Integrated Delivery Networks’ Role in Pharmaceutical Value-Based Agreements

NOVEMBER 13–14, 2018 | BALTIMORE MARRIOTT INNER HARBOR AT CAMDEN YARDS | BALTIMORE, MD
Welcome to AMCP’s Partnership Forum on Integrated Delivery Networks’ Role in Pharmaceutical Value-Based Agreements. We are delighted that you have joined us for our latest effort to advance the concept of value-based care.

AMCP strongly believes that models based on rewarding value over volume have the potential to improve patient care and control rising costs. However, we also recognize that there are significant challenges in implementing such reimbursement agreements. Nowhere is the potential and challenge of value-based care more evident than in integrated delivery networks (IDNs). By their very design, IDNs can capture data necessary to evaluate whether a patient, or group of patients, have obtained a desired therapeutic outcome. This data is the foundation for determining value of specific products or interventions.

But first, IDNs must overcome significant operational hurdles. Successful adoption of value-based agreements will require IDNs to carry out a range of complex processes, including advanced data analytics, end-to-end population health management solutions, comprehensive care management, and successful patient engagement. Attendees of this Forum will help IDNs lay the groundwork to make this happen. The tasks before us include:

- Validating how value-based care is currently delivered in integrated delivery systems;
- Understanding opportunities and barriers to implementing pharmaceutical value-based arrangements;
- Developing key recommendations and action plans that allow IDNs to reach the full potential of value-based agreements; and
- Gaining a better understanding of opportunities for managed care organizations, accountable care organizations and IDN to collaborate to drive improvements in health care outcomes.

As with all of our Forums, this one benefits from the wide range of thought-leaders at the table. Once again we are fortunate to tap the expertise of stakeholders representing patients, payers, providers, government, and biopharmaceutical companies. Thank you for your attendance. I also would like to thank our sponsors who helped make this event possible: Amgen, Boehringer Ingelheim, Bristol-Myers Squibb, Genentech, Lilly, MedImpact, Merck, National Pharmaceutical Council, Novo Nordisk, Pharmaceutical Research and Manufacturers of America, Takeda and Xcenda.

I look forward to a very productive event.

Sincerely,

Susan A. Cantrell, RPh, CAE
AMCP CEO
As President of Leavitt Partners Consulting and Chief Risk Management Officer of Leavitt Partners, a national health-care consulting firm, Susan Winckler advises corporate executives on policy and business matters, such as Medicare/Medicaid, FDA practices and alternative payment models. As CEO of the Food & Drug Law Institute from 2009–2014, she provided attorneys, regulators, industry leaders and consumers with journals, meetings and a neutral forum for addressing domestic and global issues. As FDA Chief of Staff from 2007–2009, she managed the Commissioner’s office; served as his/her senior staff adviser; analyzed policies; and represented FDA before myriad government and external stakeholders. She simultaneously led FDA’s Offices of Legislation, External Relations, Public Affairs and Executive Secretariat. As APhA Vice President Policy/Communications and Staff Counsel, Ms. Winckler served as the association’s lead spokesperson and senior liaison to Congress, the executive branch, state associations and allied groups.

Over the prior 9 years, she held several policy and practice-related jobs. 

She earned a BS from the University of Iowa College of Pharmacy and her JD magna cum laude from Georgetown University Law Center. She is an APhA Fellow.
INTEGRATED DELIVERY NETWORKS’ ROLE IN PHARMACEUTICAL VALUE-BASED AGREEMENTS

AGENDA

TUES, NOV 13

2:00 pm – 2:30 pm  Welcome and Introductions

2:30 pm – 3:30 pm  Presentation

Defining Value and Opportunities with Agreements in Integrated Delivery Networks

Objective: The presentation will set a foundation for the current landscape of integrated delivery networks and discuss how critical players are defining value.

3:30 pm – 3:45 pm  Break

3:45 pm – 4:45 pm  Panel

Agreement Roles: Driving Desired Patient Outcomes and Efficiency

Objective: Panelists will share unique perspectives in assisting integrated delivery networks in the execution of value-based agreements.

4:45 pm – 5:45 pm  Breakout Session #1

Delivering the Value to Improve Clinical Outcomes

Objective: Participants will garner insights and identify solutions to improve efficiency, process, and outcomes for value-based agreement stakeholders.

