

2019 SYNDICATED RESEARCH OVERVIEW

Benfield Research is responsible for syndicated research services. We help our biopharmaceutical manufacturer clients understand the marketplace influence of employers and healthcare stakeholders, including the impact these purchasers have on medication and service access and the role they play in driving innovative healthcare solutions.

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

» Jumbo Employers » Employer Health Coalitions » Employer Advisors

2019 EMI SERVICE

Employer & Coalition Profiles Databases *(March)*



Organization-level information on jumbo employers' and leading coalitions' benefit design, PBM & health plan vendors, demographics and willingness to innovate in a user-friendly Excel format.

Employer Market Trends Report *(June)*



Emerging and enduring employer market health and pharmacy management trends including topics such as biologics & biosimilars, exclusion lists, value-based purchasing and disease areas of focus.

Oncology Management & Benefit Design Report *(Oct.)*



Examination of employers' current and future priorities, concerns and decision-making strategies related to managing cancer, including segmentation and scenario planning.

For 2019 pricing and details on multi-report discounts email Sarah Daley at Sarah_Daley@ajg.com or call 314-656-2384.

The EMI Service equips clients to showcase their product value using research and outcomes data important to employers and coalitions through strategy development, formulation of employer calls to action and program guidance aimed to help employers maximize the value of coverage.

The 2019 Employer Market Intelligence (EMI) Service includes organization-wide access to reports, live presentations and consultant inquiry and data query privileges.

Employer & Coalition Profiles Databases (MARCH)



Benfield Research's *2019 Profiles Databases* include detailed employer- and coalition-specific data on workforce demographics, health insurance and pharmacy coverage and decision making, and interest in manufacturer collaboration for 200+ jumbo employers and employer health coalitions.

Jumbo Employer Data

- Rx Benefit Design/Structure
- Use of Copay Accumulator Adjustment Programs, POS Rebates
- Biologics & Biosimilars Management
- Health Insurance Profiles
- PBM, SPM, Health Plan & EBC Vendors
- Top Priority Disease States
- Interest in Working with Biopharmaceutical Manufacturers
- Approach to PBM National Formulary & Exclusion List
- Worksite-Based Health Clinic Offering
- Use of Value-Based Benefit Design
- Workforce Demographics, such as Age, Gender, Unionization & Tenure
- Top 3 Workforce Locations
- Segmentation Positioning for Targeting

Employer Health Coalition Data

- Group Rx & Medical Benefit Purchasing
- Engagement with PBM on Rx Benefit Design and Management
- Approach to Formulary Exclusion List
- Services Offered to Members
- Use of Data Warehouse to Collect and Integrate Benefits Data
- Interest in Working with Biopharmaceutical Manufacturers
- Disease States and Program Types of Interest for Manufacturer Support
- Top Priority Disease States
- Quality & Value-Based Initiatives
- Number of Organizations & Covered Lives Represented
- Size of Employer Members
- Use of Corporate Medical Director

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

- » Organization-wide access to reports
- » WebEx demonstrations of Profiles Database tools
- » Hosting of Employer and Coalition Database online at www.benfieldresearch.com
- » Inquiry privileges with Benfield Research consultants including custom cuts of data

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

Employer Market Trends Report (JUNE)

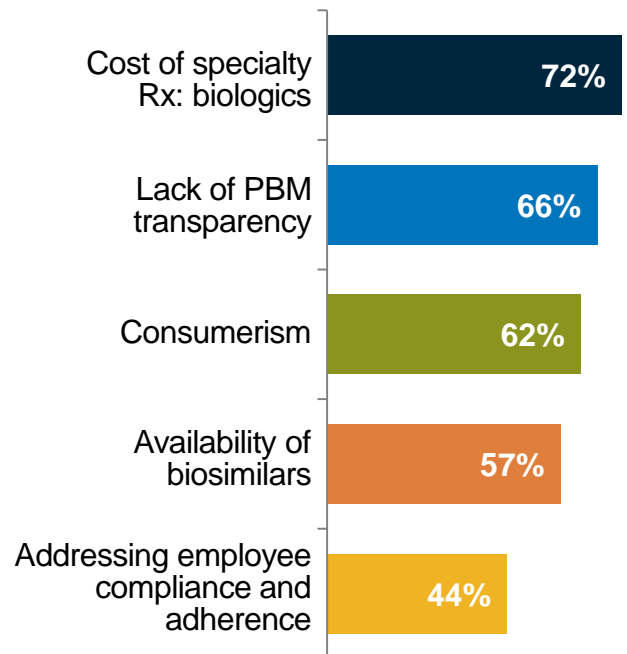


Benfield Research's *2019 Employer Market Trends Report* explores current and future approaches to health management and benefit design by jumbo employers and leading employer health coalitions.

