

ACCOUNT ACCESS

National Account Profiles

National Account Profiles provides insights on the size, structure, and business strategies of leading national healthcare organizations, wholesalers/distributors, retail and specialty pharmacies, group purchasing organizations (GPOs), and emerging competitors.

- What are the structure, business mix, and strategic goals of each organization?
- What approaches does each organization employ in each of the various healthcare segments?
- Which of each organization's new products and services have greatest potential to drive changes in the industry?

Use **National Account Profiles** to:

- Gain in-depth understanding of emerging business practices of leading national healthcare organizations
- Gain guidance on business planning for specific organizations in the health plan, PBM, specialty pharmacy, GPO, and wholesaler segments, along with emerging competitor organizations
- Develop strategic account plans, anticipating evolving business practices at leading accounts

National Account Profiles February, May, August, November	<ul style="list-style-type: none"> • Amazon • AmerisourceBergen Corporation • Anthem • Apple • Cardinal Health • Centene • Cigna-Express Scripts • CVS Health-Aetna • Google • Health Care Service Corporation • HealthTrust • Humana 	<ul style="list-style-type: none"> • Intalere • Kaiser Permanente • McKesson • MedImpact • Molina Health • Premier • Prime Therapeutics • Rite Aid • UnitedHealth Group • Vizient • Walgreens • Walmart Health
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