AM Intelligence
Access Market Intelligence

Specialty Pharmacy Database

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OVERVIEW

The Specialty Pharmacy Database (SPD) is a market intelligence resource that meets industry demand for more comprehensive intelligence on specialty pharmacies. Find new opportunities for your specialty drug products or services with a subscription to this exclusive database offering.

The Specialty Pharmacy Database is being introduced offering business intelligence on 765+ specialty pharmacies. The database is continually updated, with updates to current records and new specialty pharmacy records added.

Specialty pharmacy continues to grow rapidly and has become an essential consideration for industry stakeholders. Driving this growth are manufacturers creating specialty medications for chronic and complex disease states and the health care stakeholders working to manage the expense of these medications.

Subscribing to AMI's SPD will keep you aware of industry trends including:

- Hospitals and health systems launching specialty pharmacies.
- Independent and infusion pharmacies introducing specialty pharmacy services.
- Specialty pharmacy executive contact and email changes.
- Additional conditions served, and services offered by specialty pharmacy.
- Specialty pharmacies awarded accreditation (URAC, ACHC, CPPA).
- Consolidation affecting ownership status of specialty pharmacies.
- Additional locations added by specialty pharmacy.
- Limited Distribution Drugs dispensed by specialty pharmacy.

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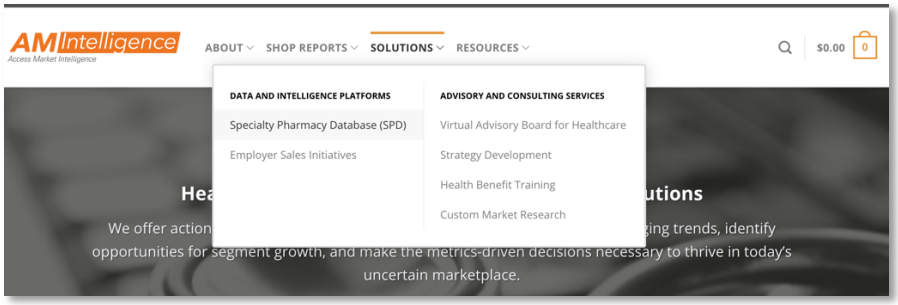
The SPECIALTY PHARMACY DATABASE Portal

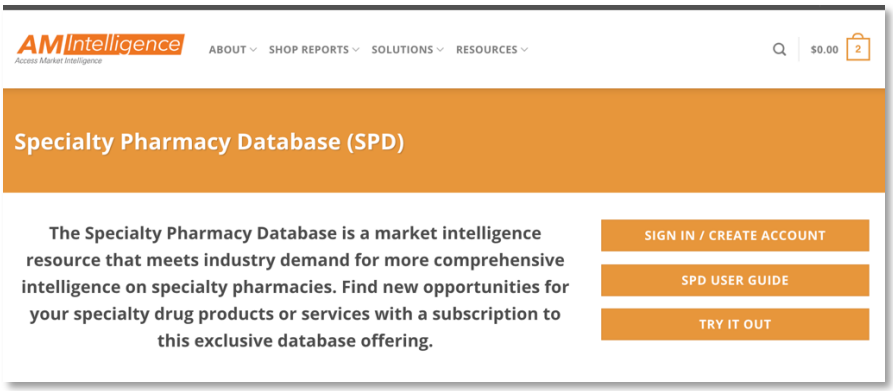
Access the **Specialty Pharmacy Database portal** from the **Solutions tab** on the AccessMarketIntell.com website**.**

Figure 1. Select Specialty Pharmacy Database



The Specialty Pharmacy Database portal page displays.

Figure 2. Specialty Pharmacy Database Portal



From the menu, you can:

1. **LOGIN**
   - Log in to the database as a subscriber / Create a single user or group account.
2. **SPD USER GUIDE**
   - Download this documentation.
3. **TRY IT OUT**
   - Search the database and display the number of records which meet any of four search criteria.
   - Select your subscription option and continue to set up account.
   - Try out the display, sort, filter and search functions.

Scroll further down the page to:

1. **View pricing** for the different subscription options.
2. **Purchase the PDF version** / view the Specialty Pharmacy Database PDF product page.

SUBSCRIPTION OPTIONS

There are 3 subscription features / options to choose from:

1. **Subscription Tier:** **Basic** or **Pro**
2. **Number of users:** **Single** or **multiuser/group (up to 6 members)**
3. **Duration:** **Monthly** or **Annually.** *A Weekly Trial period is also available.*

1. **Subscription Tiers:** There are two types of subscriptions: **Basic** and **Pro.** The Pro tier provides additional data items for each pharmacy.