5:45 pm – 6:00 pm  Recap Day 1 with Reception Immediately Following
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AGENDA

WED, NOV 14

Welcome and Day 1 Recap

Panel
HIT Perspective: Data Integration for Optimal Outcomes and Reporting
Objective: Panelists will discuss misperceptions, realities, and opportunities in executing value-based agreements from a data perspective.

Breakout Session #2
Overcoming Barriers for Successful Collaborations
Objective: Participants will provide solution-oriented ideas to overcome obstacles that prevent successful collaborations to improve administrative and clinical results.

Break

Panel
Future Considerations for Value-Based Agreements
Objective: Panelists will deliver perspectives on how stakeholders can prepare for value-based agreement evolution.

Networking Lunch

Breakout Session #3
Best-in-Class: Approaches to Support Value-Based Agreements
Objective: Participants will provide best-in-class ideas for stakeholder collaborations to manage challenges in supporting value-based agreements to success.

Forum Summary and Conclusions

8:00 am – 8:15 am
8:15 am – 9:15 am
9:15 am – 10:30 am
10:30 am – 10:45 am
10:45 am – 11:45 am
11:45 am – 12:45 pm
12:45 pm – 2:00 pm
2:00 pm – 2:30 pm
Melissa Abbott, PharmD, Clinical Pharmacist, Pharmacy Management Consultants

Melissa Abbott is a clinical pharmacist for Pharmacy Management Consultants (PMC), a division of the University of Oklahoma College of Pharmacy (OU COP). She previously practiced pharmacy for a large pharmacy benefit manager where she supervised a team of prior authorization, medication therapy management (MTM), and consulting pharmacists. Through her position at PMC, she is a key decision maker with the design and implementation of Alternative Payment Models (APMs)/Value-Based contracts for Oklahoma Medicaid. She is also a primary presenter of clinical reviews and criteria reports for presentation to the Drug Utilization Review Board and Oklahoma Health Care Authority.

Clay Alspach, Principal, Leavitt Partners

Clay Alspach is a principal at Leavitt Partners specializing in federal health care policy and advocacy. Prior to joining Leavitt Partners, he served as Chief Health Counsel for Chairman Upton of the U.S. House of Representatives Energy and Commerce Committee. He spearheaded legislative initiatives that repealed the SGR (MACRA), reauthorized FDA user fees (FDASIA), and ensured drug supply chain security (DQSA). He also led efforts on biopreparedness and the 21st Century Cures Act. Previously, he clerked for the Honorable Ronald L. Buckwalter of the U.S. District Court for the Eastern District of Pennsylvania and worked in private law practice.

Amanda Bain, PharmD, MPH, MBA, Director, Pharmacy and Care Management, The Ohio State University Health Plan, Inc.

Amanda Bain is the Director of Pharmacy and Care Management for The Ohio State University Health Plan, Inc. in Columbus, Ohio. In her role, she leads the creation, implementation, and evaluation of nursing and pharmacy care management programs. Additionally, she acts as the clinical liaison to the Office of Human Resources, the OSU Wexner Medical Center, and the PBM vendor in support of pharmacy benefit program designs, services and communications for The Ohio State University. She has served on numerous national committees regarding pharmacy education, quality, and technology.
Christina Barrington, RPh, PharmD
Vice President of Pharmacy Programs
Priority Health
Christina Barrington is the Vice President of Pharmacy Programs for Priority Health and has over 20 years of managed care experience. She has worked in many areas of managed care, including industry, pharmacy benefit management, and for national and regional health plans. She has been involved in outcomes-based contracting and value-based benefit designs for over 10 years.

Amanda Brummel, PharmD
Director, Clinical Ambulatory Pharmacy
Fairview Pharmacy Services
Amanda Brummel has been employed by Fairview Pharmacy Services since 1999. While at Fairview, she has built and practiced Medication Therapy Management (MTM) in multiple clinic locations, and has served as the clinical supervisor for the MTM department and the MTM Operations & Program Manager. Currently, she has responsibility for the MTM program, the clinical development and integration of ambulatory pharmacy services in the Fairview Health Network including transitions of care and quality outcome measurement. She works closely with the Fairview Medical Group and the Fairview Network in population health approach and new payer product development. She is also an Adjunct Associate Professor at the University of Minnesota.

