst, Demographics Expert and Outpatient Procedure Estimates?)
 - Yes. The MarketEdge base model offers three similarly named modules providing the same features (State Data Analysis, Market Demographics and Market Demand Forecast.) Sg2 national data modules will also be included in the base product.
- Does Sg2 offer additional modules that are similar to the additional modules in Market Expert?

- Yes. MarketEdge offers the following modules at an additional cost: Lifestyle Segmentation, Inpatient and Outpatient Market Estimates, Insurance Coverage Estimates and Organization Demand Estimates.
- Will HANYS Solutions offer other SG2 solutions to clients?
 - Yes. The HANYS Solutions partnership with Sg2 includes all of Sg2's data products and consulting services. Sg2's products provide data across the entire care continuum and the company prides itself on its ability to provide market forecasts. The following will also be offered through HANYS Solutions at an additional cost: Consulting Services, Ambulatory Market Strategist, Patient Flow and Sg2 Grouper. We will host a webinar to describe these services on Nov. 24.
- Will SPARCS inpatient and outpatient data be available in MarketEdge State Data Analysis?
 - Yes. We are working with Sg2 to load SPARCS inpatient, ambulatory surgery and emergency department data sets and EOCD data will be available offline. We anticipate having the SPARCS data loaded, validated and available in MarketEdge in January 2021.
- Will SPARCS data (including Diagnosis Related Groups) be handled similarly in MarketEdge as in Market Expert?
 - Yes. We are working with Sg2 to develop custom fields in the MarketEdge application to handle all SPARCS data, enabling us to make more fields available in MarketEdge. We are specifically focusing on the addition of APR-DRGs and MS-DRGs in MarketEdge. All fields currently available in Market Expert (multiple diagnosis places, multiple procedures places, Current Procedural Terminology codes, etc.) will be included in MarketEdge.
- Will Pennsylvania data be available in MarketEdge?
 - Yes. We are working with the Pennsylvania state data department to include these data in MarketEdge. We expect this will be completed by the time current Market Expert clients with Pennsylvania data convert to MarketEdge.
- Which states are included in the MarketEdge Market Demographics product?
 - All 50 states are available in MarketEdge; pricing will depend on the number of states the client chooses to include.
- Will we have the ability to access the raw data for download through MarketEdge?
 - Yes.
- Where can I access a demo or website about MarketEdge?
 - Visit <https://www.sg2.com/marketedge-info>.