Figure 3. Data Fields Available Within Each Subscription Tier

Data Field	Subscription	Description
Pharmacy Name	Basic / Pro	Name by which the entity operates its specialty pharmacy.
Website URL	Basic / Pro	Direct link to the specialty pharmacy website.
Street Address	Basic / Pro	Street address of the business mailing address for the pharmacy.
City	Basic / Pro	City of the business mailing address for the pharmacy.
State	Basic / Pro	State of the business mailing address for the pharmacy.
ZIP Code	Basic / Pro	Zip code of the business mailing address for the pharmacy.
Telephone	Basic / Pro	Phone number of the pharmacy.
Conditions Served	Basic / Pro	Identifies the health condition(s) that the pharmacy dispenses medication to patients to help treat.
Company Type	Basic / Pro	Identifies the listed pharmacy as either a subsidiary of another company or a privately held company.

Data Field	Subscription	Description
Pharmacy Contact	Pro	Name of the executive for the pharmacy.
Contact Email	Pro	Email address of the executive for the pharmacy.
Accreditation	Pro	Identifies the third-party accreditation achieved by the pharmacy which helps to confirm their commitment to quality. Accreditations include: URAC, ACHC, and JCAHO.
Company Type	Pro	Identifies the listed pharmacy as either a subsidiary of another company or a privately held company.
Ownership	Pro	Identifies the listed pharmacy's owner or as an independent company.
Patient Services	Pro	Identifies the services that the specialty pharmacy offers patients.
Payer Services	Pro	Identifies the services that the specialty pharmacy offers payers and providers.
Pharmaceutical Services	Pro	Identifies the services that the specialty pharmacy offers pharmaceutical manufacturers.
Locations	Pro	City and state of additional pharmacy locations for the listed pharmacy.
Limited Distribution	Pro	Identifies the drug(s) that the pharmacy is contracted to dispense as part of a pharmaceutical manufactured determined small group of specialty pharmacies. Limited Distribution Drugs are identified primarily by the pharmacy and manufacturer.

2. **Number of users:** Subscriptions can be purchased for **single user** access or **multi/group user** access (up to 6 users).

3. **Duration of subscription:** Database access can be purchased for a **monthly** or **annual** term. *A trial period (week) is also available.*

   Trial: During the trial period, users have access to a limited number of records. The number of records available (25 for Basic or 50 for Pro) is based on the subscription plan and number of users.

Figure 4. Data Fields Available Within Each Trial Subscription Tier

Subscription	Number of Users	Number of Records Available during Trial
Basic	Single	25
Pro	Single	50
Basic	Multi-User	25
Pro	Multi-User	50

PRICING

Specialty Pharmacy Database pricing is found on the **Specialty Pharmacy Database** portal page. You can also view pricing and select your subscription through the **TRY IT OUT** button on the portal page.

Figure 5. Pricing as of 3/20/2020

MONTHLY

SINGLE BASIC
$399
- 30-day subscription
- Access to Basic data
- Renewable subscription

SINGLE PRO
$799
- 30-day subscription
- Access to entire database
- Renewable subscription

MULTI BASIC
$1,249
- Up to 6 users
- 30-day subscription
- Access to Basic data
- Renewable subscription

MULTI PRO
$2,499
- Up to 6 users
- 30-day subscription
- Access to entire database
- Renewable subscription

ANNUALLY

SINGLE BASIC
$999
- 12-month subscription
- Access to Basic data
- Renewable subscription

SINGLE PRO
$2,999
- 12-month subscription
- Access to entire database
- Renewable subscription

MULTI BASIC
$2,999
- Up to 6 users
- 12-month subscription
- Access to Basic database
- Renewable subscription

MULTI PRO
$9,999
- Up to 6 users
- 12-month subscription
- Access to entire database
- Renewable subscription

WEEKLY

SINGLE BASIC	SINGLE PRO	MULTI BASIC	MULTI PRO
$79	$129	$199	$499
• 7-day trial	• 7-day trial	• Up to 6 users	• Up to 6 users
• Limited records available	• Limited records available	• 7-day trial	• 7-day trial
• Access to Basic data	• Access to entire database	• Limited records available	• Limited records available
• Renewable subscription	• Renewable subscription	• Access to Basic data	• Access to entire database
		• Renewable subscription	• Renewable subscription

Weekly pricing is the trial plan.

SUBSCRIPTION RENEWALS

- No billing information or credit card information is stored on AMI servers.
- Subscribers need to renew manually.
- A "remaining days" counter, based on subscriptions duration, will appear on each user's subscription when logged in.

SEARCH THE DATBASE

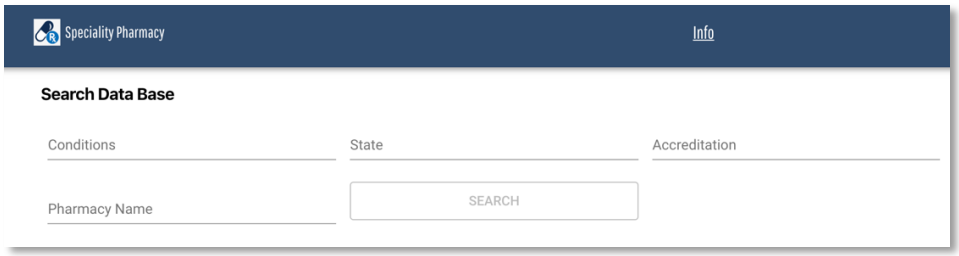
The no-cost **Search Data Base** capability allows you to determine the *number* of records in the database that meet any of four criteria:

- Conditions Served
- Pharmacy Name
- State
- Accreditation (URAC, ACHC, JCAHO)

To access, select **TRY IT OUT** from the **Specialty Pharmacy Database** portal.