Lisabeth Buelt, MPH
Research Associate
National Pharmaceutical Council
Lisabeth Buelt is the research associate at the National Pharmaceutical Council (NPC). In this role, she supports NPC’s research team on a variety of initiatives and manages research projects related to the essential role of biopharmaceuticals in the health care delivery system. Before joining NPC, she was the manager of policy and research at the Patient-Centered Primary Care Collaborative (PCPCC), where she managed the development of PCPCC’s policy, research and advocacy communications. She earned her master’s degree in public health policy and management from George Washington University and holds a BA in communications from the University of Minnesota.
Donald Carroll, MHA, RPh  
Associate Chief Pharmacy/Connected Care  
Cleveland Clinic

Donald Carroll is Associate Chief of Pharmacy/Connected Care at Cleveland Clinic with leadership responsibilities for Specialty Pharmacy, a 20-site pharmacy network and the Center for Connected Care, which consists of post-acute services including home care, hospice, infusion, respiratory, SNF network, regional palliative medicine and SNF/LTC based physician services. Prior to joining Cleveland Clinic in 1998, he worked for Baxter, Caremark and Coram in a variety of positions including area operations director and general manager. He has a Bachelors degree in Pharmacy from The Ohio State University and a Masters in Health Administration from Ohio University.

Dustin Carver, MBA  
Senior Manager, Portfolio Contracting & Innovation  
Novo Nordisk

Dustin Carver supports Value-Based Contracting and innovative pilot programs at Novo Nordisk. He leads the Value-Based Contract (VBC) core team responsible for the execution of VBCs with payers, this includes negotiation of contract terms as well as operational and risk assessment activities. He also has responsibility for the creation of portfolio VBC strategy and the design of contract concepts which address payer challenges in a manner that creates value for both the payer and for Novo Nordisk. For the last five years, he has worked in various departments supporting Market Access activities at Novo Nordisk including Strategic Pricing, Market Intelligence, and Market Access Strategy & Innovation. In these roles he led activities such as post-deal benchmarking, competitor/payer monitoring, and creation of price and contract strategy for pipeline and inline brands.

Tim Cernohous, PharmD, PhD  
Director of Ambulatory Pharmacy  
Essentia Health

Tim Cernohous is the Director of Ambulatory Pharmacy Services at Essentia Health where he has responsibility for 18 ambulatory pharmacies, EH Specialty Pharmacy, EH Prescription Service Center, Medication Therapy Management program and the Patient Assistance Program. In addition to the aforementioned roles, he also continues to do research within the area of patient incentives, evaluation of pharmacy benefit designs, as well as optimization of Essentia’s population care management process. He is a graduate of the University of Minnesota, College of Pharmacy. Following his PharmD training, he completed his PhD in Social and Administrative Pharmacy (SAPh) with an emphasis on consumer behavior.
Richard Demers, RPh, MS, FASHP
Chief Administrative Officer, Ambulatory Pharmacy Services
University of Pennsylvania Healthsystem

Richard Demers is responsible as the chief pharmacy executive for all ambulatory pharmacy services across the health system, to include infusion, retail and specialty pharmacy services. He directs all ambulatory pharmacy services across six hospitals and three satellites. He received his Bachelor of Science at Northeastern University, his Master of Science in Hospital Pharmacy from The Ohio State University, and his Residency in Hospital Pharmacy from OSU Hospitals.

Michelle Drozd, ScM
Deputy Vice President, Policy & Research Pharmaceutical Research and Manufacturers of America (PhRMA)

Michelle Drozd works on a range of cross-cutting issues, including value-based contracting, Medicare Part B, transparency, and the pharmaceutical supply chain. Prior to joining PhRMA, she worked in quality improvement and business planning at Partners Healthcare, an integrated delivery system in Boston. She also worked at RTI International, implementing demonstration projects for the Centers for Medicare & Medicaid Services.

