

Chapter Webinar Coalition



Employer Strategies Toward Effective Drug Pricing Models

Evaluate What Works and Where Change is Warranted

Wednesday, October 20, 2021

10:30 am - 11:45 am Pacific

11:30 am - 12:45 pm Mountain

12:30 pm - 1:45 pm Central

1:30 pm - 2:45 pm Eastern

Via Webinar

FREE for Members of Chapters (see listing to right)

\$10 registration fee for Non-Members

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Pharmacy Benefit Managers (PBMs) are at the epicenter of a complex and opaque financial system. Many have evolved their business models to exploit that complexity and opacity, relying on a vast array of indirect revenue streams to generate untold profits. They add inefficiency to the supply chain and create conflicts of interest that drive costs up for patients and plan sponsors. At the same time, new disruptors are entering the PBM vendor landscape, with the goal of changing the way drugs are priced and administered. Do these new models offer a better alternative for benefit plan sponsors? Do they resolve the conflicts of interest that exist within the established “traditional” PBM business model? And how can plan sponsors fairly and objectively assess these new alternative models to ensure that they are selecting an optimal strategic partner for their pharmacy benefit program? With millions of dollars in cost on the line, it’s critical that plan sponsors and their advisors have a clear understanding of these industry developments.

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Top Takeaways

- Understand how financial models are changing the way pharmacy benefits are priced and managed
- Learn how legacy PBM's drive hidden profit from a client contract, contributing to plan sponsor cost increases
- Identify opportunities to differentiate yourself from the competition with new pharmacy strategies that save clients an average of 27%

Speaker: Josh Golden | Senior Vice-President, Strategy | Capital Rx

Josh is responsible for assessing market trends, evaluating business initiatives, and developing strategic partnerships to support the continued growth of Capital Rx. Prior to Capital Rx, he served as Area Senior Vice President at Solid Benefit Guidance, a division of Arthur J. Gallagher & Co. He was responsible for the successful delivery of a wide range of pharmacy consulting solutions to Fortune 500 employers, government entities, labor unions, and health plans. Josh also was the Practice Leader of the Employer Consulting Segment of Pharmaceutical Strategies Group, LLC. and held strategic consulting positions at Aon Hewitt, Mercer Human Resource Consulting, and Buck Consultants. He has a Bachelor of Science degree in Industrial and Labor Relations from Cornell University.

QUESTIONS:

Please contact Julia Gleason, CEBS, gleasonja4@upmc.edu.

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