

HYBRID EVENT

# Trade & Channel Strategies

Innovative Pharmacy and Distribution Models  
Driven By Market Dynamics, Product Type,  
Site of Care and Reimbursement



**IN-PERSON:**

**DECEMBER 13-14, 2021**

HILTON PHILADELPHIA  
AT PENN'S LANDING

PHILADELPHIA, PA



**VIRTUAL:**

**DECEMBER 16-17, 2021**

## POST-CONFERENCE REPORT

BENCHMARKING DATA RESULTS

[INFORMACONNECT.COM/TRADE-CHANNEL](https://informaconnect.com/trade-channel)

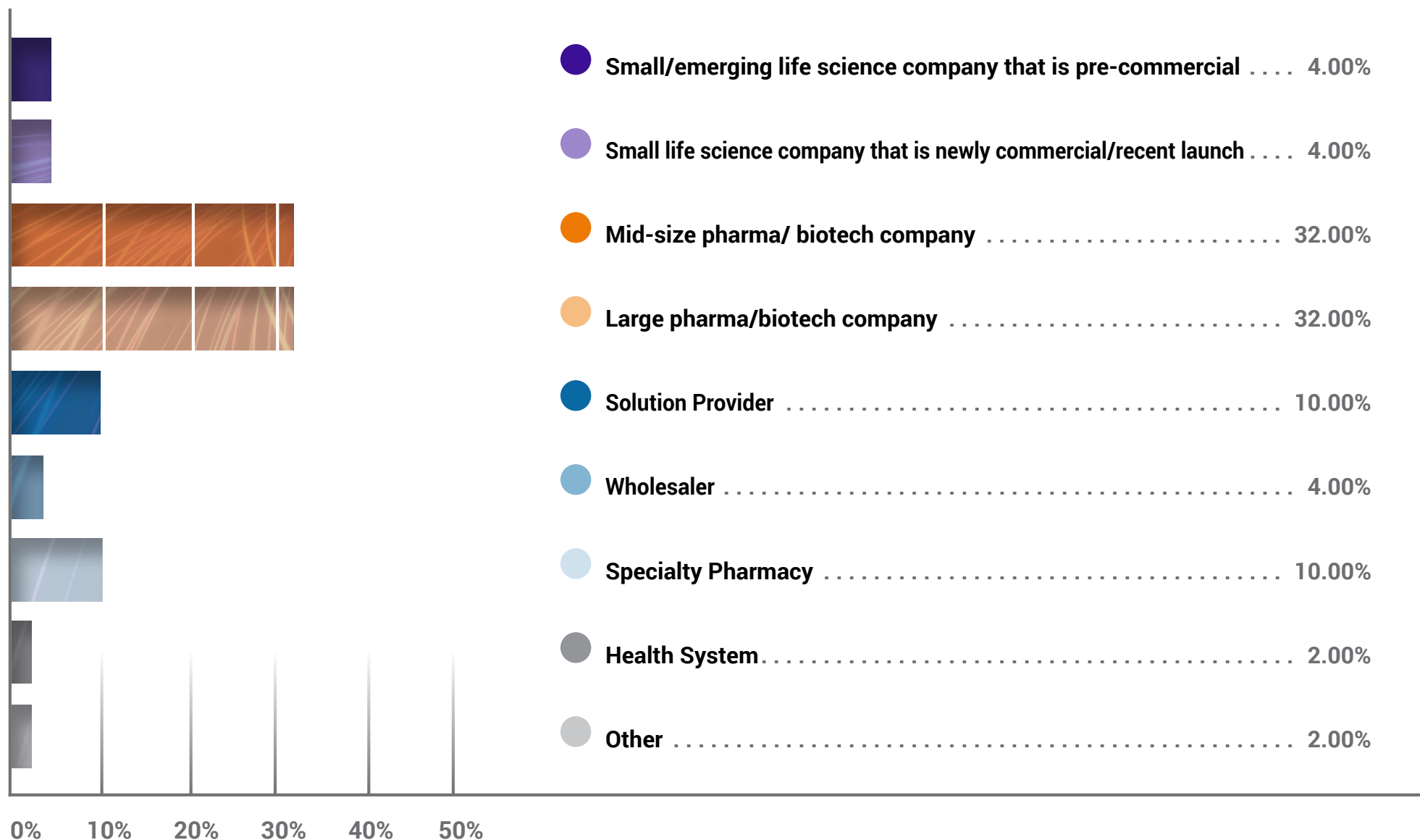
Educational Sponsor.



