

## **Pharmacy Benefits Management – Knowledge is Power**

### **Objectives- Five minutes**

- A. Understand the basics of PBM operations
- B. Discuss plan design as cost saving and clinical tools
- C. Understand the role and rise of specialty medications
- D. Review case studies
- E. Throughout the presentation- understand the value of an advisor

### **II. PBM Operations- Thirty minutes**

- A. How do PBMs really make money
- B. Pharmacy channels
- C. Common terms used- what do the *really* mean

### **III. Plan Design- Thirty minutes**

- A. Clinical- step therapy, prior authorizations, formulary management
- B. Reimbursement management – rebates, patient assistance
- C. Channel management
- D. Best practices
- E. Member impact

### **IV. Specialty Medications- Twenty minutes**

- A. Definition
  - B. FDA approval process
  - C. Key factors for management
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- D. **What is the real ROI for specialty medications?**
- E. **Orphan medications**
- F. **The role of advocacy**

**V. Case Studies- Ten minutes**

- A. **Step therapy**
- B. **Hepatitis C case**
- C. **Specialty exclusion**

**VI. Questions to consider- Five minutes**

- A. **For agents**
  - B. **From audience**
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