



Managed Care
and Integrated
Delivery Systems...

WHAT'S
NEXT?

October 3–4, 2016

Gaylord National Convention Center
National Harbor, MD

Join us at the [AMCP NEXUS 2016](#) pre-conference program to collaborate with leading health care experts, gain evidence-based insights that you can share throughout your organization, and acquire tools that will help you implement a better plan for the future.



Academy of
Managed Care
Pharmacy®

IMPROVE YOUR PLAN FOR THE FUTURE

The issues confronting America's health care delivery systems 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.

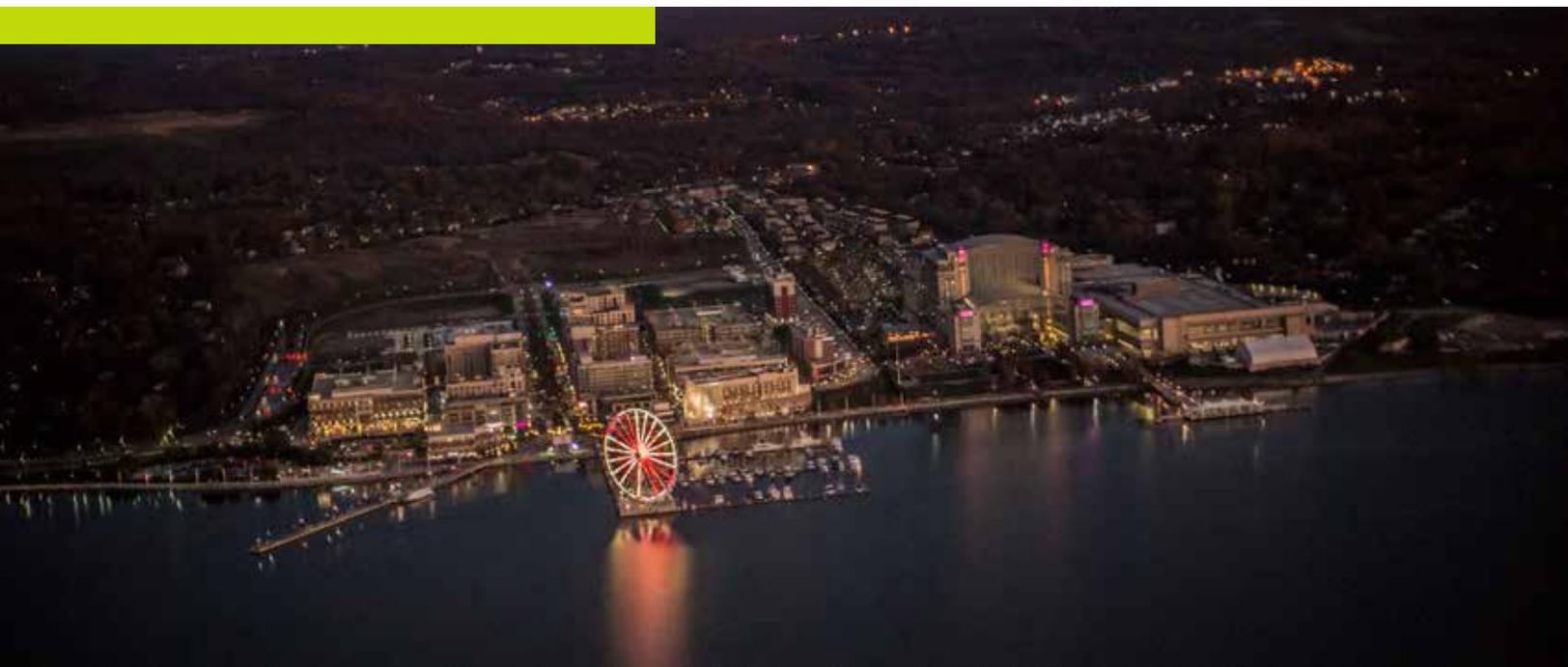
In this challenging environment, focused, in-depth educational programs are essential in helping you—our life science partners—stay ahead of the curve. We understand that you hold strategic roles in our evolving health care environment; it's crucial that we develop opportunities for you to dig into the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

Our faculty and industry-leading health care experts will come together in this pre-conference program to dialogue with you as partners, helping you find forward-looking solutions that will improve your customers' outcomes while reducing their overall health care spending. You will also have the opportunity to network one-on-one with speakers, asking the questions that are most important to you.

