
Date: Monday, October 12, 2015
Time: 8:00 am – 9:30 am
Location: Gaylord National Harbor Resort and Convention Center, National Harbor 3

Title: How to Create a Specialty Pharmacy Presence for Your Community Pharmacy
ACPE # 207-000-15-118-L04-P · 0.15 CEUs
ACPE # 207-000-15-118-L04-T

Activity Type: Application-based
Speaker: Aaron Clark, PharmD, Blount Discount Pharmacy
Frank Steed, RPh, Gerould's Pharmacies, Inc.
Jonathan Grice, PharmD, HomeTown Pharmacy
Kevin Day, PharmD, Executive Resident, NCPA

Pharmacist and Pharmacy Technician Learning Objectives:

Upon completion of this activity, participants will be able to:

1. Discuss the specialty marketplace, how independent pharmacy fits into the marketplace, and what capabilities are required to participate.
2. Identify barriers to entry for an independent pharmacy looking into specialty pharmacy.
3. Discuss options available for independent pharmacies to obtain capabilities of a specialty pharmacy.

Disclosures:

Aaron Clark declares no conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.

Frank Steed declares no conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.

Jonathan Grice declares no conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.

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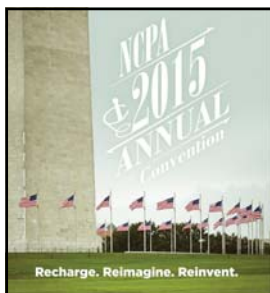
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- <http://www.drugstorenews.com/article/dsntv-ncpa-forum-touts-community-pharmacy-role-specialty-rx-part-1?sid=43640>






How to Create a Specialty Pharmacy Presence for Your Community Pharmacy

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Disclosure

Kevin Day has no financial conflicts to disclose.
 Aaron Clark has no financial conflicts to disclose.
 Frank Steed is a customer of Aureus Health Services.
 Jonathan Grice is a customer of KloudScript, Inc.

These potential conflicts of interest have been resolved by peer review of the slides.



Learning Objectives

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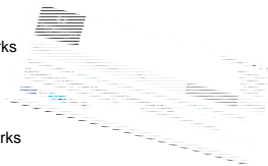


What is Specialty??



Specialty

- Manufacturers and Payers are 'defining' specialty
- Manufacturers:
 - Limited Distribution Drugs
 - Closed and Limited Networks
- Payers:
 - Fourth Tier for Medications
 - Specialty Pharmacy Networks
 - Prior Authorization

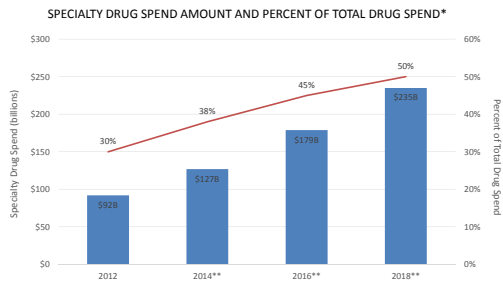


Specialty

- In general, "Specialty Medications" have most of the following characteristics:
 - High cost
 - Indicated for the treatment of a chronic, rare illness
 - Injectable or infused
 - Complex manufacturing
 - Special storage and handling requirements
 - Complex monitoring for patient compliance, persistence, and side effects
- Many treat Cancer, Multiple Sclerosis, Genetic Disorders, Infectious Diseases, and Auto-Immune/Inflammatory Diseases



Specialty



Specialty Pharmacy

- Specialty pharmacy is a set of services
 - Patient management
 - Adherence support
 - Data collection, aggregation, and reporting
- Specialty pharmacies have *demonstrated* the capabilities to **efficiently and effectively** provide these services



Specialty Pharmacy

- So how does an independent become a specialty pharmacy?
 - You might be able to just call yourself one!
- More likely...
 - Look for a partner
 - Build the capabilities yourself
 - Achieve accreditation



Specialty Pharmacy

- Partners:
 - Several companies are helping independent pharmacies participate in the specialty pharmacy marketplace
 - They offer a variety of solutions for pharmacies

