

VIRTUAL EVENT

IDN & Bio/Pharma Partnering Summit

August 17-19, 2021

OPTIMIZING STRATEGIC PARTNERSHIPS TO
IMPROVE ACCESS AND PATIENT OUTCOMES

EVENT AGENDA



 **informa connect**

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10:00-10:15 AM

LIVE **Welcome and Chairperson's Opening Remarks**

Tim Paine, Vice President of Pharma Strategy and Relations, **Fairview Pharmacy Services**
Michelle Benz, Conference Producer, **Informa Connect**

10:15-11:00 AM

LIVE **OPENING PANEL ADDRESS**

State of the Healthcare Industry – Impactful Policy Changes and Covid Implications

- Assess the digital transformation the industry has gone through since the beginning of the pandemic and what lasting impacts exist
- Describe how the specialty pharmacy channel has been altered due to the pandemic and new strategies to improve patient care, outcomes, therapy management, and engagement
- Review the policies and executive orders the new administration has made and the outlook going forward
- Recognize the effects that the pandemic has had on health equity and new initiatives being undertaken to tackle this pervasive issue

Gary Kerr, President of HOSP Alliance, and Chief Pharmacy Officer, **Baystate Health**
Onisis Stefanos, Vice President and Chief Pharmacy Officer, **Northwell Health**; Chair of the **HOSP Advocacy Committee (Hospital-Owned Specialty Pharmacy)**

11:15 AM -12:00 PM

LIVE **IDN CEO FIRESIDE CHAT**

Dynamic CEOs: Lessons from Leadership – Priorities and New Directions to Adapt, Align and Advance the Business Forward

- How organizations have adapted, navigated and pivoted amidst the Covid-19 pandemic
- The critical importance of DE&I and perspective on improving health equity and accessibility
- Solutions to strengthen our healthcare system, including ways to:
 - * improve patient affordability
 - * promote health equity
 - * shift towards value
 - * protect and support innovation
- Lessons learned during these unprecedented times and visionary views on the next generation of healthcare and collaboration
- Reflections on leadership and tips for thriving through periods of change

Terry Shaw, President and CEO, **AdventHealth**
James Hereford, CEO, **Fairview Health**

1:00-1:45 PM

LIVE **The Case for Engaging with IDNs: Using “Oncology” as a Case Study**

Integrated Delivery Networks (IDNs) represent an important customer segment for life science manufacturers as these organizations provide care to growing numbers of patients. From the providers’ perspective, the sub-specialty of “oncology/hematology” plays a critical role in both the growth and profitability of a significant number of IDNs across the U.S. Over the last six years, Proximity Health has conducted an on-going research project with oncology pharmacists and other key decision makers to characterize the capabilities and drug management strategies of these complex organizations, while discerning the implications for drug manufacturers within this space. Examples of key topics to be discussed in this session are:

- Specialty pharmacy dispensing (combined with 340B) represents a large and growing business for providers
- Value-based care pilots can include incentives to reduce prescription drug costs
- Internal stakeholders have multiple levers for influencing treatment selection including EHRs, order sets, internal reviews, and guidelines/pathways

Lee Blansett, Principal, **Proximity Health, LLC**
Cindy Chen, Head of Data Analytics, **Proximity Health, LLC**

1:55-2:45 PM

LIVE **MANUFACTURER PANEL**

Manufacturers’ View of Working with IDNs

- Hear insights from bio/pharma manufactures on strategies used for contractual partnering agreements
- Uncover how the data exchange between health care providers (HCPs), payers, manufactures and patients can deepen the relationship and assist in growing the partnership
- Discover how manufacturers are viewing IDNs and ways they have engaged with them successfully

MODERATOR:

Kim Coppom, Executive Director, US Managed Markets, **Relypsa**

PANELISTS:

Jerry Taglianetti, Market Access Strategy & Analytics, U.S. Payer & Channel Access, **Pfizer**
Chip Kurt, Senior Director, Corporate Accounts: Specialty Pharmacy, IDN's and GPO's, **CSL Behring**

3:00-4:00 PM

LIVE **Quality and Value-Based Perspectives on IDN, Payer, and Pharma Partnerships**

This session examines how the future of pharma market access is tied to CMS, private payer, and IDN/ACO views on policy, value frameworks, technology, and consumerization of healthcare. The collaborations and value-based contracting of the future by ecosystem partners will be driven by measurable quality and efficacy, with financial risk shifted to delivery systems who can implement high value care, measure it, and work within value frameworks that link to formulary and protocol decisions.

