



Benfield

ARTHUR J. GALLAGHER & CO.

# 2017 SYNDICATED RESEARCH OVERVIEW

Benfield Research is responsible for syndicated research services. We have a team of seasoned consultants focused on understanding the ever-evolving employer market opportunities for healthcare stakeholders, particularly biopharmaceutical manufacturers.

- » The 2017 Employer Market Intelligence (EMI) Service includes print and online access to reports, live presentations and consultant inquiry and data query privileges.
- » Click each report title for more information or contact [Sarah Daley](#) at 314-656-2384.

## 2017 EMI SERVICE

### Employer & Coalition Profiles Databases *(March)*



Key insights into individual jumbo employer and leading coalition health benefit design, vendors and areas of interest in a user-friendly Excel format.

### Employer Market Trends Report *(May)*



Evaluation of health benefit topics, including key dynamics & employers' role in pharmacy benefits management.

### Employer Market Relationships Report *(September)*



Analysis of employer and coalition partnerships with healthcare stakeholders (manufacturers, PBMs, health plans, benefits advisors) and collaboration opportunities.

### Oncology Management & Benefit Design *(Dec '16, June '17 Supp.)*



Examination of employers' current and future priorities and concerns related to managing cancer, and actionable insights into related employer decision-making.

## 2017 PRICING

**Core EMI Service:**  
3 Reports: \$69,000

**Expanded EMI Service:**  
4 Reports: \$80,000

*If select fewer than three reports, multi-report discounts will not apply.*

*Pricing is \$25,000 per report.*

## 13 Years of Employer Market Intelligence Focused on the Marketplace Influence of:

- » Jumbo employers (5,000+ employees)
- » Non-jumbo employers (2,000-4,999 employees)
- » Leading employer health coalitions
- » Employer advisors (PBMs, health plans, benefits advisors)

We help our manufacturer clients understand employer market environmental factors, priorities and needs. This includes the influence purchasers have on access to medications, devices and other product services and the role they play in driving innovative healthcare solutions.



# 2017 Employer & Coalition Profiles Databases

(March)

Benfield-Gallagher Research's *2017 Profiles Databases* include detailed employer- and coalition-specific data on demographics, medical and pharmacy coverage and decision-making, and interest in manufacturer collaboration for 200+ jumbo employers and employer health coalitions.

## Partial Snapshot of Employer Database:

Company Name	# of U.S. Employees	PBM Name	Health Plan 1	% of Lives insured: Plan 1	Approach to PBM/HP's National PDL	Disease States Highly Important to Manage
Employer A	110,000	CVS Caremark	UnitedHealthcare	50%	Significantly Modify National PDL	Cancer; Depression; Diabetes; High cholesterol; Hypertension; Obesity; Pain; Substance abuse
Employer B	11,000	Express Scripts	Horizon Blue Cross Blue Shield NJ	100%	Modify National PDL	Back pain/musculoskeletal; Depression; Hypertension; Obesity; Pain; Smoking cessation

### Jumbo Employer Data

- Health Insurance Profiles
- Rx Formulary Design/Structure
- Top Priority Disease States
- Interest in Working with Manufacturers
- Approach to Formulary Exclusion List
- Disease Categories for Biologics Preferred Drug List
- Approach to Biosimilars Management
- Coverage of Anti-Obesity Medications
- Worksite-Based Health Clinic Offering
- Use of Value-Based Benefit Design
- Health Benefit Vendors Used
- Workforce Demographics
- Top 3 Workforce Locations

### Employer Health Coalition Data

- Group Rx & Medical Benefit Purchasing
- Member Services Offered
- Access to Drug Utilization Data
- Data Warehouse for Benefits Data
- Approach to Formulary Exclusion List
- Interest in Working with Manufacturers
- Top Priority Disease States
- Quality & Value-Based Initiatives
- Support for Quality & Cost Data Transparency
- Number of Organizations Represented
- Size of Employer Members
- Use of Corporate Medical Director

## A purchase of the 2017 Employer & Coalition Profiles Databases includes:

- » WebEx demonstrations of Profiles database tools
- » Hosting of our online Employer and Coalition Database at [www.benfieldresearch.com](http://www.benfieldresearch.com)
- » Inquiry privileges to Benfield Research consultants including custom cuts of database

Contact [Sarah Daley](#) at 314-656-2384 for additional purchasing details.



# 2017 Employer Market Trends Report

(May)

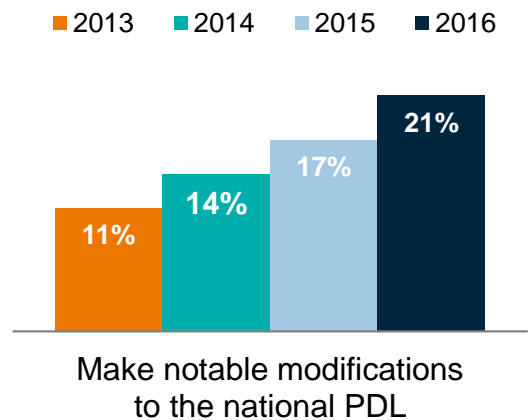
Benfield-Gallagher Research's *2017 Employer Market Trends Report* includes jumbo employer (5,000+ employees) and leading employer health coalition primary research, exploring health benefit topics including CDHPs, PBM exclusion lists, biologics and biosimilars, disease state priorities and value-focused initiatives.

