

Unlocking Opportunities in Value-Based Contracting

AMCP Corporate Training Program in Collaboration with Precision Xtract

March 25, 2019, 11 AM- 5:30 PM PST – Marriott Marquis San Diego Marina

WELCOME

- Opening remarks
- Workshop objectives
- Panel / faculty introductions

INTRODUCTION TO VALUE-BASED CONTRACTING

- Quick question / poll on current understanding of VBC
- Concept, definition and benefits of value-based contracting
- Describe key types of value-based arrangements (clinical, outcomes, performance, financial risk-sharing, etc.)
- Depict 2-3 real world examples

Lunch (30 minutes)

VALUE-BASED CONTRACTING CHALLENGES

(Why haven't MORE value-based contracts been implemented?)

- Payer implementation issues / limitations
- Common regulatory and manufacturer issues
- Other pitfalls to avoid

KEYS TO SUCCESSFUL VALUE-BASED CONTRACTING IMPLEMENTATION

- Elements of successful value-based contracts
- Review of recommended steps to developing effective, implementable value-based arrangements
- Conditions best suited to various VBC types
- Alternative solutions (e.g., 3rd party analysis/assistance)

INTERACTIVE WORKSHOP

(Break-out work session)

Participants divided into multiple breakout teams. Each team will be presented with a one-page summary of a current hypothetical situation (product, therapeutic area, evidence, market access situation, etc.).

One facilitator will lead each breakout team. Teams will have 60 minutes to:

- Review situation
- Discuss potential advantages or differentiating attributes worth highlighting in a value-based approach
- Brainstorm potential VBC ideas
- Prepare one VBC idea to present to faculty panel

Afternoon Break (15 minutes)

BREAKOUT PRESENTATIONS AND FEEDBACK

Each team briefly summarizes situation and presents VBC idea for consideration; faculty panel provides feedback, commentary and suggestions

CONCLUDING RECOMMENDATIONS AND PANEL Q&A SESSION

- Reinforcement/recap of benefits, pitfalls, and recommendations for effective VBC design and implementation
- Faculty panel general commentary and perspectives on VBC
- From experience, what has worked best? What are the pitfalls to avoid?
- Faculty Q&A