 **informa connect**

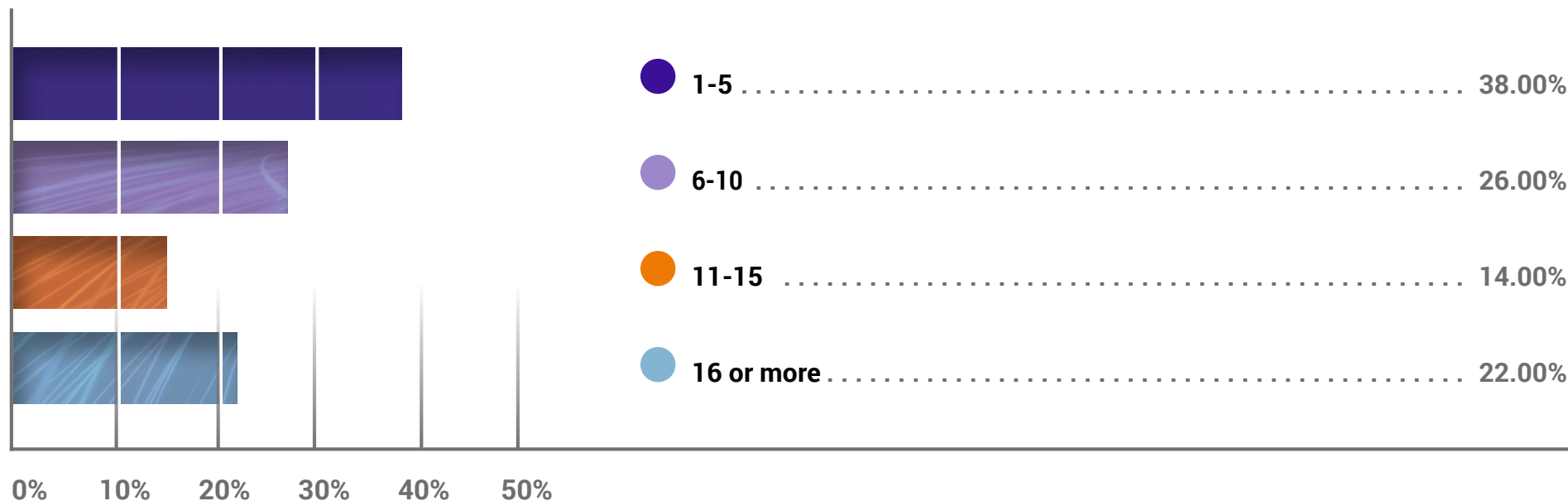
# BENCHMARKING REPORT

## How would you categorize your company?

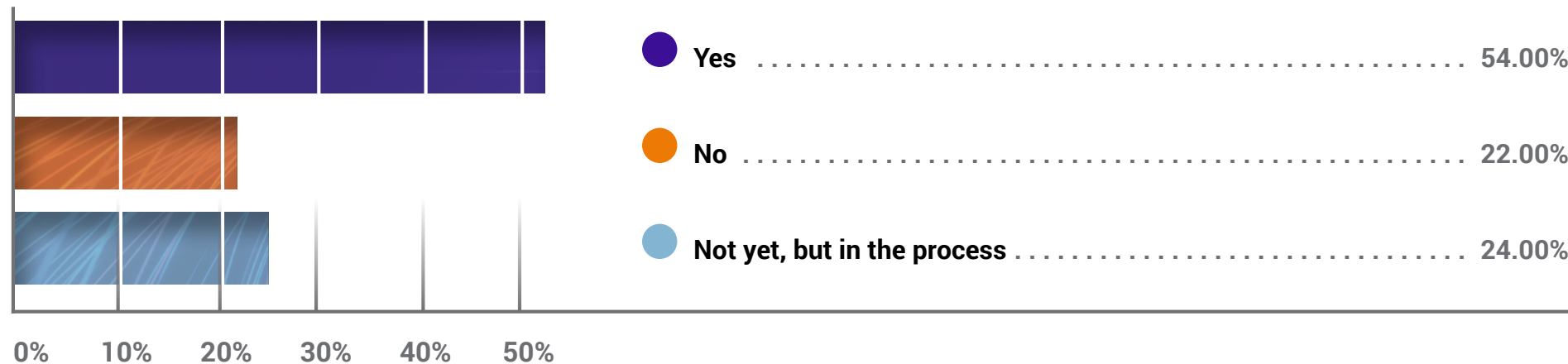


