Excelera Specialty Pharmacy Network

Your IDN-based Specialty Pharmacy Partner

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Presenters:
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Speaker Bios

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Understanding the need for the

IDN-BASED SPECIALTY PHARMACY
Problem: Mandated Specialty Pharmacy

When it is mandated that specialty pharmacy services be obtained from a third party, critical information about these complex patients is divided between different companies that do not talk to one another.
Integrated delivery networks (IDNs) such as health systems **put the patient at the center**, and are ideally suited to provide specialty pharmacy services to patients.

**IDN-based Specialty Pharmacy**

Integrated delivery networks (IDNs) such as health systems create connections between the care team and systems.

- Ideally Positioned to Manage Complex Patients
- Better Patient Management and Patient Experience
Overview of the Excelera

SPECIALTY PHARMACY NETWORK
Network Advantage

Excelera is a national network of leading IDNs with specialty pharmacy capabilities able to provide comprehensive care to complex patients at the point of care.

To enable:
- Better care for complex patients
- Reporting on drug utilization and management
Excelera Members
Excelera Member - Fairview

- A comprehensive provider of specialty pharmacy services
- Specialty program developed 1997 in response to unmet needs of transplant patients at University of MN
  » Subsequently expanded to all therapy classes
- Business encompasses both Fairview Health System/University of MN patients, and patients outside the system due to exclusive/preferred specialty pharmacy payer affiliations
- Currently 80+ products in LDD portfolio
- 2016 revenues >$1 billion, specialty pharmacy ~50%
- Exclusive or preferred Specialty Pharmacy for all regional payers
Fairview Specialty Pharmacy

• Customer and market-focused approach
  » Partner with payers, providers and pharma to ultimately serve our mutual customers – our patients
  » Provide individualized care that builds trust and positively influences patients’ behavior
  » Continually enhance programs to facilitate optimal return on investment on specialty products
  » Strive to deliver market leading innovation and unique value
The Excelera Model

• Excelera is a member-owned national network of health systems and academic medical centers focused on optimizing care for complex patients through specialty pharmacy collaboration

• Network members are held to high operational standards and performance
  » 61% of our members have URAC accreditation
  » Almost half of our members are achieving Excelera Standards
  » Quarterly Business Reviews conducted
  » Reporting and Network benchmarking
  » Ongoing capability assessments and consulting

• Not trying to be the biggest, but the best
Common Questions

1. Number of complex patients
2. Aggregate data
3. 340B Approach
Number of Patients

• Health systems offer:
  » Quality
  » Pharma is looking for Quantity
  » Health systems offer **Quality** and **Quantity**

• Excelera Specialty Pharmacy Network Advantages:
  » Aggregate patient volumes from multiple health systems
  » National geographic distribution (advantages of regionalized model with national coverage)
  » Access to KOLs in target patient populations (e.g. Oncology)
2 Available Data Categories

- These types of elements are in the Excelera data set:
  - Patient Data
  - Prescriber Data
  - Payer Data
  - Dispense Information
  - Claim Information
  - Pre-dispense Information
  - Referral Data
  - Therapeutic Class Segmentation
  - Patient Status
Aggregate Data

• Excelera Specialty Pharmacy Network Advantages:
  » Aggregate patient data to validate patients are starting and adhering to therapy (e.g. abandonment rates, MPR)
  » Standardized data from multiple health systems with a single connection
  » Access to dispensing, clinical, and EMR data
  » Reporting Flexibility - customizable per manufacturer needs

• Future Offerings:
  » Disease specific algorithms (therapy management system)
  » Data which can provide visibility to the full patient care continuum
340B Approach

• Health systems offer:
  » Conservative, retrospective qualification of prescriptions
  » All criteria must align or no qualification
  » EMR Data enables additional verification step
  » Incentivized to take a conservative approach to minimize risk

• Excelera Specialty Pharmacy Network Advantages:
  » Best practices around 340B dispensing
  » Interactive training opportunities for members
Sharing Best Practices

Excelera works to ensure that results from successful studies at member health systems are disseminated across the network to improve overall network performance.

Member A
Developed a procedure for improving patient adherence for a particular drug
Clinical Committee

Member B
Implemented a step therapy that lead to a 10% cost savings
Operations Committee

Member C
Hosted a site visit to show members how they improved their patient experiences
Site Visit

Disseminating Best Practices Across the Network
Single Point of Contact

Excelera organizes the like-minded, high-quality IDN specialty pharmacies into a single formidable force to bring support and value to patients, providers, payers and manufacturers.

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EXCELERA VALUE

Patient
Provider
Payer
Manufacturers
Summary

IDN-based specialty pharmacies coordinate care which drives better patient adherence and outcomes.

The Excelera model brings together the quality of the IDN-based specialty pharmacy and the quantity/scale of a nationwide network.

Join us today in bringing the best practice of the IDN-based specialty pharmacy to all complex patients and add value to your brand.

If you believe health system-based specialty pharmacies will bring value to your overall brand portfolio, please include the Excelera Specialty Pharmacy Network as your IDN strategy.
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QUESTIONS?