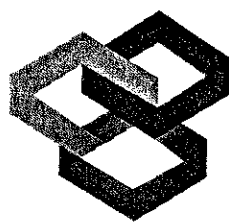


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3RD ANNUAL

PBM CONTRACTING

Methodologies for Contract Innovations

AUGUST 22-23, 2017 • WARWICK ALLERTON HOTEL • CHICAGO, IL

IN-DEPTH AGENDA DESIGNED TO HELP IMPROVE CONTRACT PERFORMANCE

CPE / CLE*
Credits Available
Pending Approval

- ③ Industry Collaboration and Integrated Care Approaches to Achieve Value
- ③ Ensuring You Understand and Receive All Manufacturer Rebates Associated With Your Patients
- ③ The Truth About PBM Spread and AWP Discounts
- ③ Contracting With Out-Of-Network Pharmacies — A Case Study on How an Integrated Healthcare Approach Saves Costs In Specialty Diseases
- ③ The 21st Century Cures Act and the Underlying Business Opportunity
- ③ Demystifying the RFP Process — Questions to Consider before you Start
- ③ RFP's — How an Independent Pharmacy Can Get A Seat at the Table
- ③ How Are ACO's Impacting the Contracting World?
- ③ Understand the How and Why of DIR Fees

Hear the Latest Insights and Innovations from Industry Thought Leaders:

CHAIRMAN:

Michael Medel, Senior Director,
Banner Health

Alan Lukazewski,
Director of Clinical Pharmacy,
WEA Trust

Ned Finn,
Chief Operating Officer
Aureus

Shaleen Patel, CEO,
Lemed Pharmacy

Andrew Reeves, CEO,
Vice President and Secretary,
OptiMed

John Addelman, CSO,
ProCareRX



PREMIER MEDIA PARTNERS:



Drug Topics

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HEALTH ECONOMICS

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Achieve organizational goals and increase patient care objectives through innovative contract measures!

Now in its 3rd year, CBI's PBM Contracting Summit is the best event to gain insights into the latest market and legal complexities affecting PBM contract negotiations. Learn how to enhance the financial value of your contract by gaining a deeper understanding into issues like DIR fees, pricing transparency, specialty drugs, privacy and data considerations, value-based contracts and much more. With representatives from health plans, PBMs, employers, specialty pharmacies and retail pharmacies, this event is one you can't afford to miss.

WHO SHOULD ATTEND:

You will benefit from attending this event if you are from a PBM, health plan, employer, pharmacy or specialty pharmacy with responsibilities or involvement in the following areas:

**Contracts • Finance • Pharmacy Benefit Management
Pharmacy Operations • Pharmacy Services
Business Strategy/Operations**

This conference will also benefit pharmaceutical manufacturers, law firms, pharmacy benefit consultants, PBM technology service providers, data providers and companies providing services to the above audience.

ALL NEW FOR 2017

UNCONFERENCE NETWORKING SESSIONS: Bring an issue or topic that you would like to discuss. In the beginning of the day we will collect your ideas and during the facilitated networking sessions assign topics to discussion tables. Conference participants can then go to any table and join a 45-minute groupthink.

Benefit from a far more meaningful unconference networking experience with peers and an opportunity to dive deep and discuss issues that are important to you.

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DAY ONE — TUESDAY, AUGUST 22, 2017

7:30 *Registration and Continental Breakfast*

8:30 *Chairman's Welcome & Opening Remarks*
Michael Medel, PharmD, MBA, Senior Director, Managed Pharmacy Solutions, Banner Health

8:45 **KEYNOTE**
Industry Collaboration and Integrated Care Approaches to Achieve Value

- Building transparent partnerships
- Value-based contracting strategies
- Specialty drug market impacts

Andrew Reeves, RPh, Chief Executive Officer, Vice President and Secretary, OptiMed

9:30 **Ensuring That You Understand and Receive All Manufacturer Rebates Associated With Your Patients**