# BENCHMARKING REPORT

## How big is your Trade and Channel team?

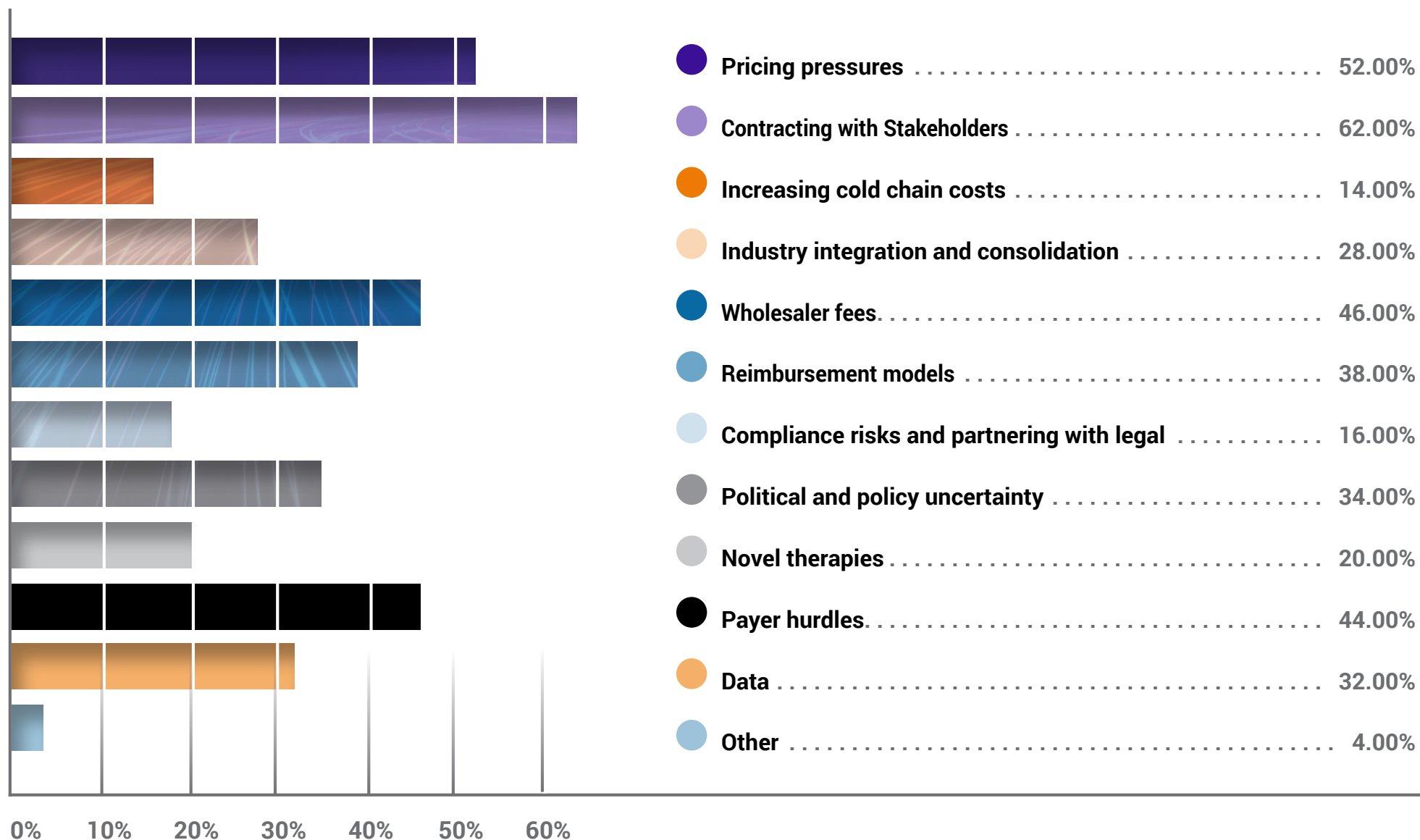


## Have you updated/revised your channel strategy to collaborate with innovative and emerging healthcare delivery