KnowledgeEdge™

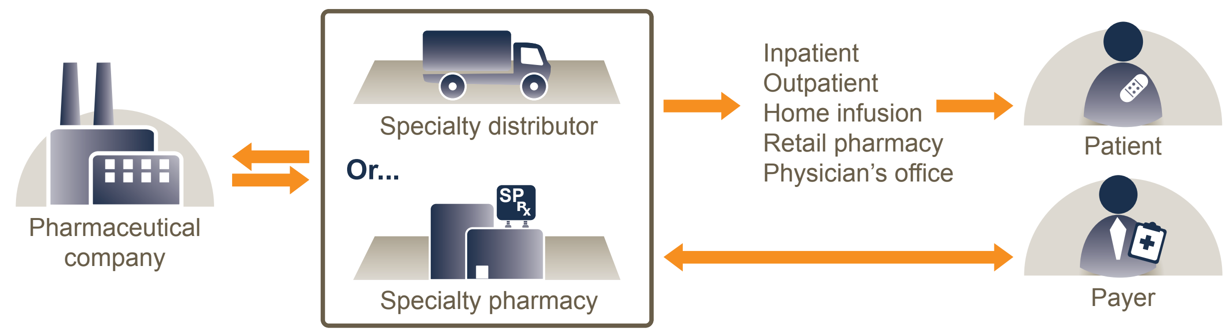
# Specialty Pharmacies and Specialty Distributors

**Specialty Pharmacies and Specialty Distributors** delves deep into the business and capabilities of specialty pharmacy managers (SPMs) and guides your specialty product distribution and contracting strategies.

**Specialty Pharmacies and Specialty Distributors** answers your questions so you can build your specialty product distribution and contracting strategies.

- What services do specialty pharmacies offer to MCOs and pharmaceutical companies? How will this evolve in the future?
- What true capabilities do specialty pharmacies and specialty distributors have, and how does this affect your drug categories?
- How are contracts structured between specialty pharmacies and MCOs and between specialty pharmacies and pharmaceutical companies?
- What should you consider when developing your distribution and vendor network strategy? How can we evaluate and select potential specialty drug delivery partners?

**The Traditional Flow of Physician-Administered Products From Production to Patient is Challenged and Becoming Fragmented**




**The Traditional Flow of Physician-Administered Products from Production to Patient is Challenged and Becoming Fragmented**

**Pharmaceutical and biotech professionals who want to optimize their specialty product distribution or contracting strategies use Specialty Pharmacies and Specialty Distributors to:**

**Assess** a specialty pharmacy's role in a given drug category and anticipate how this will evolve in the future

**Develop** vendor network strategies

**Evaluate** and select potential specialty pharmacy partners

**Structure** contract agreements with specialty pharmacies

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# Specialty Pharmacies and Specialty Distributors

## 2019 RELEASES

### JANUARY

**Impact of Rebate Changes**

- Impact of reduction/elimination of rebates on current sources of revenue
- Point-of-sale rebate implications
- Alterations to SP business model as SPs build expertise and capabilities in targeted therapeutic areas due to rebate changes

### FEBRUARY

**Part B and D Changes Impacting SP Dispensing**

- Current and proposed policy and regulatory changes to government channel reimbursement
- Strategic implications for future SP patient care management and provider financial management

### MARCH

**Evolving SP Revenue Models**

- Includes FFS, value-contracting, and risk-sharing SPs and ACOs
- SP evolution of clinical services for newer agents not currently covered in reimbursement model (i.e., new core services vs. enhanced clinical services)
- Contribution to and integration with pharma/payer and pharma/provider contracts
- Sources of growth of value-based contracting

### APRIL

**340B Changes**

- Changes to reimbursement methodologies and covered-entity qualifications
- Strategic responses by leading SPs
- Impact on SP network participation with institutions, PBMs, government payers, and commercial payers

### MAY

**Limited Distribution Networks—Best Practices**

- Leading SPs
- Leading therapeutic areas, routes of administration
- Best practices from SP perspective

### JUNE

**Emerging SP Business Models**

- Consolidations/integrations with payers, PBMs, wholesalers, others
- Specialty at retail
- Role in emerging mega-channels in health care
- Evolution of key partnerships with biopharmaceutical companies and advocacy groups

### JULY

**SP Growth and Management in the Buy-and-bill Space**

- Stimuli for SP growth in medical benefit drug coverage—opportunities and barriers
- Evolving practices, capabilities required, capacities offered
- Pharma impact

### AUGUST

**SP Responses to Reduce Product Abandonment**

- Measures of adherence, persistence, abandonment
- Electronic monitoring vs. customized therapy management programs
- Best practices
- Company strategies to discourage abandonment

### SEPTEMBER

**Specialty Pharmacy in the Institutional Channel**

- Overview of institutional SP landscape
- Key characteristics
- Market segmentation
- Future of the institutional SP market

### OCTOBER

**SP Technology Innovations**

- Software and systems that improve access to patient health data
- Advanced analytics and clinical decision support tools
- Patient empowerment apps and tools
- Partnerships with technology organizations, payers, providers, pharma

### NOVEMBER

**DIR Fee Changes**

- How DIR fees are evolving, legislative changes/proposals, regulatory changes, PBM implementation changes
- Impact on operational and growth strategies, including portfolio offerings

### DECEMBER

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- On-call access to our subject matter experts for your inquiries
- Access to our client portal, customized for your organization
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