Ira Klein, M.D., MBA, FACP, Chief Medical Officer, Health New England

DAY TWO – WEDNESDAY, AUGUST 18, 2021

**Please note all times are listed in EDT*

10:00-11:00 AM

LIVE **SPOTLIGHT ON POPULATION HEALTH**

Insights from Leaders in Population Health

- Explore the concept of precision population health (PPH) and how the use of provider data can be used to create risk profiles to proactively target high-risk patients
- Hear from industry's foremost experts on the front lines of improving overall population health and benchmark leading frameworks
- Delve into the solutions that are currently being leveraged across the country, from old school approaches to the newest technology advances

PANELISTS:

Richard Stefanacci, DO, MGH, MBA, AGSF, CMD, Medical Director, Population Health, Jefferson College of Population Health

Matthew Malachowski, System Director of Population Health and Ambulatory Care Pharmacy, Ochsner Health

Adam Myers, M.D., Chief, Population Health & Director, Cleveland Clinic Community Care

11:15 AM -12:00 PM

LIVE **CASE STUDY**

Utilizing Population Health Data: Better Evidence Leads to Better Decisions

In 2007, the Institute for Health Metrics and Evaluation (IHME) at the University of Washington launched with the goal of providing an impartial, evidence-based picture of global health trends to inform the work of policymakers, researchers, and funders. As an independent, academic institution with the support of a network of more than 7,000 collaborators from across the globe, IHME has systematically quantified health loss due to all diseases and injuries globally, and has produced 20-year forecasts of burden due to many health conditions by age, sex, and location. IHME's goal is to improve population health – and the IHME Client Services team engages with organizations who share that goal. By helping for-profit and nonprofit organizations make use of IHME's comprehensive, directly-comparable, and rigorously vetted and reviewed estimates, IHME Client Services aims to drive down inequalities globally and make a healthier world for all.

- Review the methods used to produce IHME's key population health metrics, describe positive improvements in population health over the last three decades, and highlight current challenges
- Showcase how a pharmaceutical client has been able to advance their goals by using the IHME data to improve patient outcomes
- Outline the opportunities to improve decision making with more accurate and standardized population health estimates produced by IHME

Kate Gillespie, Ph.D., MPH, Senior Associate, IHME Client Services

Jonathan Brown, MA, Senior Associate, IHME Client Services

Kjerstin Bruus-Jensen, Ph.D., Global Head Portfolio Analytics, Novartis Pharma AG

Sigrid Behr, Ph.D., Group Head Quantitative Safety and Epidemiology, Novartis Pharma AG

12:00-1:00 PM

Networking Roundtable Discussions

These roundtable discussions are crowdsourced customized learning experiences to engage with other conference attendees. Topics include:

- Outcomes Based Contracting Considerations

Discussion Lead: Michael Gannon, Pharm.D., CSP, Assistant Director, Specialty Pharmacy Services, Ambulatory Pharmacy Services, University of Illinois Health

University of Illinois Health

- Leveraging comprehensive claims data analytics to Enhance Patient Access

Discussion Lead: Sean Larson, Senior Director Healthcare Strategy, LexisNexis Risk Solutions

LexisNexis Risk Solutions

- Population Health Strategies Post Covid-19

1:00-1:45 PM

LIVE **Rare Disease Population and IDNs**

- Illustrate how IDNs are uniquely geared to work with rare disease populations and explain the unique advantages of working with an IDN in this important patient population
- Define what URAC Rare Disease Accreditation is and the reasons and importance behind earning this designation
- Hear how IDNs see the future of rare disease and how they are using their capabilities to improve patient care and manufacturers' experience

*Elizabeth Cherry, Program Director, Trade Relations, **Vanderbilt Specialty Pharmacy***

*Tim Paine, Vice President of Pharma Strategy and Relations, **Fairview Pharmacy Services***

2:00-2:45 PM

LIVE **The Specialty Pharmacy Role in Improving Access**

Patients who are prescribed specialty medications for complex, chronic, and/or rare diseases may experience additional obstacles including inadequate pharmacy coverage, extensive insurance or dispensing pharmacy restrictions, etc. According to the 2019 State of Specialty Pharmacy Report, nearly 85% of manufacturers manage some or all products through a limited distribution model. When plans or manufacturers impose narrow networks, patients' access to these vital medications and related services is threatened.

