



Benfield

ARTHUR J. GALLAGHER & CO.

2018 SYNDICATED RESEARCH OVERVIEW

Benfield-Gallagher Research is responsible for syndicated research services. We help our biopharmaceutical 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.

- » The 2018 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.

2018 EMI SERVICE

Employer & Coalition Profiles Databases



Tactical information on individual jumbo employers' and leading coalitions' benefit design, vendors, demographics and activation in a user-friendly Excel format.

Employer Market Trends Report



Evaluation of health benefit topics, including employers' role in pharmacy benefits management and related emerging and enduring trends.

Special Report on Employer Worksite Health Clinics



Examination of employer utilization of worksite health clinics, including medical and pharmacy services offered, population health integration, outcomes achieved, and support gaps.

2018
PRICING

Core EMI Service:
3 Reports: \$69,500

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

Pricing is \$25,000 per report.

14 Years of Employer Market Intelligence Focused on the Marketplace Influence of:

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

The EMI Service helps clients showcase their product value using research and outcomes data of importance to employers and coalitions, including strategy development, formulation of employer calls to action and development of benefit and program guidance aimed at helping employers maximize the value of coverage.



Employer & Coalition Profiles Databases

Benfield-Gallagher Research's *2018 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	Covered Lives: Active Employees & Dependents	PBM Name	Health Plan 1	% of Lives insured: Plan 1	Approach to PBM/HP's National Prescription Drug List (PDL) or Standard Formulary	Disease States Highly Important to Manage
Employer A	70,000	Express Scripts	UnitedHealthcare	100%	Accept National PDL	Cancer; Cardiovascular Disease; COPD; Depression; Diabetes; Hep C; High cholesterol; Hypertension; Metabolic synd; Obesity; RA; Smoking cessation
Employer B	18,000	CVS Caremark	Horizon BCBS of NJ	50%	Modify the List by Adding 3-4 Drugs	Allergy; Back pain/musculoskeletal; Depression; Obesity

Jumbo Employer Data

- Health Insurance Profiles
- Rx Benefit Design/Structure
- Health Benefit Vendors Used
- Approach to Vendor Recommendations
- 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 Weight Loss Medications
- Worksite-Based Health Clinic Offering
- Use of Value-Based Benefit Design
- Workforce Demographics
- Top 3 Workforce Locations

Employer Health Coalition Data

- Group Rx & Medical Benefit Purchasing
- Services Offered to Employer Members
- Use of Data Warehouse to Collect and Integrate Benefits Data
- Approach to Formulary Exclusion List
- Interest in Working with Manufacturers
- Top 5 Disease States of Interest for Receiving Support from Manufacturers
- Top Priority Disease States for Providing Member Support
- Quality & Value-Based Initiatives
- Support for Quality & Cost Transparency
- Number of Organizations Represented
- Size of Employer Members
- Use of Corporate Medical Director

A purchase of the *Employer & Coalition Profiles Databases* includes:

- » WebEx demonstrations of Profiles database tools
- » Hosting of Employer and Coalition Database online at 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



Employer Market Trends Report

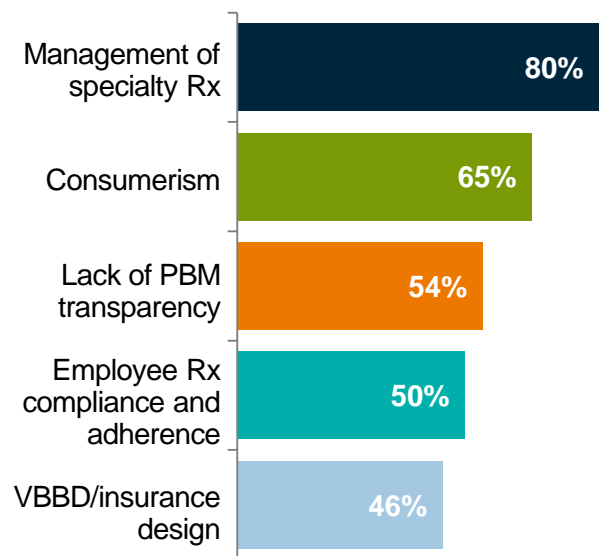
Benfield-Gallagher Research's *2018 Employer Market Trends Report* explores current and future approaches to health management and benefit design by jumbo employers (5,000+ employees) and leading employer health coalitions. This primary research focuses on health benefit topics including CDHPs, PBM exclusion lists, biologics and biosimilars, disease state priorities and value-focused initiatives.

