# **All-Stakeholder Meeting**

# Thursday February 25, 2021 Time: 11:30-2:30 pm EST Location: Zoom

\*For questions or comments please contact Sara Otte at sara@employersforumindiana.org

AGENDA: Presentations can be found at https://employersforumindiana.org/

# I. Welcome & Meeting Theme: Addressing High Prescription Drug Costs, Part I

Gloria Sachdev, BS Pharm, PharmD CEO and President, Employers' Forum of Indiana

# II. Would You Ever Pay \$20 for a Starbucks Coffee?

Troy Trygstad, PharmD, MBA, PhD Executive Director, Community Pharmacy Enhanced Service Network USA

## III. Specialty Pharmacy Carveout

Candace Shaffer, MS, CWPM Senior Director of Benefits in Human Resource, Purdue University

## IV. Maximizing Co-Pay Assistance and Good Rx

Ed Isakson, MBA Director of Human Resources, Archdiocese of Indianapolis

Amy Ball, PharmD Chief Pharmacy Officer, Health Strategy

## V. The Innovative Future of Medication Match-Making

Rich Mousty, BA President and Owner, Unified Group Services

Mark Williams, RPh CEO and Owner, True RX

Daniel Wilson, PharmD, BCPS Director of Clinical Operations, True RX

# VI. Purposely Changing our PBM: Eskenazki Strategy

Sheri Alexander, FLMI, CEBS Chief Strategy Officer, Gregory and Appel Insurance

Jeff Post, RPh Chief Clinical Officer, RxConnection

## VII. Open Panel Discussion - moderated by Candace Shaffer (to include all presenters)

# **Biographies**

# Troy Trygstad, PharmD, MBA, PhD

Troy Trygstad is a community pharmacist, a health economist, and a pharmacy visionary who continues to encourage pharmacy industry leaders into new and innovative ways of thinking.

Troy is the Executive Director of CPESN USA, a clinically integrated network of community-based pharmacy networks that endeavors to improve the quality and

effectiveness of enhanced services provided by participating pharmacies and align them with the workflows and payment reform incentives of physicians, their support staff and other healthcare providers. He also serves as the Vice President of Pharmacy Provider Partnerships for Community Care of North Carolina, an organization providing wrap-around population health management supports for nearly 2,000 primary care practices.

Troy possesses over fifteen years of experience with multi-disciplinary care teams and intervention development under alternative payment and support models. He is the Project Director for a Center for Medicare & Medicaid Innovation Award that tests new models of payment and pharmacy connectivity to primary care providers and the medical neighborhood that includes over 250 pharmacies in North Carolina. Troy proudly practices in a community pharmacy setting on nights and weekends and serves as a board member for the American Pharmacists Association Foundation and the Pharmacy Quality Alliance, as well as Editor-in-Chief of Pharmacy Times.

# Candace Shaffer, MS, CWPM

Candace Shaffer earned both her bachelor's and master's degrees from Purdue. Now, she is the senior director of benefits in Human Resources, responsible for overseeing and planning the realm of benefits for Purdue employees. In this role, Shaffer manages the strategic planning and customer service of a strong benefits plan for the employees and their families. This includes medical and dental benefits, as well as retirement, leave, worker compensation, families and the systems and processes in place to help employees engage in those programs.

With her education and previous work experience being child development and family studies, her first introduction to benefits from an employer's perspective was when she came to work at Purdue in 2014 as the worksite health and childcare specialist. She was impressed to learn Purdue had developed a position within the benefits department that focused on family-friendly initiatives, such as on-site childcare options, lactation support and family-friendly practices and guidelines. Once she joined the team, she got more involved in benefit projects. In mid-2016, she was offered the opportunity to serve as interim associate director, which opened more opportunities and ultimately to her position as senior director of benefits. Awarded with Employee Benefits News 'Benefits Leadership in Healthcare' in 2018, Candace's focus on overall employee wellness – physical, mental, behavioral, financial – continues to bring new opportunities to the table, not only to the employee population but also the university.









# Ed Isakson, MBA

Since 1992, Ed Isakson has been the Human Resources Director of the Roman Catholic Archdiocese of Indianapolis. He is responsible for developing strategies for recruitment and retention, compensation and benefits, performance development, legal compliance, child protection, and personnel policy administration for the 6,000 employees of the archdiocese. Ed has a bachelor's degree in health education from Miami University in Ohio, a master's degree in health education from the University of Cincinnati, and a master's degree in business administration from Xavier University in Cincinnati. He has achieved the designations of Professional in Human Resources (PHR) from the Society for Human Resource Management and Certified Compensation Professional (CCP) from World at Work. He received the Vision Award from the National Association of Church Personnel Administrators (NACPA) in 2019

in recognition of his contributions over his career to human resources leadership in the Catholic Church. Ed and his wife Kim are the proud parents of 6 children between the ages of 23 and 13.

