Join us at the AMCP Nexus 2015 pre-conference program to collaborate with leading health care experts, gain evidence-based insights that you can share throughout your organization, and tools that will help you implement a better plan for the future.

October 26 - 27, 2015
Gaylord Palms
Hotel & Convention Center
Orlando, Florida
The issues confronting America’s health care delivery system are complex. Health care stakeholders must do more with less as health care costs escalate and requirements for improved quality and patient outcomes become the foundation for reimbursement.

In this challenging environment, focused, in-depth educational programs are essential in helping you – our life science partners – stay ahead of the curve. We understand you hold strategic roles in our evolving health care environment, and that it’s crucial we develop opportunities for you to dig into the most current data and to workshop the newest principles with leading experts in the field.

Our faculty and industry-leading health care experts are coming together in a pre-conference program to dialogue with you as partners, helping you find forward-looking solutions that will improve your customers’ outcomes at the same time as they reduce their overall health care spending. You will hear from faculty in the main sessions, but you will also have the opportunity to network one-on-one with them, asking the questions that are most important to you.

What can you expect? Evidence-based insights that you can share throughout your organization, specific action steps you can take to become more effective, and a strengthened network of key opinion leaders, resulting in tools that will help you implement a better plan for the future.


We are looking forward to seeing you there!

“The interaction with the speakers was awesome and their topics related to what we do daily with our customers.” – Previous Training Attendee Feedback
We've shaped the AMCP Nexus 2015 Evolving Health Care Market Customer Engagement Training to offer valuable training opportunities for Marketers, Account Managers, National Account Managers, HEOR and Medical Science Liaisons. Educational sessions provide you with insights into emerging trends, plus confidence-building tools to help with decision-making and business strategy. Sessions will walk you through “the business of health care” from a high level all the way down to the detail needed to affect positive change for your customers and your organization.
AGENDA

Monday, October 26   12:30pm - 6:00pm
Tuesday, October 27   8:00am - 5:00pm

PROGRAM MODERATOR
Patty Kumbera, PhD, RPh, Co-founder OutcomesMTM

Ms. Kumbera co-founded OutcomesMTM and served in a leadership role in the evolution of Medicare Part D MTM services. Kumbera is a leading force in driving health care innovation, recognized in 2013 by the APhA-APPM Distinguished Achievement Award in Pharmacy Management.

THE BUSINESS OF HEALTH CARE – EMERGING TRENDS
Gary M. Owens, MD, Consultant, Towers Watson Rx Collaborative Formulary Chair

The pace of health care reform is expected to dramatically increase in 2016-2017 – understand what’s driving the acceleration and how your customers are responding.

Dr. Owens, a top health care market expert, is sought out by health care providers, payers and life science companies for guidance in bringing new products to market, medical management program strategy, health plan operations, employer benefit design and formulary management.

THE POPULATION HEALTH TIPPING POINT – COLLABORATION IS THE KEY TO SUCCESS
Joel V. Brill, MD, FACP, Chief Medical Officer, Predictive Health

As value-based reimbursement models accelerate, population health initiatives are exploding. Learn how organizations are increasing commitments to care management and what infrastructures are being put in place to make it all happen.

Dr. Brill is a nationally recognized expert on quality improvement, value-based care, coverage and reimbursement. Brill provides strategic leadership and medical oversight that advance patient care management solutions through analysis of medical and pharmaceutical claims data for health care organizations.
THE PURCHASER CHALLENGE - FINDING THE RIGHT BALANCE BETWEEN PRICE AND OUTCOMES
F. Randy Vogenberg, PhD, RPh, former Aon National Practice & Thought Leader; Co-Founder of Access Market Intelligence

Employers are redesigning health care benefit packages that strike a balance between controlling costs while staying attractive and competitive to employees. Understand who these employers are, how they are impacting the market, and what they are doing to shift risk among your customers – plans, health systems and medical groups – and the employee as a patient.