ARMADAONE
Specialty Pharmacy Workflow Platform




DIPLOMAT



Specialty Pharmacy

- Challenges for Independent Pharmacies
 - Marketing
 - Workflow
 - Staffing
 - Financials
 - Contracting
 - Accreditation






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Quality Care Specialty Program
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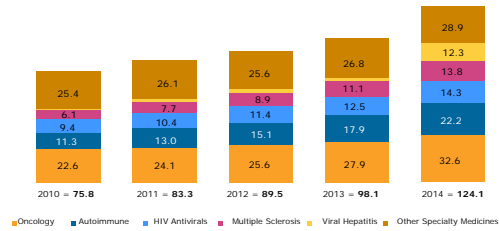
What is a Specialty Pharmacy?

- A pharmacy that manages "high cost" drugs that often require special handling and additional pharmacy (or clinical) support
- Many are complex biologics and injectable drugs
- Specialty drugs are used to treat serious or chronic medical conditions such as: Multiple Sclerosis, Hemophilia, Chronic Hepatitis C, Rheumatoid and Psoriatic Arthritis, and Cancer



Specialty Medications Now Account for 1/3 of Drug Spend

Spending on Specialty Medicines US\$Bn



Top 10 Specialty Drugs 2014


Rank	Drug Name	Therapy Class
1	Humira® (adalimumab)	Inflammatory Conditions
2	Enbrel® (etanercept)	Inflammatory Conditions
3	Sovaldi® (sofosbuvir)	Hepatitis C
4	Copaxone® (glatiramer)	Multiple Sclerosis
5	Tecfidera® (dimethyl fumarate)	Multiple Sclerosis
6	Avonex® (interferon beta-1a)	Multiple Sclerosis
7	Atripla® (efavirenz/emtricitabine/tenofovir)	HIV
8	Gleevec® (imatinib)	Oncology
9	Revlimid® (lenalidomide)	Oncology
10	Olysio® (simeprevir)	Hepatitis C

- Extensive infrastructure need - technology and resources are needed
- Complexity of operations – comprehensive BI and PA support
- Access to products – manufacturers are limiting access to specialty drugs
- Clinical outcomes need – payers / manufacturers may require clinical outcome reporting
- Technology – need a scalable pharmacy platform which is costly
- Payer contracts – limit ability to fill specialty medications due to network lock out

- Identify a specialty partner for the short and long term

Shorter Term	Longer Term
<ul style="list-style-type: none"> Retail pharmacies keep more specialty patients Fill more specialty Rx's Build specialty patient base 	<ul style="list-style-type: none"> Create a value proposition to prescribers Obtain new Pharma revenue streams Increase access to specialty drugs and payer contracts

- What will bridge the gap?
Marketing and Technology




An Investment For The Future

- Specialty is NOT a Pot of GOLD! 
- Specialty Pharmacy is work, it is a commitment you make with a cost for success
 - Accreditation (cost to get accredited)
 - LDD access, getting and keeping access (reporting)
 - Network contracts, will you accept the contract pricing?
 - You get contracted, can you stay contracted? Contract requirements and reporting
 - Specialty needs to be marketed, just because you build it doesn't mean they will come



Quality Care Program Successes

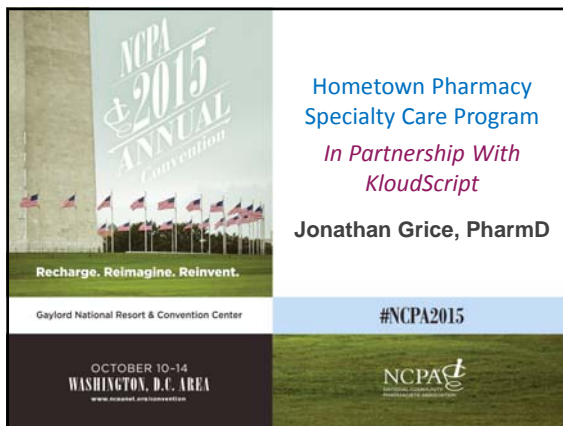
- Obtained prior authorization for Hepatitis C drugs for retail store
- Coordinated overrides utilizing AWP (Any Willing Provider laws) & AMMO Bill for Medicare Part D and NY Managed Medicaid
- Refill management
- Just-in-time inventory management for pharmacy client which helps eliminate the possibility of returns