# Amy Ball, PharmD

As Chief Pharmacy Officer, Amy is responsible for the development of clinical strategy for Health Strategy and their clients. She provides consultative services for large self-funded employers and other health care payers to maximize the value of their pharmacy benefits. Amy has been a key part of the Health Strategy team for eleven years and enjoys working with clients to ensure they make sound clinical and economic drug coverage decisions. She has previous experience as a Clinical Research Manager at Humana Inc, a National Account – Medical Outcomes Specialist at Pfizer and a hospital Pharmacy Director in the Baptist Health system of Kentucky.

Amy earned a BS and Doctor of Pharmacy from Purdue University, where she is currently an Affiliate Assistant Professor of Pharmacy Practice and Academy of Managed Care Pharmacy (AMCP) Diplomat to Purdue.

#### **Rich Mousty, BA**

Richard L. Mousty is the President and owner of Unified Group Services, Inc., a privately held Third Party Administrator (TPA) for self-funded group health plans.

Following graduation from Shenandoah, Rich attended Franklin College where he earned his Bachelor of Arts degree.

Rich, working alongside co-founder, Faith Hailey, began the company in the sunroom of Rich's home. The business quickly grew and moved into offices in Pendleton, IN. In 2004, Unified moved into a 13,000 square foot building in Anderson. By 2008, Unified added over 9,000 sq. ft. Recently, Unified's office expanded an additional 11,000+ sq.ft. to accommodate the growing business.











Rich is licensed insurance agent and a member of the Society of Professional Benefit Administrators (SPBA), the National Association of Health Underwriters (NAHU), and the Self-Insurance Institute of America, Inc. (SIIA). He served on the boards of the YMCA and Community Hospital in Anderson, IN and is an active member of Sulphur Springs Christian Church.

## Mark Williams, RPh

Mark is a fourth-generation pharmacist with nearly 30 years retail pharmacy experience. With his two brothers, he owns and operates Williams Brothers Health Care Pharmacy, a chain of independent pharmacies with more than 500 employees. As a business owner, he realized the downfalls of many Pharmacy Benefit Managers and developed a passion for providing true, transparent PBM partnerships. Mark brings decades of pharmacy expertise and a family heritage of outstanding customer service to True Rx, transforming the PBM model. Mark is a graduate of Purdue University Pharmacy School.

## Daniel Wilson, PharmD, BCPS

After earning his Doctor of Pharmacy from Purdue University, Daniel completed a residency at Indiana University Health Bloomington and became a board-certified pharmacotherapy specialist. He also holds a Pharmacogenomics Certificate from the American Society of Health-System Pharmacists. As the director of clinical operations at True Rx Health Strategists, Daniel is passionate about providing innovative solutions for prescription benefit plans for employers as well as providing patient care with integrity. Daniel has worked with executive leadership in private and public sectors including hospitals, manufacturing, municipalities, and schools across the country.

## Sheri Alexander, FLMI, CEBS

Sheri is an employee benefits guru whose ledger of experience is longer than her young-at-heart vigor might suggest. Sheri wakes each morning driven to seize every opportunity the day affords. Add to that an insatiable hunger for learning, and you have an influencer who not only understands the complexities of the healthcare system but will also inevitably be a part of making it better.

Sheri has decades of experience in the employee benefits world. Prior to joining Gregory & Appel in 2005, she spent 15 years with Marsh & McLennan/Mercer and nearly 10 years with Gardner & White. Throughout her tenure, she has cultivated experience in group captives, employer clinics, value based and reference-based

benefits design, price transparency tools, voluntary benefits, benefits administration, joint-purchase programs and more. Additionally, she has served on the Advisory Councils of Anthem, Benefitfocus, Boston Mutual, Franciscan Health, IU Health Plans, QBE, The Standard, United Healthcare, EyeMed and Benefit Technology Resources—not to mention countless memberships and board service for industry-related organizations.









A cancer survivor herself, Sheri also is a devoted supporter of many cancer-related charities in the community. At G&A, Sheri spent 15 years building and leading the employee benefits department and now tirelessly embraces the role of Chief Strategy Officer. Her energy welcomes her colleagues with rapt attention, challenging them to give strategic innovation the attention it deserves. The only thing she loves more than this precious life: her family.

#### Jeff Post, RPh

Jeff Post, RPh is the Chief Clinical Officer for RxConnection and is the role of executive sponsor and strategy lead for key clients. Jeff oversees the Clinical Risk Management program which includes clinical diagnostic reporting, plan education, PBM custom programming, clinical auditing, and plan sponsor decision support. RxConnection strives to enhance the PBM performance and drive cost effective drug utilization.



Jeff has over 20 years of diverse experience in pharmacy benefits, pharmacy operations, and health system management. After his PBM trend performance

results at Kettering Health Network were published as "Best Practice in 5 Year PBM Performance" for US health systems by The Advisory Board Company, he began consulting independently in 2007.

Jeff holds a BS in Pharmacy from Ohio Northern University with a course focus and clinical rotations on Pharmacoeconomics (cost effectiveness of pharmaceuticals).