

Company Background

Hayes, Inc. was founded in 1989 by its President and CEO, Dr. Winifred S. Hayes, with the goal of establishing Hayes as a premier health technology research and consulting firm specializing in the evaluation of emerging, investigational, and changing health technologies and their impact on healthcare quality, utilization, and cost. In response to a growing need in the healthcare industry for evidence-based assessments of health technologies, Hayes, Inc. provided unbiased, timely, clinically focused, evidence-based research and analysis initially to health plans and managed care organizations. After establishing itself as the solutions provider for the payer market, Hayes, Inc. expanded its services to include hospitals, healthcare systems, government agencies, and employers. In 1996, Hayes, Inc. accelerated its growth with the award of its first state Medicaid contract, followed soon thereafter by contracts with 47 state agencies and Medicaid health plans. This work has enabled Hayes to become the industry leader in health technology assessment and analysis.



Hayes offers an integrated suite of health technology assessment products, education, and customized services that equip clients with unbiased, evidence-based information that they can use when evaluating the impact of new technologies on safety, patient outcomes, internal resources, and the return on investment (ROI). Managed care organizations and government agencies can use these detailed, evidence-based analyses to support development of defensible, transparent coverage policies, as well as care management protocols and best practice guidelines. Hospitals and healthcare systems can use Hayes' analyses to drive down costs through more informed decisions on capital equipment purchases, strategic equipment planning, equipment redeployment, industry benchmarking, and comparative efficiency, ultimately impacting patient outcomes and a hospital's bottom line.

Hayes' record of excellence is rooted in its strong and identifiable culture, where diversity is embraced, and team members' skills and contributions are recognized and respected. Hayes' worldwide group of research analysts and consultants now numbers 35 professionals, all of whom have advanced degrees (MS, MA, MPH, MD, DVM, PhD, or equivalent degrees) in a health-related field and intensive training in scientific research methodology, applied statistics, and health technology assessment.

From its inception as a woman-owned small business to its current status as an internationally recognized research and consulting firm, Hayes has operated by a code of ethics that promotes objectivity and avoids engagements or work practices that could lead to actual or potential conflicts of interest. We do not perform work for companies whose products and/or services we evaluate, nor do we maintain any ownership or similar type interest in any entity that may profit from the manufacture, sale, or use of health technologies. We never allow manufacturers to review our assessments before publication, nor do we review technologies in response to manufacturer request.

We are proud of our employees, the unbiased research and services we provide, and our reputation as an independent and respected research and consulting organization.

For more information, visit www.hayesinc.com.