

CHANGING THE RULES OF THE GAME: INNOVATIVE APPROACHES TO PHARMACY MANAGEMENT

SAN FRANCISCO, CA • FEBRUARY 21-22, 2018



AGENDA for Wednesday, February 21

Marriott Fisherman's Wharf
1250 Columbus Avenue
San Francisco, CA 94133

12:00 p.m. Registration Opens and Lunch Available

1:00 p.m. Welcome and Introductory Remarks (15 mins)

Golden Gate Ballroom

Welcome! Come together to share ideas with other human resource and benefits professionals who are eager to rein in pharmacy spend. Hear from peer and industry thought leaders on how employers can step up to the plate as key, innovative stakeholders in the dynamic pharmacy game.

- *Brian Marcotte, President and CEO, National Business Group on Health*

1:15 p.m. Group Therapy: What is Your Biggest Challenge in Pharmacy Management and Where Have You Found Solutions? (60 mins)

Golden Gate Ballroom

Employers will discuss their recurring "whack-a-mole" issues as well as any new glaring wrinkles in their pharmacy utilization patterns and what they have done to address them. *Pre-work instructions will be sent to registrants in advance of the forum.*

- *Led by Ellen Kelsay, Chief Strategy Officer, National Business Group on Health*

2:15 p.m. Deep Dive on the Pharmaceutical Supply Chain (90 mins)

Golden Gate Ballroom

In today's pervasive high-deductible health plan (HDHP) environment, is it possible that the current pharmacy model is past its prime? Take a deep dive into the pharmacy supply chain to better understand pharmaceutical product/money flow and where there may be room for better alignment with shifting industry dynamics. Hear an expert industry consultant's perspective as well as reactions from manufacturers, a pharmacy benefit manager and a health plan.

- *Led by Brian Marcotte, President and CEO, National Business Group on Health and Jeff Post, RPh, Chief Clinical Officer, Rx Connection, LLC*
- *Panelists:*
 - *Kent Rogers, Senior Vice President, Industry Relations, OptumRx*
 - *Stephen Magosin, PharmD, Pharmacy Benefit Consultant, Cigna*
 - *Marc Watrous, Senior Vice President, Managed Care & Commercial Operations, Genentech, Inc.*

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- *Christopher Compisi, General Manager, National Accounts, U.S. Managed Healthcare, AbbVie, Inc.*

3:45 p.m. Fitness Break (15 mins)
Golden Gate Ballroom

4:00 p.m. From Volume to Value: Exploring Best Practices in Value-Based Contracting (60 mins)
Golden Gate Ballroom

Today, employers are increasingly engaging with the health care delivery system and, given new emphasis on “paying for value,” are examining value-based arrangements with their pharmacy benefit manager, insurers and, in some cases, manufacturers directly. Hear from PBM and health plan about the types of value-based arrangements that are starting to take off and directly from a few forward-thinking employers who have taken a leap to implement one or more.

- *Kent Rogers, Senior Vice President, Industry Relations, OptumRx*
- *Stephen Magosin, PharmD, Pharmacy Benefit Consultant, Cigna*
- *Jennifer Moore, Group Benefits Analyst, Lowe’s Companies, Inc.*

5:00 p.m. Welcome Reception
St. Helena Ballroom

Cheers! Network and socialize over drinks and heavy tapas with other employer leaders in the pharmacy benefit management space.

6:30 p.m. Reception Concludes

AGENDA for Thursday, February 22

Marriott Fisherman’s Wharf
1250 Columbus Avenue
San Francisco, CA 94133

8:00 a.m. Breakfast Available

8:30 a.m. Welcome Back: What We Learned Yesterday and Highlights of Today (15 mins)
Golden Gate Ballroom

Hear our organization’s leader recap some of the key insights and trends that emerged from yesterday’s discussions.

- *Brian Marcotte, President and CEO, National Business Group on Health*

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8:45 a.m. Coming Down the Pipeline: What's on the Horizon and How to Mitigate Your Plan's Exposure to Risk (40 mins)

Golden Gate Ballroom

Take a glance at the historical impact of big-ticket specialty medications and a small dive into what to look out for in the near future in terms of critical and/or costly new drugs entering the market. An expert industry consultant will break it down and help you understand what tools could be available to help reduce your plan's exposure to this risk to your health care expenses.