start-ups to streamline patient access?



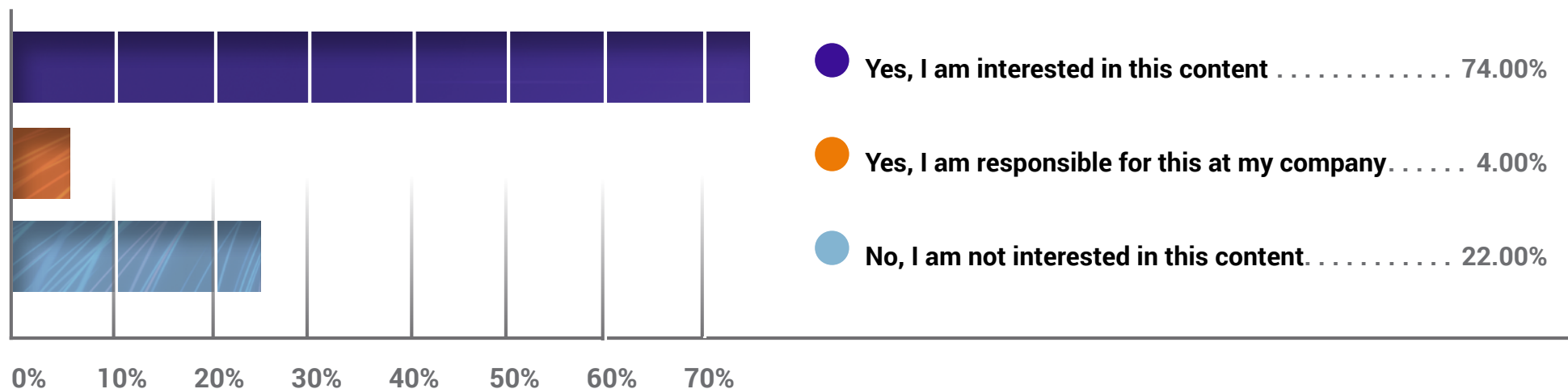
# BENCHMARKING REPORT

What are the top issues facing you and your team right now? *(select all that apply)*