Report Topics:

- Pharmacy Benefit Design Trends
- Approach to PBM Formularies, Exclusion Lists & Exclude at Launch Policies
- Use of Emerging Rx Tactics such as Copay Accumulator Adjustments, Point-of-Sale Rebates & Outcomes-Based Contracting
- Biologics & Related Preferred Drug List
- Biosimilar Coverage & Knowledge
- CDHPs, including HSA Preventive Rx List
- Disease States of Importance
- Employer Activation via Initiatives such as the Amazon Collaborative & HTA
- Employer Segmentation Model
- Coalition Group Purchasing
- Coalition-Driven Market-Level Initiatives
- Implications for Biopharmaceutical Manufacturers

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



n=117 Employers

Source: Benfield Research, 2018 EMI Trends Report

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
- » Executive Summary, Implications and Recommendations for Manufacturers
- » One live or WebEx presentation and electronic copies of presentations for internal use
- » Access to Benfield Research website including downloading of deliverables
- » Inquiry privileges with Benfield Research consultants

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

Oncology Management & Benefit Design (OCTOBER)

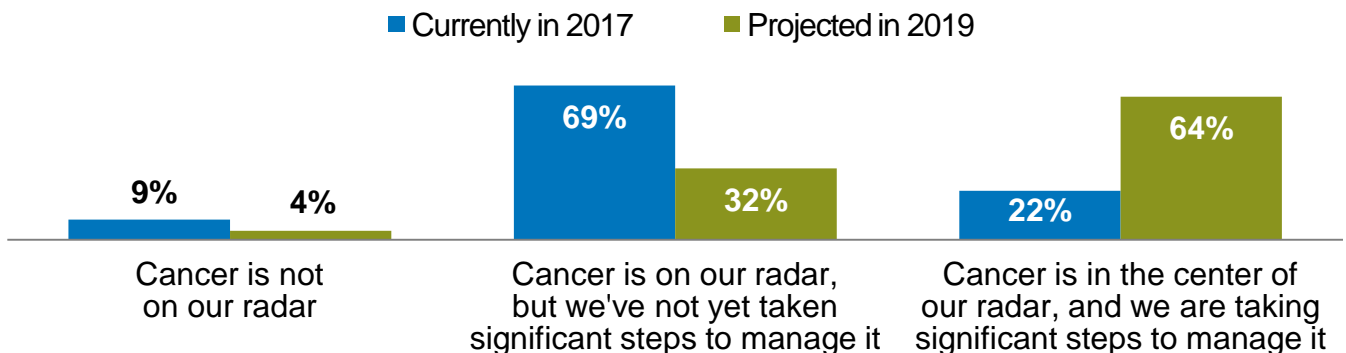


Benfield Research's *2019 Employer Oncology Management & Benefit Design Report* studies the evolving landscape of addressing cancer care. Implications from this research help biopharmaceutical manufacturers make the case for product access and appropriate reimbursement.

Report Topics:

- Benefit Design Restrictions & Enhancements
- Trigger Points (by Cost) for More Restrictive Approach to Coverage
- Employer Perspectives on Cost Drivers & Opportunities for Better Management
- Cancer-Specific Programs and Success
- Value-Based Approaches to Management, including Genomic Testing, Centers of Excellence, etc.
- Vendor Role in Oncology Management
- Employer Segmentation & Differentiating Attributes
- Implications & Scenario Planning for Biopharmaceutical Manufacturers

Employer Focus on Cancer



n=80 Employers

Source: Benfield Research, 2017 Oncology Management & Benefit Design

A purchase of the *Oncology Management & Benefit Design Report* includes:

- » Unlimited number of electronic copies of report e-mailed to company associates
- » Executive Summary, Implications and Recommendations for Manufacturers
- » One live or WebEx presentation and electronic copies of presentations for internal use
- » Access to Benfield Research website including downloading of deliverables
- » Inquiry privileges with Benfield Research consultants

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