Picking a Partner for Specialty

- You need to search for a partner that has similar goals and will meet the needs for your investment
- Consider your commitment to specialty, it is not meant for everyone
- Your ability to succeed will depend on your investment of both capital and time
- Select your partner for the long term





**Hometown Pharmacy
Specialty Care Program**
*In Partnership With
KloudScript*

Jonathan Grice, PharmD

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Hometown Pharmacy Profile

Founded in 1996

- Family owned & operated
- 36 Retail Locations
- 34 Michigan, 2 Indiana

Management Team

- Fred Grice, President
- Jim Grice, Vice President
- Anna Rider, Vice President
- Jon Grice, Director of Retail & Specialty Pharmacy

Advanced Retail Practice

- Immunizations & Travel Vaccinations
- Point of Care Testing
- Medication Therapy Management
- Compounding & HRT consultations
- Durable Medical Equipment
- Home Medical Equipment
- Vitamin and Nutritional Supplements
- Home Delivery Service
- Compliance Packaging



**MISSING PIECE =
SPECIALTY!**



Challenging Times . . .

Blockbuster Brand Patent Cliff

Increasing Generic Market Share

Exclusion From Growing SP Pipeline

PROFITS

Getting into Specialty is a MUST!

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Our Criteria For Specialty Solution

- ⊗ Buy or Build?
 - ⊗ Not attractive
 - ⊗ High risk, high expense, resource intensive,
 - ⊗ Lack of scale
- ☑ Select the Right Partner!!!
 - ☑ Low risk solution
 - ☑ Low upfront capital solution
 - ☑ Partner who did not compete with us
 - ☑ Partner that will not sellout to a competitor or mass merchant
 - ☑ Comprehensive program designed for community pharmacies (not just accidental Specialty RXs)
 - ☑ Partnership beyond back office support
 - ☑ Aligned for long term growth & success

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Our Partner . . .

- Turn-Key Solution
- Faster ROI
- *De Minimis* Investment
- Full Services Program Support
- Robust Technology Enabled Processes
- Local Sales & Marketing

National Network

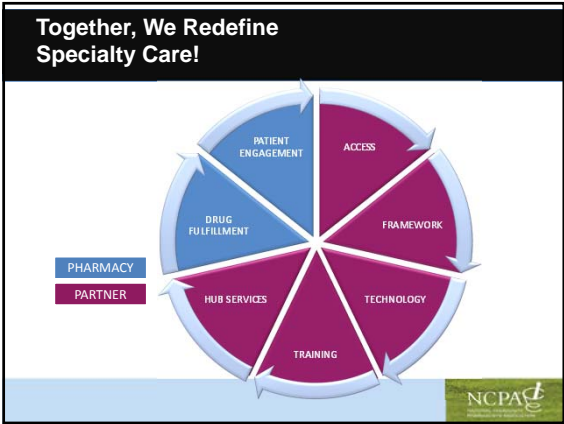
Operational Compliance & QA

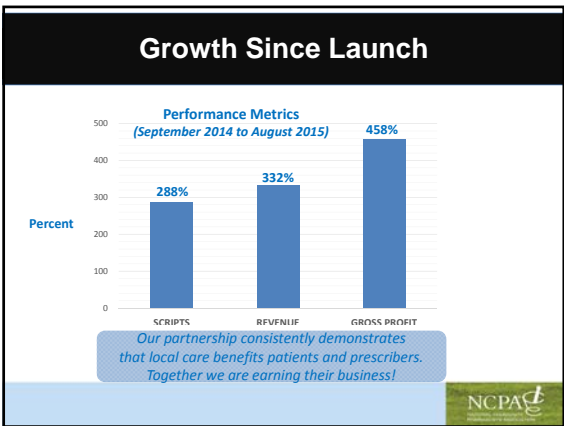
SCALE FOR PAYOR AND PHARMA!

Accreditation

Data Analytics

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Together, We Redefine Specialty Care!

Questions?

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