

the same—and sometimes even better—service than the bigger providers, and yet we aren’t granted access,” he said. In such scenarios, “you have to be ready to battle, to set yourselves apart, to be included.”

Mr. Martino acknowledged, however, that limited distribution networks are limited for a reason. “Every time a manufacturer gives a provider access to their specialty product—particularly drugs that are highly complex, that have a high degree of sensitivity around their use and that require considerable clinical oversight—that’s another provider they need to monitor for multiple levels of compliance.”

Get Involved

Mr. Zweigenhaft said he recognizes there are no easy answers to solving the complex practice issues tackled by the stakeholder panel. But one thing *is* very clear, he noted: with the specialty drug spend continuing to rise at a record-setting pace, and the pipeline for new specialty medications ever-widening, “we need to keep this debate going—and that’s a great opportunity for *all* stakeholders to get involved and shape the future direction of our industry.”

—David Bronstein

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