## Report Topics:

- Key Pharmacy Benefit Design Trends
- Longitudinal Outlook of Employer Benefit Actions
- PBM Exclusion Lists
- Biologics & Related Preferred Drug List
- Biosimilars
- CDHPs & Related Benefit Design, including Approaches to HSA Preventive Drugs Lists
- Direct & Risk-Based Contracting for Healthcare Benefits
- Value-Based Benefit/Insurance Design
- Perspectives on Repealing/Replacing Facets of PPACA
- Disease States of Importance
- Coalition Group Purchasing
- Coalition Involvement in Driving Market-Level Initiatives & Innovations
- Implications & Recommendations for Pharmaceutical Manufacturers

The 2017 Trends report includes multi-year insights into benefit decision making and employer activation.

## 4-Year Trend: Organization's Approach to Prescription Drug Formulary



2016: n=106 Employers; 2015: n=125; Employers; 2014: n=118 Employers; 2013: n=84 Employers

## A purchase of the *2017 Employer Market Trends Report* includes:

- » Unlimited number of electronic copies of report e-mailed to company associates
- » Up to 15 hardcopies of report
- » Research and Executive Summaries, Implications and Recommendations for Manufacturers
- » One on-site or WebEx presentation and electronic copies of presentations for internal use
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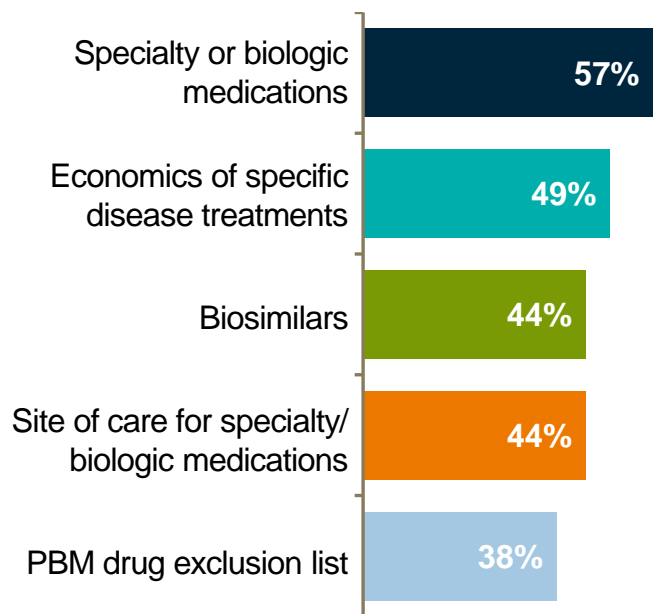
# 2017 Employer Market Relationships Report (September)

Benfield-Gallagher Research's *2017 Employer Market Relationships Report* examines the role and influence of healthcare stakeholders (manufacturers, PBMs, health plans and benefits advisors) within the employer market, successful collaborations and areas of opportunity for partnership between manufacturers and employers and coalitions.

## Report Topics:

- Employer & Coalition Satisfaction with Manufacturer Support & Best Account Executive Awards
- Examination of Current & Anticipated Engagement with and Trustworthiness of Manufacturers, PBMs, Health Plans & Benefits Advisors
- Employer Use of Benefits Advisors, PBMs and Health Plans for Medical & Rx Benefit Management
- Employer Willingness to Connect Manufacturers with Healthcare Vendors
- Coalition Targeting, including Core Functions, Criteria for Tiering & Individual Coalition Tier Placement
- Mini Case Studies of Novel Employer & Coalition Collaboration with Healthcare Vendors and Partners
- Implications & Recommendations for Pharmaceutical Manufacturers

## Top 5 Rx Benefit Management Topics for which Employers are Highly Interested in Receiving Information



n=105 Employers

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# 2017 Oncology Management & Benefit Design

(December 2016, Supplemental Update June 2017)

Benfield-Gallagher Research's *2017 Oncology Management & Benefit Design Report* is designed to identify the role and opportunities for biopharma to engage in defining sustainable cancer management solutions, and ultimately make their case for ongoing product access and appropriate reimbursement. In-depth, future-focused interviews with 28 leading edge jumbo employers and 7 additional healthcare stakeholders (provider organizations, health plan, PBM, coalition and national guideline organization) provide an understanding of employer-purchaser current and planned approaches, priorities and concerns related to managing cancer.

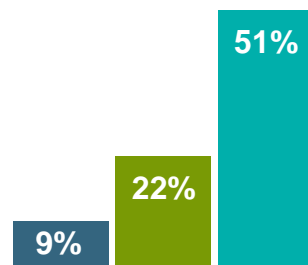
In June 2017, we will release supplemental findings from a survey of 100+ jumbo employers.

## Report Topics Include:

- Longitudinal Outlook of Employer Approaches to Cancer Care & Biologics
- Key Management Challenges & Cost Drivers
- Oncology Benefit Design and Coverage Restrictions or Enhancements
- Employer Perspectives & Plans around Site of Care, Genomic Testing and Value Frameworks
- Employer Support Offerings
- Strategies to Achieve High Value Care
  1. Directing Employees to Better Providers
  2. Influencing Employees' Treatment Plans
  3. Aligning Payments to Providers with Better Care
  4. Improving End-of-Life Care

## Employer Focus on Cancer

■ 2013 ■ 2015 ■ 2017



Cancer is in the center of our radar, and we are taking significant steps to manage it

2013 n=106 Employers  
2015 & 2017 n=107 Employers

**x2**

**Employers expect significant focus on cancer to double by 2017**

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