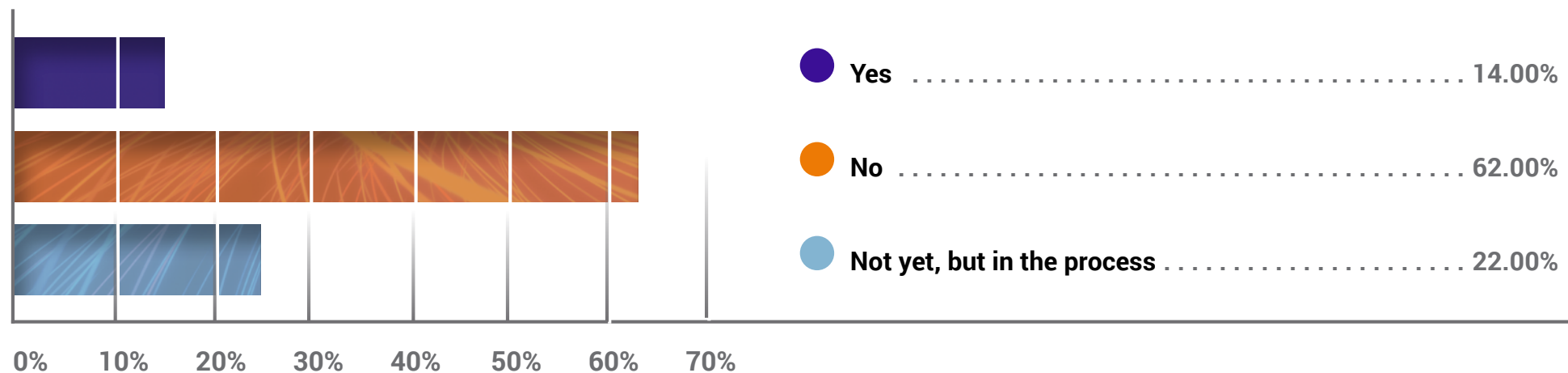


# BENCHMARKING REPORT

Are you responsible or are you interested in specialty product data strategies and ways to leverage this for actionable insights and an improved patient journey?

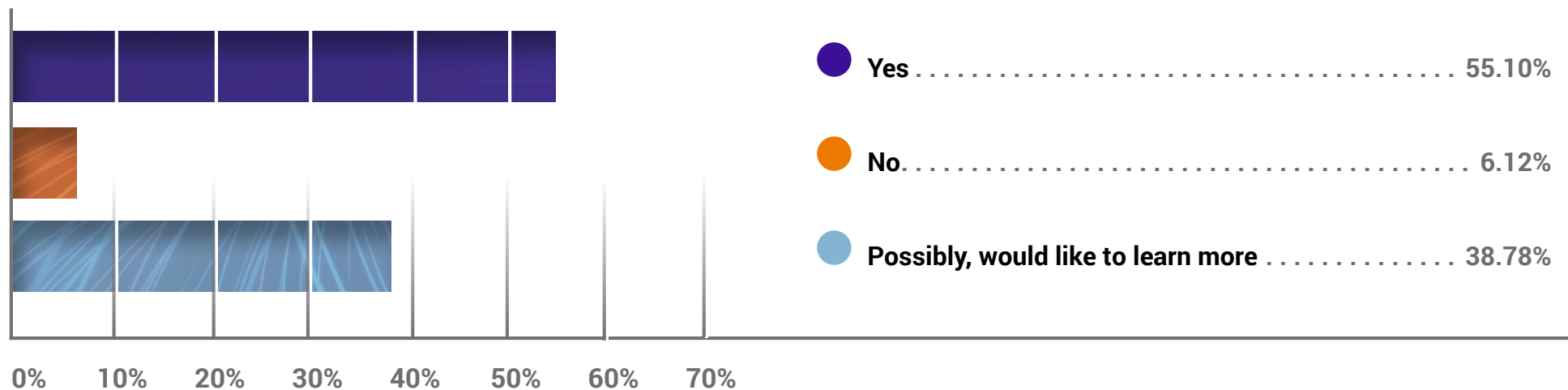


Are you currently shifting distribution models and moving from volume discounts to more value-based or therapy-based discounts?