- Understanding key rebate drivers — Drug mix, utilization and plan design
- Manufacturer revenue vs. rebates — Where are the dollars going?
- Shift assumptions and other rebate optics in the market place
- Enabling transparency through NDC level reporting and other methods

Dan Schrader, CEO, Gateway Health Partners
Karin Humphrey, COO, Gateway Health Partners

10:15 *Networking and Refreshment Break*

10:45 **DIR Fees — An Open Conversation on Their Purpose And How To Best Address Them Within Contracts**

- Understand the how and why of DIR fees and their impact
- Negotiate performance-based DIR fees
- Establishing calculation fees at Point of Sale
- What is the impact on the manufacturer?

Ned Flinn, Chief Operating Officer, Aureus

11:30 **UNCONFERENCE NETWORKING SESSION**
 Meet and network with your peers over topics that you have selected

12:15 *Networking Luncheon*

1:30 **How Are ACOs Impacting the Contracting World?**

- How might health systems organize their pharmacy departments to increase integration and decrease pharmacy cost risk?
- How can payers and providers collaborate on a winning pharmacy ACO strategy?
- What is the role of real-time decision support in drug product selection?
- Understand the role of pharma in this evolving reimbursement landscape

Michael Medel, PharmD, MBA, Senior Director, Managed Pharmacy Solutions, Banner Health

2:15 **The Truth About PBM Spread and AWP Discounts**

- Spread versus pass-through?
- Rebates — Low net cost or maximize rebates?
- Formularies and payers saving opportunities within the formulary
- What is the impact of the PBM owning mail and specialty pharmacies?
- What should benefit managers do?

John Addelman, Chief Sales Officer, ProCareRX

3:00 *Networking and Refreshment Break*

3:30 **Pharmacy Contracting — A Case Study on How an Integrated Healthcare Approach Saves Costs In Specialty Diseases**

- Improving quality of care and saving money through a coordinated integrated care model
- Total cost management with integrated care
- Monitoring and enhancing adherence in an integrated care model

Jeff Blake, Senior Vice President Payer Relations, The Hemophilia Alliance

4:15 **The 21st Century Cures Act and the Underlying Business Opportunity**

- Overview of significant changes in drug/device approvals and the prominence of big data
- Issues in administering value-based payment models in the 21st century
- New data privacy protections — What are the anticipated issues/costs for implementation?

Josephine Babiarz, Esq., Associate Professor of Pharmaceutical Sciences, School of Pharmacy, MCPHS University

5:00 *Close of Day One*

Networking, Wine and Cheese Reception
immediately following the final session on day one

DAY TWO — WEDNESDAY, AUGUST 23, 2017

8:00 Continental Breakfast

Customize Your Learning Experience and Choose from Two Tracks

Select from two educational tracks related to unique issues regarding PBM contracting:

A. Plan Sponsor/Payer — PBM Contracting

8:30 Demystifying the RFP Process

- When to go out to RFP
- How to prepare
- Choosing recipients
- Creating leverage

*Sara Sharkey, Sourcing Manager,
Capital District Physicians' Health Plan*

9:15 Niche Contracting for Disease States, Oncology, Hemophilia, Hepatitis

- Population management and value-based care
- Holistic care across the full continuum
- The benefits of utilizing independent pharmacies
- FFS vs. active care management
- The importance of accreditations and objective measurements
- Hemophilia — Achieving savings through assay management and pricing tiers

*Tom Nuttle, VP Business Development,
Cottrill's Specialty Pharmacy*

B. Pharmacies — PBM Contracting

8:30 RFPs — How an Independent Pharmacy Can Get a Seat at the Table

With today's rapidly changing healthcare marketplace, we're entering an era in which independent pharmacies, no matter how small their footprint, are able to participate with payers and plan sponsors as a valuable service contributor. But the process of incorporating independent pharmacies into high-performance payer networks is not always straightforward.