Report Topics:

- Key Pharmacy Benefit Design Trends
- Longitudinal Outlook of Employer Benefit Actions
- Prescription Drug Formularies & PBM Exclusion Lists
- Biologics & Related Preferred Drug List
- Biosimilar Coverage & Knowledge
- Employer Segmentation Model
- CDHPs Use, Outcomes, & Related Benefit Design, including HSA Preventive Drugs Lists
- Disease States of Importance
- Value-Based Benefit/Insurance Design
- Direct & Risk-Based Contracting for Healthcare Benefits
- Coalition Group Purchasing
- Coalition Involvement in Driving Market-Level Initiatives & Innovations
- Implications & Recommendations for Pharmaceutical Manufacturers

The 2018 Trends Report details employer concerns, influences and approaches to benefit design.

Top 5 Trends Impacting Pharmacy Benefit Management (percentage rating highly important)

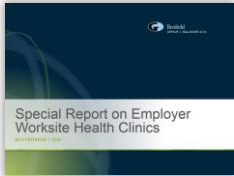


n=101 Employers

A purchase of the *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
- » Access to Benfield Research website including downloading of deliverables
- » Inquiry privileges to Benfield Research consultants

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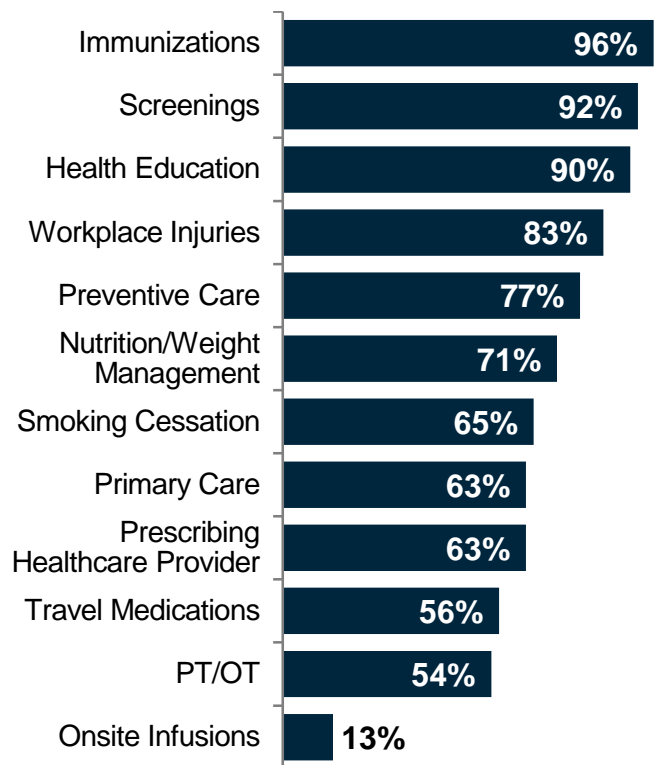
Special Report on Employer Worksite Health Clinics

Benfield-Gallagher Research's 2018 *Special Report on Employer Worksite Health Clinics* examines worksite-based and near-site health clinics as a tool for employers to effectively manage population health. This primary research will focus on employer objectives and challenges in implementing and running health clinics, medical and pharmacy services offered, outcomes to date, and opportunities for manufacturer engagement.

Report Topics:

- Utilization & Expansion of Worksite and Near-Site Clinics
- Current and Planned Medical & Pharmacy Services Offered
- Population Health Management Integration
- Market Segmentation & Business Models
- Management Strategies, including Partnerships with Community Health Facilities and Third Party Vendors to Conduct Clinic Operations
- Outcomes and Return on Investment
- Support, Information & Communication Gaps
- Best-in-Class Practices & Case Study Examples
- Implications & Opportunities for Pharmaceutical Manufacturers

Services Offered at Worksite-Based Health Clinics



n=101 Employers

Source: 2017 Benfield-Gallagher EMI Trends Report

A purchase of the *Special Report on Employer Worksite Health Clinics* includes: »

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