Stephen George, PharmD
Senior Consultant
Milliman

Stephen George is a senior healthcare consultant with Milliman. He leads consultant teams with employee plans, healthcare plans (commercial, Medicare, Medicaid), and union trust fund clients in various areas including: managing specialty and physician-administered drugs, negotiating PBM RFPs, overseeing PBM SLAs, benchmarking PBM operations, and developing drug formularies. He has experience with the development of commercial and Part-D medical clinical programs, designing HEOR projects, auditing 340B pricing models, implementing disease management models, drug/device pricing, and assessing STAR/MTM pharmacy programs. He holds an active pharmacist license in Florida and continues an active practice in patient care.
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PARTICIPANTS

Diane B. Giaquinta, PharmD, FAMCP
President
StrategiCare Inc.

Diane B. Giaquinta is President of StrategiCare, a consulting company with an emphasis in managed care pharmacy. Her areas of expertise include product commercialization strategies, managed care training, customer partnership development and market research. Her unique perspective comes from having held senior management positions in both managed care pharmacy and the pharmaceutical industry. At Bristol-Myers Squibb, she was Vice President of Health Systems Management and was responsible for strategy development internationally for managed health care and customer marketing. Prior to joining BMS, Diane was Vice President and General Manager of WellPoint Pharmacy Management where she established the PBM and managed pharmacy sales and operations.

Patrick Gleason, PharmD, BCPS, FCCP, FAMCP
Senior Director, Health Outcomes
Prime Therapeutics

As Senior Director of Health Outcomes at Prime Therapeutics, Patrick Gleason leads Prime’s clinical health outcomes assessment team in the development and improvement of pharmacy benefit management programs, as well as value-based contracting. Through integrated medical and pharmacy claims data analysis, he assesses value-based contracts, clinical program opportunity, and post-implementation outcomes. He is an Adjunct Professor of Pharmacy at the University of Minnesota, College of Pharmacy, as well as a Board Certified Pharmacotherapy Specialist (BCPS), and an elected Fellow of both the Academy of Managed Care Pharmacy (FAMCP) and American College of Clinical Pharmacy (FCCP).

Douglas Goldstein
Managing Director
Santesys Solutions

Douglas Goldstein accelerates the growth of biohealth and digital companies through leadership, strategy and business development that delivers value and results. As an entrepreneur and intrapreneur, he has crafted innovative solutions using technology, process improvement and human ingenuity. He is a thought leader in digital therapeutics, population health and precision medicine and author of 11 books health and technology including eHealthcare: Harness the Power of e-Commerce and e-Care and Medical Informatics 20/20 — Quality and EHRs through Collaboration, Open Solutions and Innovation. Recently, he served as the Innovation Officer for the Inova Center for Personalized Health where he led the development of new value and outcome based clinical and business relationships with global life sciences and medical device companies.
Frederic Goldstein, MS
President and Founder
Accountable Health LLC

Frederic Goldstein is the founder and president of Accountable Health, LLC, a healthcare consulting firm focused on population health. He has over 30 years of experience in population health, disease management, HMO and hospital operations. He also serves on the Graduate Faculty of the John D. Bower School of Population Health at the University of Mississippi Medical Center, the editorial Board of the journal Population Health Management, the Best Practices Review Panel for the Institute for Medicaid Innovation, is a judge for the Health Value Awards and is Past Chair of the Board of Directors of the Population Health Alliance.

Jacob A. Jolly, PharmD, CSP
Program Director, Specialty Pharmacy
Vanderbilt University Medical Center

Jacob A. Jolly is Program Director, Vanderbilt Specialty Pharmacy, with significant experience in specialty, retail, and hospital pharmacy. He combines insight with forward-facing concepts to develop unique solutions. He completed his pre-pharmacy coursework at Louisiana State University and received his doctorate of pharmacy from Mercer University. In his current role as Program Director, he creates and fosters meaningful partnerships with a variety of stakeholders on behalf of Vanderbilt Specialty Pharmacy. His efforts help lead Vanderbilt Specialty Pharmacy in delivering progressive, patient-focused, specialty pharmacy care.

Myla Maloney
Vice President Strategic Accounts
Premier, Inc.

