

BRAND ACCESS

Specialty Pharmacies and Distributors

Specialty Pharmacies and Distributors provides assessments of the business mixes and capabilities of specialty pharmacies and distributors, and supports development of effective strategies and tactics for specific specialty product distribution channels and networks.

- What are the organizational structure, business mix, and strategic goals of each SP, and how are they relevant to distribution channel and network strategy planning at biopharmaceutical companies?
- What capabilities do specialty pharmacies and distributors possess, and how do they affect biopharmaceutical company engagement strategies in target drug categories?
- Which factors should companies consider when developing distribution and vendor network strategies?
- How can companies optimize evaluation and selection of potential product dispensing partners?

Use **Specialty Pharmacies and Distributors** to:

- Assess the impact of emerging environmental issues on specialty pharmacies and distributors, particularly issues affecting interactions with biopharmaceutical companies and payers
- Gain in-depth understanding of impact of changes in specialty pharmacy and distributor revenue generation and operational development on product acquisition and market access
- Identify appropriate strategies for the evolving specialty pharmacy segment

Government-Driven Change March	<ul style="list-style-type: none"> • Impact of changes to Medicare Parts B and D on specialty pharmacies (SPs) and the resulting change in how SPs may do business with biopharmaceutical companies • Impact of 340B Drug Discount Program on SP strategies and tactics in doing business with biopharmaceutical companies
Customer-Driven Change June	<ul style="list-style-type: none"> • Impact of limited distribution network growth and utilization by biopharmaceutical companies on SPs, and best practices for biopharmaceutical companies working with targeted SPs • Impact of direct and indirect remuneration (DIR) fees on SP revenue and business practices as SPs work to build/sustain their business with pharma
Competitor-Driven Change September	<ul style="list-style-type: none"> • Analysis of key growth strategies of integrated delivery network (IDN)-owned/health system-owned SPs • Segmentation of IDN-owned/health system-owned SPs to give direction to, and improve account selection for, distribution channel consideration
Growth and Innovation November	<ul style="list-style-type: none"> • Specialty pharmacy growth and management in the buy-and-bill market • Specialty pharmacy technology growth and innovation

This product may also include relevant market alerts, real-time assessments of recent changes, or discussions of market events. EVERSANA reserves the right to change the timing and/or topics of its syndicated research publications.