

# Special Report on Alternate Contracting Models (SEPTEMBER 2021)

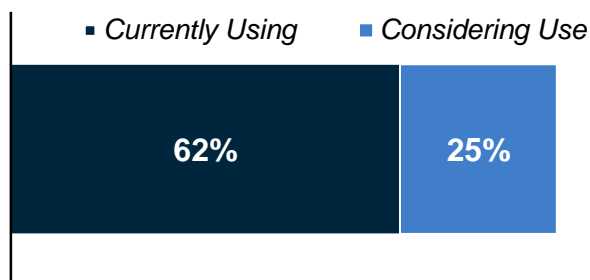


The *Special Report on Alternate Contracting Models* studies breakout pharmacy purchasing agreements that employers are pursuing. Research will include employer perspectives, case studies and employer health coalition efforts as well as implications for biopharma manufacturers.

## 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

## A purchase includes:

- » Unlimited organization-wide access
- » 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.