- Discover the benefits of working with a specialty pharmacy such as enhanced data and analytics, cost savings, and improved continuity of care
- Understand barriers to specialty medication access and use and ways to overcome these challenges
- Compare limited vs. open distribution models for specialty medications

MODERATOR:

*Michael Gannon, Pharm.D., CSP, Assistant Director, Specialty Pharmacy Services, Ambulatory Pharmacy Services, **University of Illinois Health***

PANELISTS:

*John Robicsek, Assistant Vice President, Strategy, Business, and Program Development, Specialty Pharmacy Service, **Atrium Health***

*Angelica Berni, Pharm.D., MS, BCPS, CPh, Director, Specialty Pharmacy and Clinical Ambulatory Pharmacy Services, **Baptist Health South Florida***

*Tara N. Kelley, PharmD, MMHC, CSP, Executive Director, Specialty Pharmacy Services, **Vanderbilt University Medical Center***

3:00-3:45 PM

LIVE **Optimal Patient Outcomes Begin with Better Data**

How much of the patient experience is informing your support of their care, today? As it happens, some of the most connected organizations are only able to look at snapshots of an individual's care experience, and those snapshots are used to inform many decisions across the patient care experience. However, MarketView™ from LexisNexis® Risk Solutions now offers the opportunity to look at claims data from across the continuum of care. This session will:

- Provide new insights and visibility into the provider, payer and pharmaceutical companies to remain competitive
- Detail how medical claims data can transform strategy, business development, and reimbursement negotiations to be able to focus on patient-centric care
- Illustrate how to improve patient outcomes by analyzing population health data and analytics to intervene proactively rather than reactively

By using data from across the continuum of care, healthcare organizations, now, have the unique opportunity to better plan, impact, and support the patients and providers they serve. Join us and learn how adding additional, more robust data can drive opportunity for enhancing your research, real-world data, precision medicine, and beyond.

*Sean Larson, Senior Director Healthcare Strategy, **LexisNexis Risk Solutions***

3:55-4:25 PM

LIVE **Innovative Approach Driving Partnerships at Northwell Health**

Northwell Health formed a new team, Pharma Ventures, focused on building more strategic relationships with industry partners in the pharma and biotech space. With 23 hospitals and over 750 outpatient facilities Northwell Health is one of the largest integrated health systems in the U.S. and provides healthcare services across the entire continuum of care within and to some of the most diverse communities in the U.S. Their mission is to improve the future of health care by investing in companies that drive quality health outcomes, increasing operating efficiency, lowering the overall costs of healthcare, and – most importantly – improving patient experience.

- Discuss the strategic approach to new partnerships that Northwell has developed
- Explore the benefits to the enterprise relationship-based method that have helped Northwell succeed
- Establish internal and external stakeholders for all new ventures and describe the progress that has been achieved

*Jennifer Scanlon, AVP, Strategic Partnerships, **Northwell Health***

10:00-10:15 AM

LIVE Day 3 Kickoff: Benchmarking Report Reveal

Benefit from a comprehensive wrap-up of benchmarking results representing the collective intelligence of the community comprised of a sampling of companies. Content of the survey covers leading strategies and critical areas of focus.

10:20-11:05 AM

LIVE PHARMACY LEADERS PANEL
Pharmacy Challenges and Ways to Overcome

- Examine ways to integrate pharmacy clinical services with health plans to decrease costs and increase productivity
- Recognize the effects of Covid-19 on health system specialty pharmacies including the expansion of telehealth, financial pressures from a changing payer mix, and the need for continual workforce development
- Discover the approaches being utilized for the expected high number of specialty drugs being approved in the next year

MODERATOR:

Ryan Haumschild, Pharm.D., MS, MBA, Director of Pharmacy Services, Emory Healthcare and Winship Cancer Institute

PANELISTS:

Ameet Wattamwar, Pharm.D., Director of Pharmacy, Specialty Pharmacy Program, NYU Langone Health System

Sophia Humphreys, Pharm.D. MHA, Director, System Pharmacy Clinical Services, Providence St. Joseph Health

Gary Kerr, President of HOSP Alliance, and Chief Pharmacy Officer, Baystate Health