Dr. Vogenberg is a key thought leader in integrated health benefits design, insurance innovation and contemporary health care delivery issues. Vogenberg works extensively with purchasers, coalitions, and health system providers to use risk and mitigation strategies to achieve desired patient outcomes.
CMS - ACCELERATING THE SPEED OF INNOVATION
Mitzi Wasik, PharmD, BCPS, FCCP, FAMCP, Director of Medicare Pharmacy Clinical Programs, Aetna

By 2016, 85% of CMS’s provider payments will be linked to quality of care. Learn what your customers are doing to prepare, plus lessons they have learned along the way.

As an executive leader at Aetna, Dr. Wasik oversees clinical pharmacy programs that provide insight into the key drivers impacting quality expectations and new strategies to ensure achievement of CMS Stars Measures, including Transitional Care, Co-morbid Case Management, MTM, SNP, and the Part D Patient Safety Measures.

PREPARING FOR 2016 AND BEYOND - SUPPORTING THE NEW HEALTH CARE WORLD AS ACCOUNT MANAGERS
Lori D. Wood, Senior Vice President, Payer Strategy Development, Entree Health

Supporting your customers’ transformation requires a deep understanding of their operating models and business goals. Rate your level of readiness, learn how to build effective networks, increase your influence, and assess best practices. Learn how to leverage new customer insights to shape your team’s strategies and tactics and deliver results.

Ms. Wood’s consulting is focused on helping life science companies understand the access and reimbursement landscape in order to create strategic product lifecycle tactics to respond to the changing payer marketplace. Wood also works to help companies improve the effectiveness of account management teams.

R&R - REALITY AND RELEVANCE SESSION AND POST PROGRAM NETWORKING
Faculty & additional AMCP members from Key Decision Makers from Health Systems, Health Plans and Payers

Expanded session with additional faculty to further explore how their organizations are proactively shaping strategies to thrive in the new health care world, including a networking opportunity post-session.

“The content was high level and valuable. The quality of the faculty was outstanding.”
– Previous Training Attendee Feedback
AMCP Nexus 2015 Evolving Health Care Market Customer Engagement Training is a unique forum providing you – our life science partners – with the powerful knowledge that leads to insights on current trends and forward-looking solutions for your customers to improve outcomes and reduce health care spending.

Your registration fee includes:

- One-and-one-half days of sessions led by experts on emerging market trends impacting “the business of health care.” These have been honed to help you anticipate your customers’ needs, better equipping you to support them.

- Active participation in an expanded Faculty R&R (reality and relevance) session which will drill down to the realities of the marketplace and relevance for your business.

- Complimentary registration to the AMCP Nexus 2015 conference where you will have the opportunity to continue to advance your professional development via AMCP meetings, educational programs, and networking with AMCP members (Value $1,070).

- Certificate to recognize individuals who successfully complete program requirements – recognition may be used on business cards and emails.

- A one-year subscription to the Journal of Managed Care & Specialty Pharmacy.

Fee: $2,950

Location and accommodations

Gaylord Palms Hotel & Convention Center
6000 W. Osceola Parkway, Orlando, FL
407-586-0000

Gaylord Palms Hotel and Convention Center offers world-class restaurants, numerous on-site recreation activities for all ages, and spectacular gardens enclosed under glass. The atriums recreate three different Florida environments, showcasing what makes the Sunshine State a top vacation and meeting destination. From the mists of the Everglades, to the island celebrations of Key West, and finally the Spanish-infused charm of St. Augustine, the atriums offer a breathtaking experience for everyone.

Registration link:  http://registration.experientevent.com/ShowAMC151
The Academy of Managed Care Pharmacy (AMCP) is a national professional association of pharmacists and other health care practitioners who serve society by the application of sound medication management principles and strategies to improve health care for all. The Academy’s nearly 7,000 members develop and provide a diversified range of clinical, educational and business management services and strategies on behalf of the more than 200 million Americans covered by a managed care pharmacy benefit. More news and information about AMCP can be found at www.amcp.org.

For more information about our corporate training offerings go to: www.amcpcorporatetraining.org