













# Maximizing Value through Partnership



- Through a blend of innovation and collaboration, strategic alliance improves patient access, affordability and overall system sustainability

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# Lessons Learned

- Communication
- Governance
- Escalation
- Acknowledgment
- Influence



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# Lessons Learned

- Payer Network Access Strategy
  - Engagement Initiatives: Micro vs Macro
  - Review Use Cases
  - Best Practice Pearls

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# Key Takeaways

- Develop patient centric models to render services across the care continuum
- Enable transformative care delivery models
- Pipeline surveillance will inform strategic planning
- Partner with clinicians on case example to amplify patient stories
- Drive opportunities that foster partnership
- Optimize outcomes-based payments

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# Questions?

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