

# 2020 SYNDICATED RESEARCH OVERVIEW

Gallagher Research & Insights annually produces the syndicated Employer Market Intelligence (EMI) Service. We help our biopharmaceutical manufacturer clients understand the marketplace influence of employers and healthcare stakeholders, including the impact these purchasers have on medication and product access and the role they play in driving innovative healthcare solutions.

## 16 Years of Employer Market Intelligence Focused on the Marketplace Influence of:

» Jumbo Employers    » Employer Health Coalitions    » Employer Advisors

### 2020 EMI SERVICE DELIVERABLES

#### 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 *(May)*



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.

#### Employer Market Influences & Influencers Report *(Sept.)*



Examination of employer decision making related to benefit design and employee health management, including influencing stakeholders, market dynamics and data driving or hindering activation.

For 2020 pricing and details on multi-report discounts, email Sarah Daley at [Sarah\\_Daley@ajg.com](mailto:Sarah_Daley@ajg.com) or call 314-656-2384.

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

EMI subscribers receive organization-wide access to reports, live presentations and consultant inquiry and data query privileges.

# Employer & Coalition Profiles Databases (MARCH)



Gallagher Research & Insights' *2020 Profiles Databases* include detailed employer- and coalition-specific data on workforce demographics, health and pharmacy benefits, coverage decision making, and interest in manufacturer collaboration. All data for the 200+ jumbo employers and employer health coalitions is collected directly from benefits decision makers within the organization.

## Jumbo Employer Data

- Rx Benefit Design, including Use of Alternate Contracting Models
- Interest in Working with Biopharmaceutical Manufacturers
- Use of Copay Accumulator Adjustment Programs, POS Rebates
- Biologics & Biosimilars Management
- Health Insurance Profiles
- PBM, SPM, Health Plan & EBC Vendors
- Top Priority Disease States
- Worksite-Based Health Clinic Offering
- Use of Value-Based Benefit Design
- Workforce Demographics, such as Covered Lives, Average Age, Gender, Unionization & Tenure
- Top 3 Workforce Locations
- Segmentation Positioning for Targeting

## Employer Health Coalition Data

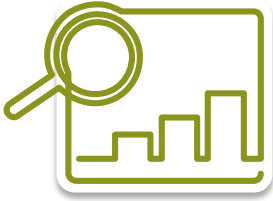
- Group Rx & Medical Benefit Purchasing
- Engagement with PBM on Rx Benefit Design and Management
- Use of Data Warehouse to Collect and Integrate Benefits Data
- Top Coalition Priorities & Focus Areas
- Disease States of Importance for Member Support
- Services Offered to Members
- Quality & Value-Based Initiatives
- Interest in Working with Biopharmaceutical Manufacturers
- Disease States & Program Types of Interest for Manufacturer Support
- Number of Organizations & Covered Lives Represented
- Size of Employer Members

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

- » Unlimited organization-wide access to Excel spreadsheets
- » WebEx demonstrations of Profiles Database tools
- » Hosting of Employer and Coalition Database online at [www.benfieldresearch.com](http://www.benfieldresearch.com)
- » Inquiry privileges with employer market experts including custom cuts of data

Contact [Sarah Daley](#) at 314-656-2384 for additional purchasing details or to request a database sample.

# Employer Market Trends Report (MAY)



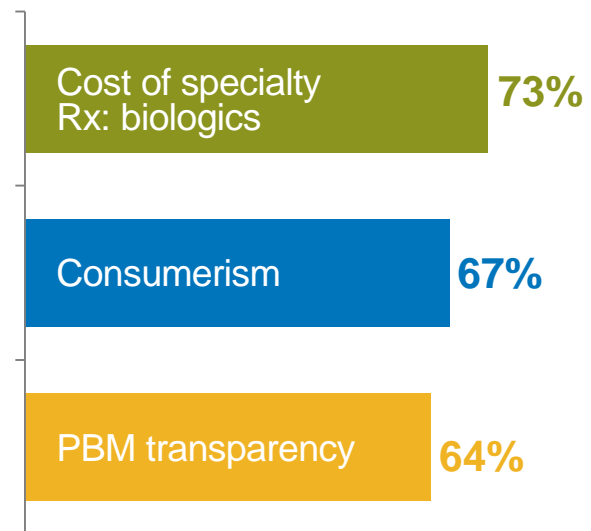
Gallagher Research & Insights' *2020 Employer Market Trends Report* marks sixteen years of tracking, studying and predicting employee health management challenges and activity of employer stakeholders. This includes primary research of 100+ jumbo employers and 30+ coalitions.

## Report Topics:

- Pharmacy Benefit Design Trends, including Formulary & Exclusion List Approach
- Alternate Rx Contracting Models
- Copay Accumulator Adjustment Programs
- Pharmacy Purchasing Collectives
- Biologics & Biosimilars
- CDHPs, including HSA Preventive Rx List
- Worksite Health Clinics
- Disease Areas of Importance and Those Most Impacting Productivity
- Value-Focused Healthcare Purchasing Initiatives (e.g., ACOs, COEs, etc.)
- Employer Segmentation Model
- Coalition Group Purchasing
- Coalition Market-Level Initiatives
- Implications for Biopharmaceutical Manufacturers

## Top 3 Trends Impacting Pharmacy Benefit Management

(percentage rating highly important)



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

## A purchase of the *Employer Market Trends Report* includes:

- » Unlimited organization-wide access to 100+ page report
- » 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 employer market experts

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# Employer Market Influences & Influencers (SEPTEMBER)

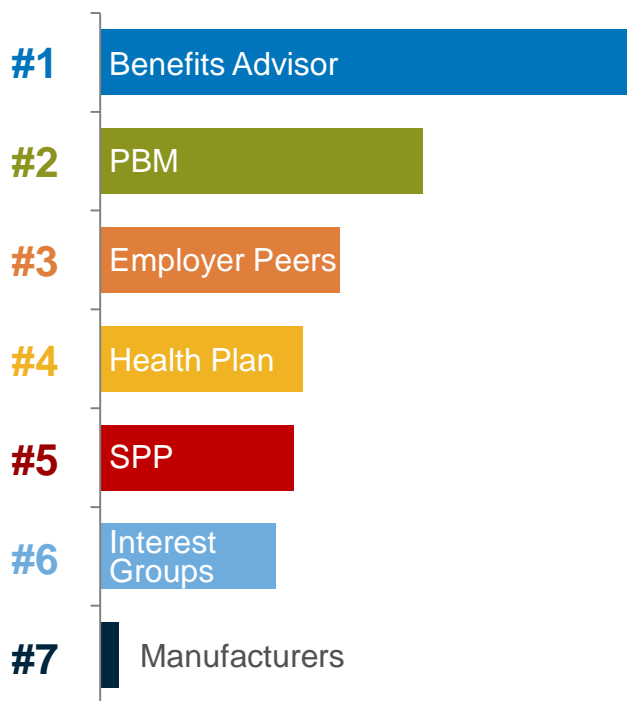


Gallagher Research & Insights' *2020 Employer Market Influences & Influencers Report* studies employer and coalition decision making, including the influence of market dynamics and trends as well as the role of healthcare stakeholders (manufacturers, PBMs, health plans and benefit advisors, etc.).

## 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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