Myla Maloney is the Vice President of Strategic Accounts for Premier Applied Sciences with 17 years of experience in strategic account management, health care sales, marketing, customer segment strategy, sales leadership and pharmaceuticals. She supports Premier’s mission to transform healthcare by leading the Premier Life Sciences Business Development group’s efforts to collaborate with life science organizations on population health improvement initiatives to improve the quality of patient care. Prior to this position, she was the Vice President of Strategic Supplier Engagement for Premier where she worked with biopharmaceutical and IT organizations.
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PARTICIPANTS

Marty Mattei, PharmD
Vice President, Enterprise Initiatives and Product Innovation
MedImpact

Marty Mattei is Vice President of Enterprise Initiatives and Product Innovation for MedImpact. In his role, he is responsible for providing oversight and direction to guide enterprise product strategy, product management and product development for the organization. Previously, he was Associate Vice President of Pharmacy Products and Services for The TriZetto Group, a healthcare technology solutions company. Additionally, he held the position of Director of Pharmacy Services for Colorado Access, a regional Medicaid/Medicare HMO based in Denver. He is also Clinical Assistant Professor at the University of Colorado, School of Pharmacy in the Department of Pharmacy Practice.

Swati Patel, PharmD, MBA
Senior Manager
Deloitte Consulting

Swati Patel works along the Pharmacy Value Chain with life sciences and health care organizations delivering cost transformation initiatives through M&A activities, supply chain optimization and new strategic ventures.

Ajit Rajput
Director, U.S. Innovation
Eli Lilly & Company

Ajit Rajput leads the U.S. Quality and Innovation team, which is focused on new ways to increase patient access to Lilly medicines. Over 8 years, he has held roles in sales, marketing, finance, and strategy. He graduated with honors from UCLA with a Bachelor of Science in Molecular Biology. He is currently earning an MBA from the Wharton Business School. In his free time, he is passionate about improving access to education and mentoring first-generation college students.
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PARTICIPANTS

Yusuf Rashid
Vice President of Pharmacy and Vendor Relationship Management
Community Health Plan of Washington

As Vice President of Pharmacy and Vendor Relationship Management, Yusuf Rashid oversees all pharmacy programs as well as the ancillary vendor services supporting the Medical Management Division at Community Health Plan of Washington. This includes prescription drug benefit strategy, formulary design, PBM relations, and Pharmacy Clinical Programs. He is responsible for integrating strategic medical vendor services to optimize quality of care at sustainable costs. This includes programs such as specialized case management, health risk assessments, Health Homes care coordination services and care management software systems.

Kayse Reitmeyer
Pharmaceutical Manufacturer Relations Director
Highmark

Kayse Reitmeyer is the Pharmaceutical Manufacturer Relations Director at Highmark, where she has been for the past four years. She works closely with pharmaceutical manufacturers on rebate negotiations and Highmark’s clinical pharmacy team to develop formulary strategy. Her key success has been building out Highmark’s portfolio of innovative contracting opportunities such as value-based and outcomes-based contracts and working to grow Highmark’s medical contract portfolio. She began her career at the University of Pittsburgh’s Department of Biomedical Informatics, focusing on pathology informatics, medication adherence, and adverse drug event research.

Hazel Seabrook, RN, MBA
Managing Director
Huron Consulting Group

Hazel Seabrook is a professional nurse with over 40 years of experience and is the Western Region Lead and clinical market leader for Huron’s Cost and Clinical Solution. In her current role, she works with clients to architect approaches to meet their unique performance improvement needs. Before joining Huron Healthcare, she was a senior vice president of Wellspring Partners. Prior to Wellspring, she served as the vice president of clinical consulting for Broadlane, Inc., a group purchasing organization. While there, she was responsible for the development and execution of the firm’s consulting practice. She also has experience as a Chief Nursing Officer with Tenet Healthcare.
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PARTICIPANTS

Rebecca Sugarman, MS
Assistant Director, Global Health Economics and Outcomes Research
Xcenda

Rebecca Sugarman is an Assistant Director in the Global Health Economics and Outcomes Research group. Bringing more than 12 years of diverse health care experience, she conducts health economics and outcomes research focused on demonstration and communication of product value to optimize market access. Prior to joining Xcenda, she was engaged in strategic consulting for the pharmaceutical and medical device industries, with a focus on managing integrated evidence generation programs and on the design and development of health economic analyses to facilitate decision making.

