

2023 VIZIENT CONNECTIONS SUMMIT

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Unlocking Synergies: Maximizing Value through Payer Strategy and Pharmacy Partnership

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Learning Objectives

- Describe the importance of collaboration between the payer strategy and pharmacy executives in driving value within a health system.
- Develop actionable strategies and next steps to establish successful partnerships.

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High-Cost Medication Impact

Hospital Sticker Prices

Reimbursement
decreases for High Cost
Drugs once added to Fee
Schedule

Drug Price \neq Drug Value

*Specialty Drugs are
administered to less than
2% of U.S. Population yet
account for 50% of
prescription Drug Costs*

High Cost Drug Expense
Growth

Double digit growth in
Specialty Drug Spending

Generic Drug Prices are flat while
brand-name blockbuster drugs
are increasing

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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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