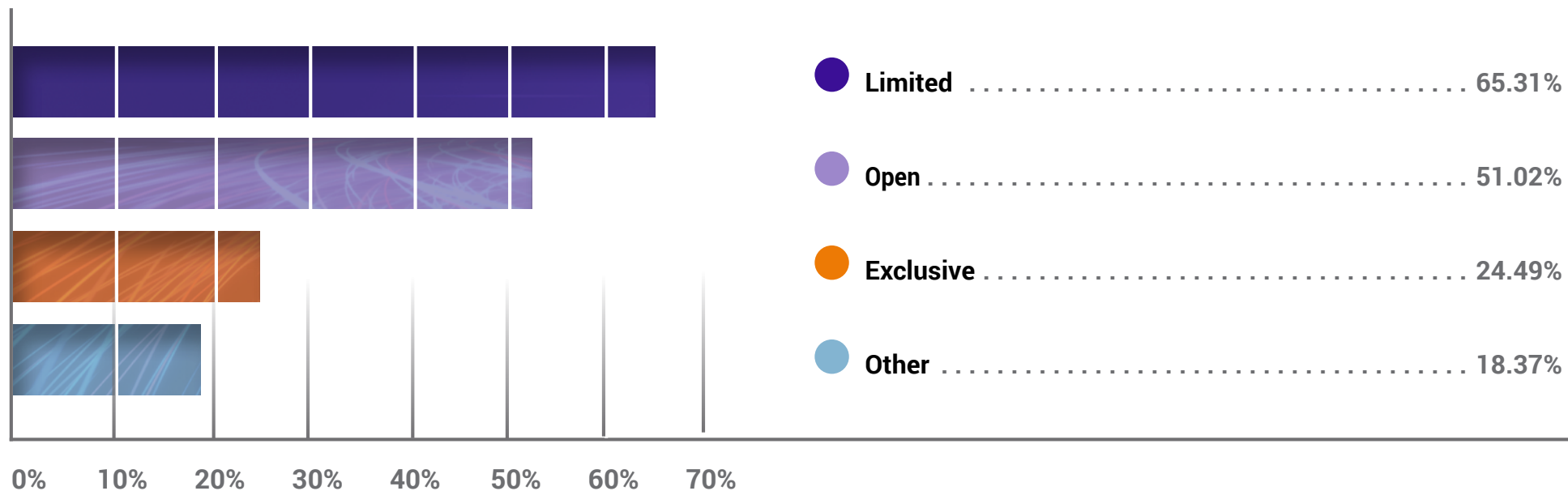


# BENCHMARKING REPORT

Are you looking for new solutions and services to streamline and optimize trade and channel operations?

