

Employer Market Influences & Influencers (OCTOBER)

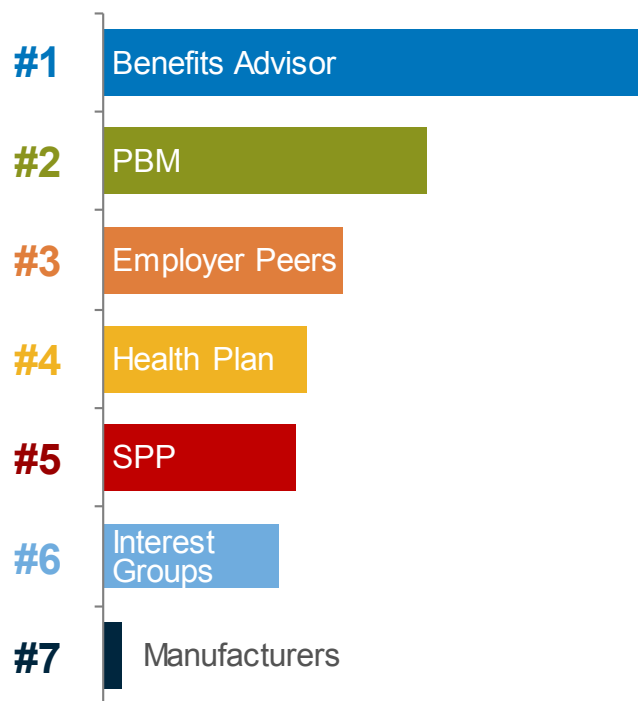


Gallagher Research & Insights' *2020 Employer Market Influences & Influencers Report* studies employer and coalition decision making, including the influence of market dynamics and trends as well as the role of healthcare stakeholders (manufacturers, PBMs, health plans and benefit advisors, etc.).

Report Topics:

- Leading Internal & External Influencers on Medical, Pharmacy and Specialty Benefit Decisions
- Information & Data Informing Benefit Decisions and Unmet Needs
- Professional Affiliations & Memberships
- Enduring & Emerging Pain Points/Barriers to Medical and Pharmacy Benefit Activation
- Interest in Working with a Biopharmaceutical Manufacturer
- Satisfaction with Manufacturer Support, Best Account Executive Awards and Areas of Opportunity for Partnerships
- Implications for Biopharmaceutical Manufacturers

External Stakeholders with High Influence on Pharmacy Benefit Decisions



n=107 Employers; Source: Gallagher Research & Insights, 2019 Trends Report

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