WHAT CAN YOU EXPECT? Evidence-based insights to share throughout your organization, actionable steps to become more effective, and a strengthened network of key opinion leaders, resulting in tools that will help you implement improved strategies for the future.

AMCP NEXUS 2016 | Health Care: What's Next

We've shaped the pre-conference programs to offer valuable training opportunities for marketers, account managers, national account managers, HEOR and medical science liaisons. Educational sessions will provide insights into emerging trends, plus confidence-building tools to help with decision-making and business strategy. Sessions will walk you through the broad and specific elements of the "business of health care" to affect positive change for your customers and organizations.



AGENDA

DAY ONE

Monday, October 3, 2016



PROGRAM MODERATOR

Amanda Brummel, PharmD, BCACP

*Director, Clinical Ambulatory Pharmacy Services,
Fairview Pharmacy Services*

12:00 pm – 1:00 pm

Networking Lunch – Meet the faculty

1:00 pm – 2:00 pm

ACOs, IDNs, and Provider Groups – The emerging health care entities

PRESENTER: Debi Reissman, PharmD, Director of Pharmacy, Sharp Health Plan



From large multispecialty medical groups to a health system of 10,000 employees, powerful regional entities are redefining their roles. Integrated delivery networks (IDNs) and accountable care organizations (ACOs) are in the spotlight today, but are they the final stage or just a predecessor to another model? Policy makers are keeping their options open as to which of the new models may be most attractive to providers and most efficient for payers.

Learning Objectives

- ✓ Understand why providers are taking more financial risk, what type of risk they are willing to accept, and what this means in terms of health care value
- ✓ Differentiate between ACOs and IDNs, and learn what ACOs are and what they are not
- ✓ Learn how ACOs and IDNs can change how U.S. health care delivery is reimbursed, from Medicare to commercial populations
- ✓ Understand the forces for consolidation that encourage the formation of IDNs and ACOs
- ✓ Consider how the pharma industry can participate in improving value with ACOs and IDNs

2:00 pm – 2:45 pm

PANEL DISCUSSION: Looking Ahead at the 2017 Landscape—The key factors driving the evolution of ACOs and IDNs

- The demise of fee-for-service and rise of value-based reimbursement
- The role of the Federal Government in propagating change in health care
- How do data and analytics drive the engine of change in health care?

2:45 pm – 3:00 pm

Break

3:00 pm – 4:15 pm

Population Health Tipping Point – Collaboration is the key to success

PRESENTER: Joel V. Brill, MD, AGAF, FASGE, FACG, CHCQM, Chief Medical Officer of Predictive Health, LLC



Both value-based care models and population health initiatives are expanding rapidly throughout the U.S. This is no coincidence; value-based and population-health care are closely linked. Population health is a complex undertaking, and access to ever-increasing volumes of data and the use of predictive models are enabling provider groups to accept risk for large patient populations and provide cost-efficient care over long enrollment periods.

Learning Objectives

- ✓ Understand what is driving the movement towards population health
- ✓ Learn how organizations, through partnerships and collaborations, are increasing their commitment to care management and what infrastructures are being put in place to make it all happen
- ✓ Understand how quality metrics provide the foundation for population and outcomes-based health care
- ✓ Learn how knowing your customer and the opportunities presented in a population-health environment is the key to growing business

AGENDA (cont'd)

4:15 pm – 5:15 pm

PANEL DISCUSSION: How Population Health and Shared Risk Are Driving Change in IDNs and Provider Groups

- Are there lessons we can learn from 1990s/2000s disease-management programs that can inform population health today?
- What will be the impact of MACRA on provider groups and IDNs, and how does MACRA tie into population-health initiatives?
- What are some key learnings/best practices in value-based reimbursement that help ensure provider success?

DAY TWO

Tuesday, October 4, 2016

8:00 am – 8:45 am

The Patient Experience—Why is this a key priority for IDNs and how might pharma companies play a role in improving it

PRESENTER: Nathan Thompson, RPh, MBA, MPH Director, Outpatient Pharmacy, Johns Hopkins Home Care Group

How consumers interact with the health system and their satisfaction with those contacts is a primary topic today and has jumpstarted public and private efforts to improve this experience. Competition among provider groups for marketshare is bringing customer satisfaction (including CAHPS measures) to the forefront, with implications for economics, clinical outcomes, and marketing efforts. This has prompted a reimagining of the “patient journey” through the medical care system.