This session will provide insight to this challenge from an industry participants perspective:

- What are independent pharmacies, payers and plan sponsors looking for?
- Key service assets that can help an independent pharmacy get (and stay) ahead
- Lemed Pharmacy's perspective on watch-outs, operational best practices
- Understanding the real value of efficient and cost effective service engagement

Shaleen Patel, CEO, Lemed Specialty Pharmacy

9:15 How to Talk to Consumers About How/Why Drugs Are So High

- Why prior authorizations and step therapies are necessary
- Formularies and tiers
- Understanding the supply chain and what drives the cost
- What can the consumer do?

Keith Cook, Vice President, MedImpact Direct Specialty

10:00 Unconference Networking Session

10:45 *Networking and Refreshment Break*

11:15 **Contracting Exclusions and Definitions and the Impact on Your Bottom Line**

- PBM exclusions: Driving to lowest net cost — Reviewing formulary options to drive rebates by exclusions
- Payer exclusions — Coverage determinations using best evidence for safety, efficacy and cost, eg., ICER, AHRQ
- Payer-PBM collaboration — Managing appropriate use with deeper appropriate use criteria

Mike Ochoa, CEO, Advanced Therapeutics
Alan Lukazewski, Director, Clinical Pharmacy, WEA Trust

11:15 **Pharmacy Acquisition Cost and Its Role in Contract Negotiating**

- Loss file analysis and MAC appeals
- PBM grading
- Reimbursement and acquisition cost guarantee

*Todd Grover, CEO,
Glass Box Analytics*

12:15 *Networking Luncheon*

1:15 **PBM as a Business Associate — HIPAA's Effect on Contracting, Accessing and Disclosing Client Data**

Protecting the privacy of PBM clients and their members is essential to the contracting process and success of PBM operations.

- Understand how business associate agreements affect PBM day-to-day operations
- Identify and avoid five HIPAA hazards associated with contracting, accessing and disclosing client data
- Comply with reporting requirements related to PBM privacy incidents

Lisa Venn, Privacy Officer, EnvisionRxOptions

2:00 **Value-Based Network Services Offering — Status Update and Pilot Opportunity**

- Industry concepts
- Quality metrics incorporated into value-based networks
- Current programs and approaches in the Industry
- EQuIPP (Electronic Quality Improvement Platform for Plans and Pharmacists)

David Baker, Director, Pharmacy Government Contracting, Argus Health

2:45 **Chairman's Closing Remarks**

Michael Medel, Sr. Director, Pharmacy Benefit Management, Banner Health

3:15 *Close of Conference*

CBI Upcoming Attractions

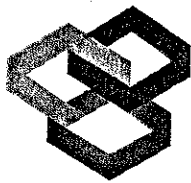
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PBM CONTRACTING

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REGISTRATION FEE:

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All Others	\$1899	\$2199	\$2299

Register by June 23, 2017 and SAVE \$300. Fee includes continental breakfast, lunch, wine and cheese reception, refreshments and conference documentation. Credit Card (Visa, MC, AMEX, Discover) or checks accepted. Please make checks (in U.S. funds drawn on a U.S. bank) payable to: CBI. (No personal checks accepted.) PLEASE NOTE: All advertised discounts are taken from the full, Standard Rate.

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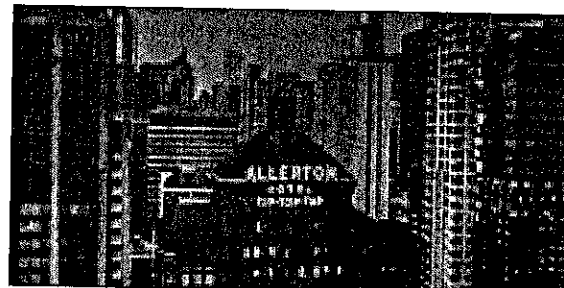
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- Online: www.cbinet.com/pbmcontracting
- Phone reservations: (877) 701-8111 and mention CBI's PBM Contracting

Book Now! The Warwick Allerton Hotel is accepting reservations on a space and rate availability basis. Rooms are limited, so please book early. All travel arrangements subject to availability.

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