

2021 EMI SYNDICATED RESEARCH OVERVIEW

Gallagher Research & Insights' syndicated Employer Market Intelligence (EMI) Service helps biopharmaceutical manufacturers and diagnostic and digital health firms understand the marketplace influence of employers and healthcare stakeholders. This includes the impact these purchasers have on medication and product access and their role in driving innovative solutions.

17 Years of Employer Market Intelligence Focused on:

» Jumbo Employers » Employer Health Coalitions » Employer Advisors

EMI SERVICE DELIVERABLES

Employer & Coalition Profiles Databases *(Spring)*



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 *(Summer)*



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.

Special Report on Alternate Contracting Models *(Fall)*



Examination of alternate pharmacy contracting agreements adopted by employers, including decision making, challenges, outcomes and future interest. Includes multi-stakeholder perspectives.

For 2021 pricing and details on multi-report discounts, email [Sarah Daley](mailto:sarah.daley@gallagher.com) or call 314-656-2384.

The EMI Service equips clients to showcase their product value propositions through identification of outcomes that resonate with employers and coalitions. Report implications fuel strategy development, formulation of employer calls to action and program guidance.

Each deliverable is built around findings from comprehensive employer and coalition surveys and supplemental interviews with key stakeholders.

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

Employer & Coalition Profiles Databases (Spring 2021)



The *Profiles Databases* include 200+ detailed jumbo employer- and coalition-specific data profiles. Data is collected directly from benefits decision makers and includes workforce demographics, health and pharmacy benefits, coverage decision making, and interest in manufacturer collaboration.

Jumbo Employer Data

- Rx Benefit Design, including Use of Alternate Contracting Models
- Interest in Working with Biopharmaceutical Manufacturers
- Use of Copay Accumulator Adjustment Programs, Copay Maximizer Programs
- Biologics & Biosimilars Management
- Health Insurance Profiles
- PBM, SPM, Health Plan & EBC Vendors
- Top Priority Disease States
- Worksite-Based Health Clinic Offerings
- 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
 - Approach to PBM Recommendations
 - Alternate Contracting Models
- 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 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
- » 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 (Summer 2021)



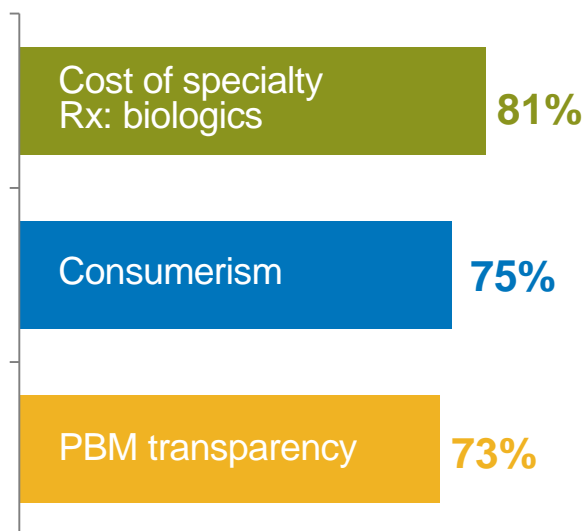
Entering its seventeenth year, the *Employer Market Trends Report* tracks, studies and predicts employee health management challenges and activity of employer stakeholders, including the impact of COVID-19. Research includes primary insights from 100+ jumbo employers and coalitions.

Report Topics:

- Pharmacy Benefit Design Trends, including Formulary & Exclusion List Approach
- Copay Accumulator Adjustment & Maximizer Programs
- Pharmacy Purchasing Collectives
- Biologics & Biosimilars
- CDHPs, including HSA Rx Approach
- Worksite Health Clinics
- Coverage of Emerging Resources (digital health, telehealth, genomic testing, etc.)
- Disease Areas Priorities & Impact on Productivity
- Value-Focused Healthcare Purchasing Initiatives (e.g., ACOs, COEs, etc.)
- Employer Segmentation Model
- Coalition Group Purchasing
- Coalition Market-Level Initiatives & Priorities
- Implications for Biopharma Manufacturers

Top 3 Trends Impacting Pharmacy Benefit Management

(percentage rating highly important)



n=103 Employers; Source: Gallagher Research & Insights, 2020 Trends Report

A purchase 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

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

Special Report on Alternate Contracting Models (Fall 2021)

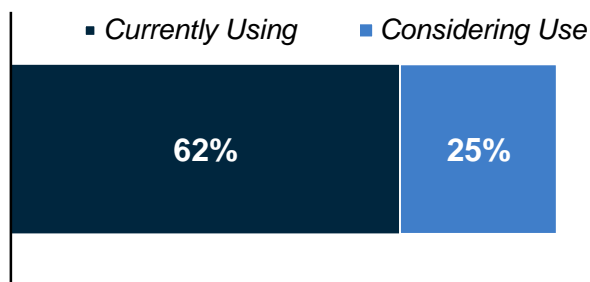


The *Special Report on Alternate Contracting Models* studies breakout pharmacy purchasing agreements that employers are pursuing. Research will include employer perspectives, case studies and employer health coalition efforts as well as implications for biopharma manufacturers.

Report Topics:

- Case Studies from Early Adopters, including Key Challenges, Lessons Learned and Outcomes to Date
- Current & Planned Adoption of Alternate Rx Contracting Models
- Interest & Opportunities for Direct & Outcomes-Based Contracting with a Biopharmaceutical Manufacturer, including Specific Drugs or Drug Categories
- Internal & External Stakeholders Influencing Adoption of Emerging Pharmacy Contracting Models
- Relevant Legislative Updates
- Employer Health Coalition-Driven Efforts & Member Support
- Implications for Biopharma Manufacturers

Use of Alternate Rx Contracting or Purchasing Models



Alternate Rx Models Include:

- » Pass through agreement
- » Net price agreement
- » Cost-plus agreement
- » Outcomes-based reimbursement agreement
- » Direct purchasing agreement

n=103 Employers; Source: Gallagher Research & Insights, 2020 Trends Report

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