Learning Objectives

- ✓ Learn what is measured in the CAHPS survey and why these scores are important to IDNs and provider groups
- ✓ Gain an understanding of how patient-journey mapping can provide an opportunity to reengineer the patient's interaction with care providers, improving quality of care and the patient experience
- ✓ Understand how patient-reported outcomes can be integrated into the EMRs for analysis and quality improvement
- ✓ Grasp the opportunities for pharmaceutical companies to partner with IDNs and provider groups to improve the patient experience

8:45 am – 9:30 am

PANEL DISCUSSION: Measuring and Influencing the Key Elements of the Patient Experience

- Does improving patient engagement necessarily improve the patient experience? How is this accomplished? What is the return on investment?
- Moving beyond satisfaction with room cleanliness and food quality—what else do consumers/patients deem to be important? Of these, what are under the ACO/IDN/provider group's ability to control?
- For the pharma industry, how does improving the patient experience result in better adherence, better health outcomes?
- Can a pharmaceutical company be recognized for its efforts in improving patient experience?

AGENDA (cont'd)

9:30 am – 10:30 am



The growing role of specialty pharmaceuticals and key challenges and opportunities with IDNs and Provider Groups

PRESENTER: Suzette DiMascio, CHE, CMCE, CPC, President/CEO, CSI Specialty Group

As the specialty drug market continues to grow much faster than the rest of the health system, it is important to understand the challenges and opportunities for your customers. How are the specialty medications impacting pharmacy trends? Are specialty medications better managed with a collaborative approach? What's the future of specialty medications? How will Medicare's new Part B reimbursement program affect how specialty pharmaceuticals are prescribed?

Learning Objectives

- ✓ Find out how payers' and providers' management strategies try to ensure the appropriate use of specialty products
- ✓ Learn how the definition of "specialty medications" varies among payers and provider groups, and whether these agents are reimbursed/managed under the medical or pharmacy benefit
- ✓ Gain an understanding of how biosimilars have the potential to bend the specialty cost curve
- ✓ Understand the misalignment of incentives that promote more cost-inefficient use of specialty pharmaceuticals, and how pharmaceutical manufacturers may be asked to play a role in managing costs
- ✓ Learn about the site-of-care and 340b issues affecting IDNs and provider groups

10:30 am – 10:45 am

Break

10:45 am – 11:45 am

The Risk-Based Future

PRESENTER: Lou Sanquini, Head of Strategic Programs, Healthagen Outcomes (a subsidiary of Aetna)

- With increasing pressure to rationalize the higher costs of specialty drugs, as well as the call for more evidence of comparative effectiveness, health care executives are being asked the hard question: Are you willing to take on risk? We discuss examples of the risk contracting for medications, as well as other approaches for partnering with ACOs, IDNs, and payers in a value-based health care environment.

11:45 am – 12:15 pm

FINAL PANEL: Program Wrap Up

REGISTRATION

AMCP NEXUS 2016 Pre-Conference Program | Health Care: What's Next 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.

Registration Fee of \$2,450 includes:

- Access to 2 pre-course e-learning modules on market trends and post-course webinar
- 2 half day sessions led by experts on emerging market trends impacting the “business of health care.” Sessions have been honed to help you anticipate your customers’ needs, better equipping you to support them
- Interaction with over 12 experts from leading health care organizations for the opportunity to drill down to the realities of the marketplace and understand their relevance to your business
- Complimentary registration to the AMCP NEXUS 2016 annual meeting wherein you will have the opportunity to continue to advance your professional development via AMCP sessions, educational programs, and networking with AMCP members (value \$2,450)
- Certificate to recognize individuals who successfully complete program requirements—recognition may be used on business cards and emails
- A 1-year subscription to the *Journal of Managed Care & Specialty Pharmacy*

Register at www.amcpmeetings.org/register.php

LOCATION & ACCOMMODATIONS

Gaylord National Hotel & Convention Center
201 Waterfront Street, National Harbor, MD
301-965-4000

A spectacular waterfront hotel, with a stunning 19-story glass atrium, sweeping views of the Potomac River and steps from National Harbor’s premier entertainment and shopping district, the Gaylord National Hotel & Convention Center is only 8 miles south of the nation’s capital. Stately federal-style architecture celebrate the spirit and history of Washington, DC. Stay connected and charged with well-appointed guest rooms that boast modern technologies. Eat at one of the award-winning Gaylord restaurants or stop by the on-site coffee house. Visit Pose Rooftop Lounge for picturesque views of the capital and late night excitement. Gaylord National offers an unmatched experience in the Capital Region!





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.

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