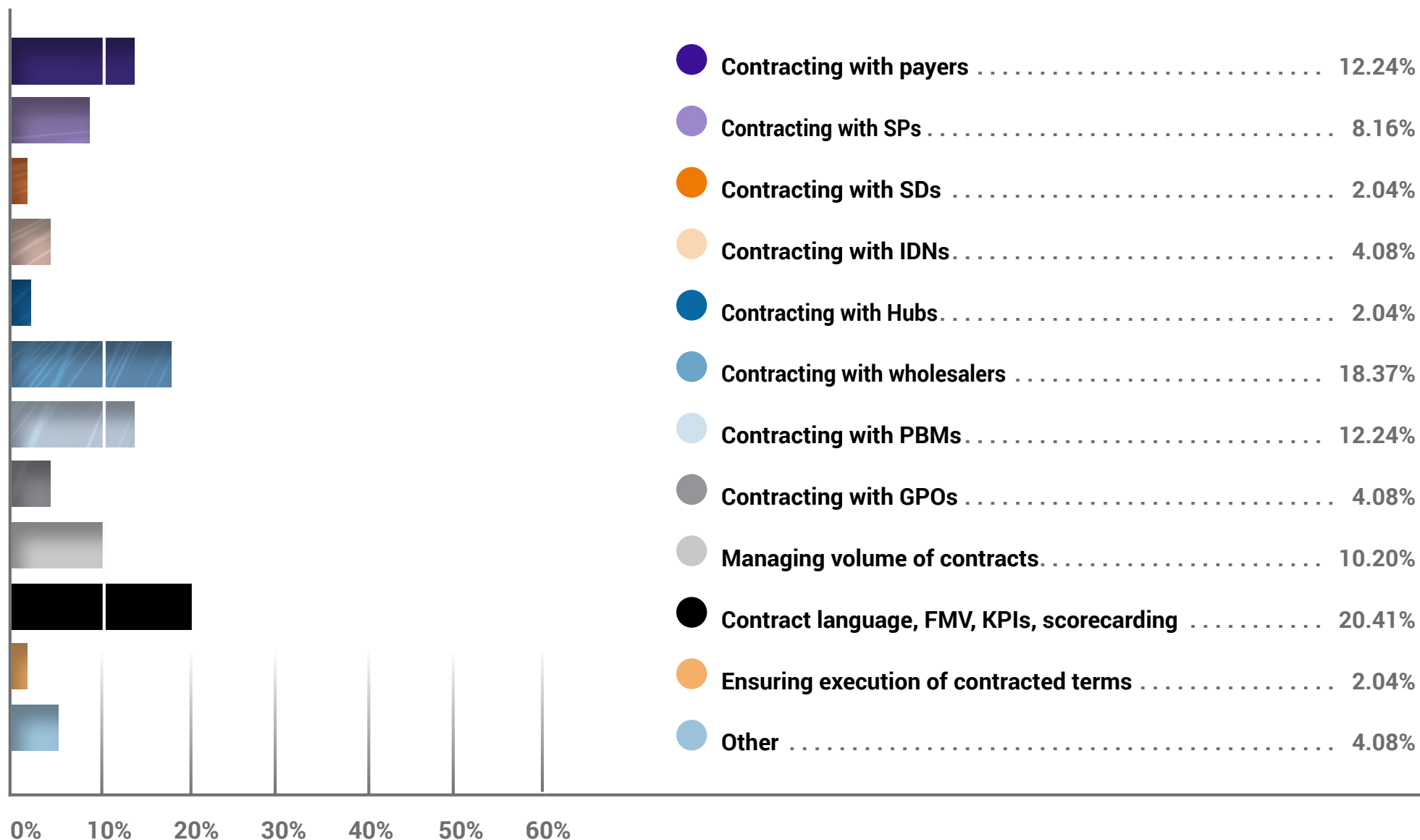


Which type of network do you currently utilize? *(select all that apply)*



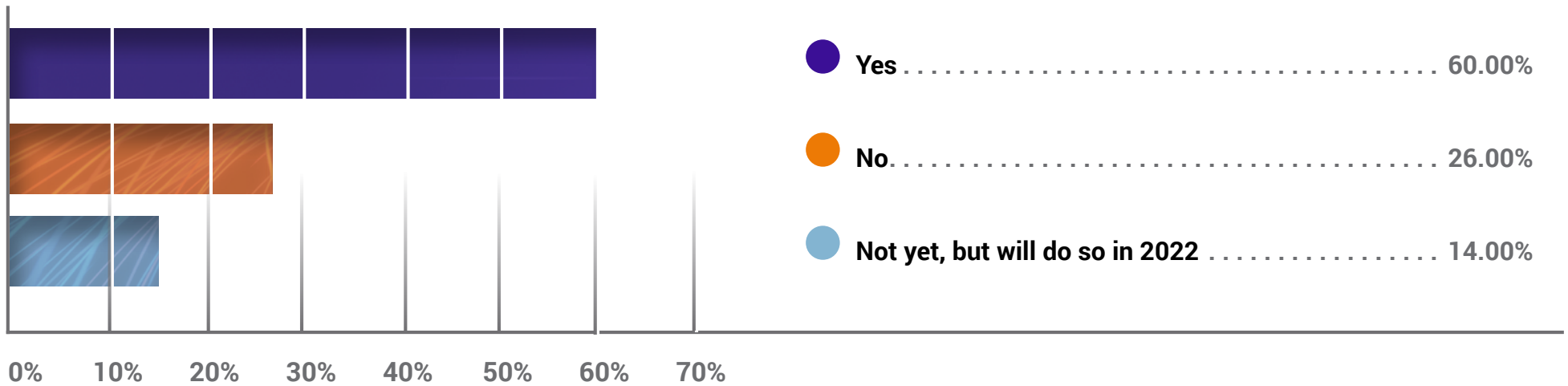
# BENCHMARKING REPORT

When it comes to contracting, what is your biggest contracting challenge? *(select all that apply)*



# BENCHMARKING REPORT

## Are you currently partnering with IDNs?



## Are you currently working on an emerging therapy?

