Employer Feedback: Ready for Disruption

• Majority of employers are self-insured, and numbers are growing

• Dissatisfied with status quo
  ▪ Insurer and Pharmacy Benefit Managers (PBM) - patient unfriendly interference
  ▪ Provider/payer/PBM consolidation
  ▪ Rapidly rising cancer care costs (hospitals, drugs)

• Surveys/Publications
  ▪ Cost Differences for Oncology Medicines Based on Site of Treatment (Employee Benefit Research Institute)
  ▪ Achieving Value In Cancer Care (eValue8 & National Alliance of Healthcare Purchasers Coalitions)
  ▪ Employer Roundtables On Drug Management (National Alliance of Healthcare Purchasers Coalitions)

• Renewed focus on employee satisfaction and productivity
  ▪ Patient experience
  ▪ Cost
Innovative Payment Strategies

• Current Models
   Oncology Care Model (OCM)
   OCM 2.0 - Community Oncology Alliance (COA)

• Molecular diagnostics for targeted therapies

• Medication Therapy Management programs
   Lower costs/improve persistency

• Financial assistance
   Drug repository programs
   Industry/Foundation support programs

• Site of service opportunities

• Future contracting strategies
   Biosimilars
   Generics
   PBM transparency/claim-based fees
   Value based contracts/guarantees

• COA Initiatives