11:15 AM-12:00 PM

LIVE Drug Reimbursement Strategies for 21st Century Cures

With a wave of highly durable and potentially curative therapies in the pipeline for diseases like hemophilia and sickle cell, how do we pay for high cost therapies that promise to be transformative for patients and their families? A manufacturer with a cure for hemophilia could argue a \$5 million cost to cure a single patient based on the lifetime cost savings to the payer. The current reimbursement system is not designed to handle such large upfront costs for single dose therapies. While the need for alternative payment models is clearly needed, what will become the gold standard for cell and gene therapies is undecided. In this year's keynote, we will seek to explore emerging trends in access and reimbursement, including:

- The use of warranties and pay overtime models for high cost therapies
- How to maintain a competitive edge in price negotiations
- Making liabilities for high cost drugs portable between payers

MODERATOR:

Michael Baldzicki, EVP of Strategy and Growth, Ascella Health

PANELISTS:

Emad Samad, President, Octaviant Financial, Inc.

Jeffrey Hogan, President, Upside Health Advisors

1:00-1:30 PM

LIVE Specialty Infusions – Optimizing the Site of Care

According to Grand View Research, the global home infusion therapy market size was valued at USD 18.3 billion in 2020 and is expected to expand at a compound annual growth rate (CAGR) of 8.5% from 2021 to 2028. As more and more therapies are delivered via infusion, the need to look at the patient experience is imperative. Home infusions have been proven to be a safe and effective alternative to inpatient care for a variety of therapies and disease states, both acute and chronic. This industry is continuing to grow now and into the future as more therapies are approved and quality outcomes are seen for home infusion patients.

- Discuss the trend of home infusions, how it has been impacted by the recent pandemic and recent policies that have impacted access
- Outline the home infusion process and clarify the benefits and reasons for infusions in the home setting
- Review the qualifications for home infusion services and determine whether a patient is a good candidate
- Understand how to advocate for patients and ensure they have the best outcomes

Connie Sullivan, President and CEO, National Home Infusion Association (NHIA)

Tim Affeldt, Vice President, Specialty and Infusion Pharmacy Operations, Fairview Pharmacy Services

2:00-2:30 PM

LIVE **Pressures on the Hospital Pharmacy: Risk Mitigation and Opportunities for Success**

The practice known as “white bagging” is jeopardizing patient safety and does not comply with the Drug Supply Chain Security Act enacted in 2013. Hospitals, IDNs and ACOs have said payers are using white bagging to circumvent hospital supply chain controls by requiring patient medications be distributed through a narrow network of specialty pharmacies that are often directly affiliated with the payer. This disregards the Drug Supply Chain Security Act’s requirements for wholesale distribution of drugs and can create larger risks for the hospital as well.

- Define what the terms and differences between white bagging, brown bagging, and clear bagging
- Explain the risks involved with violating these policies and the ramifications for both patients and health systems
- Identify ways to push back against this pressure and ensure compliance and safety for all

Tim Paine, Vice President of Pharma Strategy and Relations, Fairview Pharmacy Services

Tim Affeldt, Vice President, Specialty and Infusion Pharmacy Operations, Fairview Pharmacy Services

2:45-3:30 PM

LIVE **The Next Frontier for IDNs: True Integration of Accountability**

As IDNs continually grow and evolve, they are getting increasingly consolidated and expanding into the payer arena. By accepting accountability for their patients IDNs have enhanced their offerings and taken on the role of the payer and are working towards true integration.

- Assess the risks and benefits that IDNs gain by offering health plans and ways in which they are distinctively prepared by having integrated delivery systems
- Outline the effects of IDNs have on patient outcomes by analyzing data from systems that have fully integrated and taken accountability for their patient population
- Address how pharma should think about IDNs and ACOs going forward

Jacob Jolly, Principal Consultant, Blue Fin Group

3:30 PM

Close of Conference

ON-DEMAND CONTENT

Value-Based Contracting Playbook: Evaluate Models for Success

- Discuss how to leverage innovative contract types, including value-based, tiered, and subscription-based pricing, to fit payer, provider and patient needs while ensuring ease of administration and compliance
- Identify drivers that lead to successful value-based contracting agreements using real world examples

Nitish Mittal, Vice President, Everest Group

Manufacturer Insights on Maximizing Access and Driving Value

- Recognize the existing challenges manufacturers face and strategies to create value in a virtual environment
- Describe ways to adapt to continue to create value while growing the Account Teams
- Explore approaches to create value for the c-suite executives of an IDN team to improve market access

Scott Garrett, National Health Systems Manager, Sunovion Pharmaceuticals

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