

MHA Specialty Pharmacy Solutions

A proven partner to position your brand for success

ACCURATE AND IN-DEPTH PATIENT AND PHARMACY INSIGHTS can help specialty pharmacy providers and pharmaceutical manufacturers make better-informed decisions for their respective businesses. Managed Health Care Associates, Inc. Specialty Pharmacy Solutions (MHA SPS) provides a growing portfolio of technology-based solutions that offer insights and analytics to help manufacturers support patient adherence and persistence.

Based on extensive experience connecting pharmaceutical manufacturers and pharmacies, MHA SPS is able to offer unique partnership opportunities. MHA SPS develops and implements powerful patient engagement solutions, establishes customizable contracting solutions, and links manufacturers to previously untapped specialty pharmacy providers.

PATIENT ENGAGEMENT SOLUTIONS THAT DELIVER ACTIONABLE DATA

Many sources of health care data exist in the market today. The challenge for specialty pharmaceutical manufacturers is how to access the right information, interpret it and put it to work to benefit patients and to meet business objectives.

MHA SPS develops technology-based solutions that help manufacturers identify gaps in care and provide insight into the complexities of the patient's journey. Armed with this intelligence, pharmaceutical manufacturers can uncover new opportunities, position brands for success and make effective decisions about products, services and their pipeline.

One of the cornerstones of this approach is the MHA SPS Clinical Therapy Management™ (CTM) tool, an innovative patient management software application that tracks patient outcomes and interventions, measures adherence and persistence, and provides patient and treatment insights. The CTM application currently includes modules to cover eight disease-state categories with more than 100 indications. The patient management software also generates clinical reporting that meets the complex contracting needs of specialty pharmacy medications.

"Not only does our CTM patient management software application benefit pharmacies, but it also allows manufacturers to uncover patient insights, reveal payer data and provide specialty pharmacy performance data," says Stacey Ness, PharmD, CSP, MSCS, AAHIVP, RPh, senior director of MHA Specialty Clinical Services.

Evidence shows that the implementation of CTM by a pharmacy can help significantly improve patient adherence and positively impact clinical outcomes. In one published study on adherence, prescription fills for a particular therapeutic category increased by 35% during the six months post-CTM implementation, compared to the six months prior to implementation – revealing a positive and sustained impact on patient adherence. Another published study on clinical outcomes documented a five-fold increase in the number of patients who were infection-free after implementation as compared to the time period prior to implementation.

The most recent addition to the CTM application is MHAOptics™, a benchmarking program that enables the pharmacy and other specialty

stakeholders to identify and in-depth analyze multiple therapy area specific metrics, such as outcomes, demographic information and the number of fills, and benchmark how those numbers compare to the industry average.

OFFERING FLEXIBLE FEE-FOR-SERVICE AND TRADITIONAL CONTRACTS

MHA SPS also offers a successful track record designing and executing contracting strategies and data capture initiatives with pharmaceutical manufacturers. The MHA SPS contract portfolio includes contracts with specialty pharmaceutical manufacturers across 18 therapeutic areas, and more than 175 products.

To maximize the effectiveness of agreements, MHA SPS contracting professionals establish an in-depth understanding of the business needs of the manufacturer and the specialty pharmacy member. Our relationship with our large pharmacy member network, which represents multiple markets/classes of trade drives flexible, value-based contracting solutions that meet the distinct needs of pharmaceutical manufacturers.

Once a contract is in place, the MHA SPS Clinical Service team provides valuable support as a conduit for educational programs while an experienced national account team implements and executes on these strategic contracts.

"We offer a sizeable, dedicated and highly experienced national account team to help business partners achieve their contracting goals in an increasingly dynamic health care environment," says John Campo, vice president, MHA Specialty Pharmacy Trade Relations & Contracting.

A CUSTOMIZABLE NETWORK OF PROVIDERS

With a broad scope of specialty pharmacy members, MHA SPS can identify and bring together the right network of specialty pharmacy providers to match the unique needs of the pharmaceutical manufacturer. This network approach enables a line of sight into patients, prescribers, products and pharmacies that may not otherwise be available to manufacturers. In fact, many leading pharmaceutical manufacturers have little or no visibility into an influential segment of the specialty pharmacy market.

"We are experts at linking pharmacies and manufacturers with an ever-expanding portfolio of technology-based solutions," says Campo. "These solutions help our partners uncover valuable information that reveal what's truly happening along the patient's journey." ♦

♦ HOW CAN WE HELP YOU?

MHA SPS is part of Managed Health Care Associates, Inc., a leading health care services and technology company focused on the alternate site health care provider marketplace.



FOR MORE INFORMATION, VISIT WWW.MHAINC.COM OR
EMAIL MHASPECIALTY@MHAINC.COM

Delivering Actionable Patient Insights

OUTCOMES REPORTING *Promote Adherence*
CLINICAL THERAPY MANAGEMENT™
CLINICAL SERVICES
Patient Engagement Technology
Treatment Insights VALUE-DRIVEN METRICS
Specialty Data Contracting

Managed Health Care Associates, Inc. Specialty Pharmacy Solutions (MHA SPS) offers pharmaceutical manufacturers unique partnership opportunities.

MHA SPS provides customized technology-driven programs designed to help specialty pharmacies optimize patient adherence and persistence - while at the same time offering manufacturers insights and analytics to enable better informed business decisions.

Examples of what manufacturers can gain include actionable metrics that identify gaps in care, the ability to pinpoint drivers of non-adherence, and a view into the competitive landscape.

MHA™
SpecialtyPharmacySolutions

Find out more about MHA
Specialty Pharmacy Solutions:

www.mhainc.com

800.642.3020 x2940

MHASpecialty@mhainc.com