- *Jeff Post, RPh, Chief Clinical Officer, Rx Connection, LLC*

9:25 a.m. Curious Case of the Rx Coupon: Compelling Observations from the Pharmacist, the PBM, the Manufacturer, the Employer and the Consumer (75 mins)

Golden Gate Ballroom

Patient lifesaver? Employer headache. While alleviating patient cost burden at the pharmacy counter, these pharmacy copay cards virtually undermine employer plan design intended to help steer employees to the highest value medications and have been implicated as cogs in the machine that is driving the overall cost of healthcare higher and higher. Given so little visibility into how and when a drug coupon is used and processed, employers are still trying to wrap their arms around this issue. Walk through the lifecycle of a drug coupon, benchmark management strategies with your peers and hear from a number of perspectives pertaining to the overall impact of these copay cards.

- *Led by Ellen Kelsay, Chief Strategy Officer, National Business Group on Health*
- *Panelists:*
 - *Philip Ransdell, Director of Benefits, Cracker Barrel Old Country Store, Inc.*
 - *Kent Rogers, Senior Vice President, Industry Relations, OptumRx*
 - *Kollet Koulianos, Director of Payer Relations, National Hemophilia Foundation*
 - *Don Bell, Senior Vice President and General Counsel, National Association of Chain Drug Stores*
 - *Christopher Compisi, General Manager, National Accounts, U.S. Managed Healthcare, AbbVie, Inc.*

10:40 a.m. Mental Health Break (10 mins)

Golden Gate Ballroom

10:50 a.m. Destination Lowest Net Cost: Tools and Considerations for Getting There (70 mins)

Golden Gate Ballroom

Without denying a general escalation of drug pricing, the costs of medications have received enormous attention in recent years mainly due to increased consumer exposure to price under HDHP coverage. While a number of layers exist, including rebates, to mitigate net drug costs, they pose some inherent transparency challenges and ironically end up fueling medication price increases in the

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long run. Employers will explore how to peel back some of these layers so as to ultimately arrive at a lowest net cost solution.

- *David Dross, National Practice Leader, Managed Pharmacy Practice, Mercer Health and Benefits*
- *Stephen Magosin, PharmD, Pharmacy Benefit Consultant, Cigna*
- *Marc Watrous, SVP Managed Care & Commercial Operations, Genentech, Inc.*
- *Tom Vertich, Benefit Strategy Manager, American Airlines, Inc.*

Noon Lunch (45 mins)

12:45 p.m. BREAKOUT SESSION: *Choose one from below:*

- **Workshop 1: Next-Level Specialty Pharmacy Management (60 mins)**
Golden Gate Ballroom
Specialty drug price tags continue to soar with no end in sight. Learn from an expert consultant on how to tackle specialty medication costs through innovative, strategic plan design management. In particular, discuss which drugs can/should be moved from one benefit to the other to allow for more visibility and cost control and learn how to better manage those drugs, (oncology in particular) that have proven best suited for the medical side.
 - *Led by David Dross, National Practice Leader, Managed Pharmacy Practice, Mercer Health and Benefits*
- **Workshop 2: PBM Contracting 101 (60 mins)**
Napa Ballroom
Have you thought about what you should be prioritizing going into your next contracting cycle? Benchmark with peers who have recently gone through an RFP, or are strategically prepping for their next one. Learn the “ins and outs” of smart contracting from an expert industry consultant who’s seen it all! Explore common pitfalls, gather specific language recommendations, and ultimately come away with a checklist of items to reference during your upcoming contract negotiation cycle with your PBM!
 - *Led by Jeff Post, RPh, Chief Clinical Officer, Rx Connection, LLC*
 - *Philip Ransdell, Director of Benefits, Cracker Barrel Old Country Store, Inc.*
 - *Yvonne Frame, Senior Manager of US Benefits, Cerner Corporation*
- **Workshop 3: Opioid Risk Management (60 mins)**
Monterey Ballroom
The costs of opioid misuse and abuse continue to rise and are tragically accompanied by thousands of deaths due to overdoses every year. Learn how to leverage your purchasing

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power, contracting influence and plan design to encourage appropriate, limited and evidence-based use of prescription opioids among employees and their dependents.

- Led by *Tiffany McCaslin, Senior Policy Analyst, National Business Group on Health*

1:45 p.m. Bio Break (15 mins)

Feel free to use this time to visit the restroom, refresh your beverage or chat with your peers!

Golden Gate Ballroom

2:00 p.m. An Employer's Wish List Model (60 mins)

Golden Gate Ballroom

Employers will take a stab at designing a pharmaceutical supply chain model that addresses and corrects for the antiquated facets of today's model – a wish list model!

- Led by *Brian Marcotte, President and CEO, National Business Group on Health*

3:00 p.m. Where Do We Go From Here? (15 mins)

Golden Gate Ballroom

- *Brian Marcotte, President and CEO, National Business Group on Health*

3:15pm Adjourn

Please complete and drop off an evaluation as you leave.