Daniel Sullivan, MBA
Executive Director,
US Value Based Partnerships
Amgen

Dan Sullivan is currently the Executive Director for US Value Based Partnerships at Amgen. He and his team work with payers, integrated delivery networks, pharmacy benefit managers and other strategic entities within the US healthcare ecosystem to identify and complete projects targeted at advancing health care in a true collaborative fashion. His career at Amgen spans more than 13 years, with the majority of time being spent in US commercial leadership roles. Most recently, he led the west region of Amgen’s Organized Customer Team representing Amgen’s entire portfolio and interacting with key regional payers, integrated delivery networks, and other customers. Outside of the US, Dan also served as a global payer lead for a phase three asset where he was instrumental in revising the US reimbursement strategy.

Hai Tran, PharmD, BCPS
Associate Director, Drug Use Policy
Cedars-Sinai Medical Center

Hai Tran is the Associate Director overseeing the Drug Use Policy and Antimicrobial Stewardship Program at Cedars-Sinai Medical Center (CSMC) in Los Angeles, California, where she has practiced for over 15 years. Following her Advanced Residency in Infectious Diseases/Antimicrobial Stewardship at CSMC, she was an Infectious Disease Pharmacist for two years prior to being promoted to her current position. She is responsible for developing and implementing clinical programs, institutional guidelines, and cost saving strategies in collaboration with Medical and Nursing Leadership.
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PARTICIPANTS

Robin Turpin, PhD
Value Evidence and Health Outcomes
Scientific Lead
Takeda Pharmaceuticals, USA

Robin Turpin spent the first half of her career in health services and outcomes research for hospital and health care systems, including a period with the Joint Commission to lead the reliability and validity testing of performance metrics. Her industry experience includes HEOR positions with Merck, Baxter, and Takeda. With 30 years of experience in health care evaluation and outcomes research, she has coauthored more than 100 books, book chapters, and journal articles on health economics, health behavior, and population health management.

Wendy Weingart, RPh, MS
Senior Vice President,
Managed Care Services
Visante, Inc.

Wendy Weingart has over 25 years’ experience with hospitals, health plans and pharmacy benefits management (PBM). For the last 13 years, Wendy has been a member of the Visante, Inc. team of consultants and serves as a practice leader in Visante’s Managed Care/Government Programs division. She is experienced in formulary and benefit administration, rejected and paid claims analyses, Part D transition program claims administration, Part B vs. Part D billing issues, hospice, and protected class drugs. Before joining Visante, she was Director, Pharmacy Services, for Assurant Health. In that position she oversaw Assurant’s prescription drug card programs, pharmacy and PBM contracting, and pharmacy benefit program compliance as well as formulary and benefit administration and pharmacy clinical operations for the health plan’s one million members nationwide.

Lori Wood, MHA
Senior Vice President,
Director of Payer Strategy Development
Entrée Health

As a senior strategist for Entrée Health, Lori acts as a consultant on trends and issues for the development and implementation of managed markets strategies and initiatives for life sciences organizations. Lori has more than 28 years of comprehensive health system, managed care, and pharmaceutical consulting experience. Her areas of expertise include strategic planning, resource execution, segmentation and research. She has extensive experience working with IDN, payer, and employer stakeholders to best create impactful collaborative strategies within the managed care ecosystem. Prior to joining the agency as a strategist, Lori had a long tenure at Aetna Health Plans, Magellan Behavioral Health, and Horizon Blue Cross.
Frederick Zeleznik, MBA
Director, Oncology Value and Access
Bristol-Myers Squibb

Frederick Zeleznik is the current Director, U.S. Oncology Value & Access at Bristol-Myers Squibb. He has been a part of the BMS Oncology value and access team for three years and his responsibilities include ensuring patient and provider access to BMS Oncology medicines. He has over 18 years in the pharmaceutical industry with wide-ranging experiences in market access, marketing, pricing & contracting. Prior to his current role, he held roles in BMS marketing for launch brands, late life-cycle brands; and in finance. He received his MBA from Drexel University.
Renate Wolfe
Manager, Contract Development
Boehringer Ingelheim Pharmaceuticals, Inc.

Renate Wolfe a Contract Development Manager with Boehringer Ingelheim Pharmaceuticals. She has 10 years of experience focusing on Group Purchasing Organizations (GPOs).

Thank you to our sponsors for their generous support of this Forum.
THANK YOU

To our distinguished participants and guests.

The Academy of Managed Care Pharmacy
looks forward to holding more partnership forums
focused on issues of greatest importance to our 8,000 members,
the more than 270 million Americans covered by the pharmacy benefit,
and other health care stakeholders.
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