On the top of the page, the search box displays:

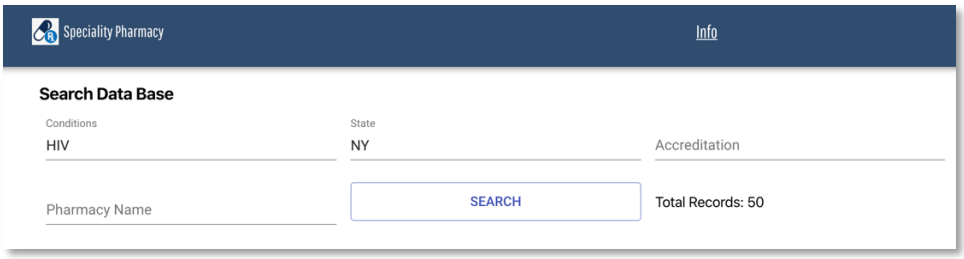
Figure 6. Search Number of Records



Enter the criteria for the search and click on **SEARCH**. The number of records found in the database that match the criteria will display next to the **SEARCH** button.

For example, to search on specialty pharmacies in New York that dispenses medications for HIV:

Figure 7. Search Example



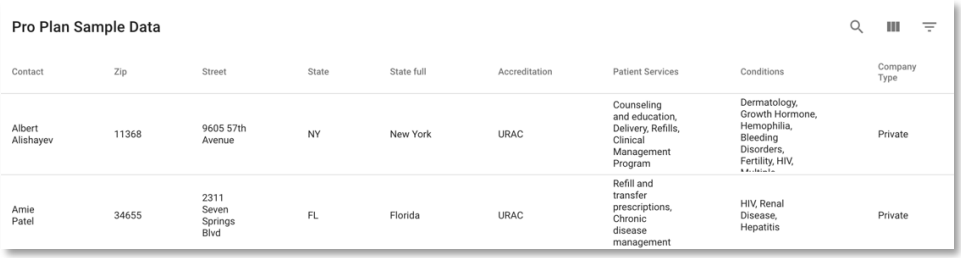
TRY IT OUT: SPD DEMO: Search, Select Columns and Filter Records

To get a feel for how the on-line database performs, you can access five **Database Demo** sample database records for both the **Basic** and **Pro** subscriptions. You can sort, filter, and select columns to view.

To access, select **TRY IT OUT** on the **Specialty Pharmacy Database** portal page. Scroll down the page until you see **Pro Plan Sample Data**.

Note: To see all data fields for the records, scroll to the right.

Figure 8. SPD Demi Pro Database



Pro Plan Sample Data

Contact	Zip	Street	State	State full	Accreditation	Patient Services	Conditions	Company Type
Albert Alishayev	11368	9605 57th Avenue	NY	New York	URAC	Counseling and education, Delivery, Refills, Clinical Management Program	Dermatology, Growth Hormone, Hemophilia, Bleeding Disorders, Fertility, HIV,	Private
Amie Patel	34655	2311 Seven Springs Blvd	FL	Florida	URAC	Refill and transfer prescriptions, Chronic disease management	HIV, Renal Disease, Hepatitis	Private

Scroll further down and you'll see the **Basic Plan Sample Data**.

Figure 9. Basic Demi Pro Database

Basic Plan Sample Data

Zip	State	Conditions	URL	Phone	City
65203	MO	Asthma, Crohn's Disease, Cystic Fibrosis, Growth Hormone, Hemophilia, Hepatitis C, HIV, Multiple Sclerosis, Rheumatoid Arthritis, Von Willebrand Disease	http://accuraterx.net	573-256-4279	Columbia
38134	TN	Acromegaly, Asthma, Bleeding Disorders, Cystic Fibrosis, Fabry Disease, Gaucher Disease, Growth Hormone, Hemophilia, Hepatitis C, HIV, Hyperlipidemia, Immunology, Fertility, Lupus, Multiple Sclerosis, Neutropenia, Oncology, Osteoarthritis, Osteoporosis, Parkinson's Disease, Psoriatric arthritis, PAH, RSV, Rheumatoid Arthritis, Transplantation, Ulcerative colitis	http://www.accredo.com	877-222-7336	Memphis
34655	FL	HIV, Renal Disease, Hepatitis	http://specialtypharmacynewportrichey.com/	727-375-9520	New Port Richey

Search Column. Filter

Use the **Search**, **Column** and **Filter** functions to tailor the data displayed.

Search

Click the magnifying glass icon. A search box will display. Enter any text you wish to perform a search on.

Figure 10. Search Example

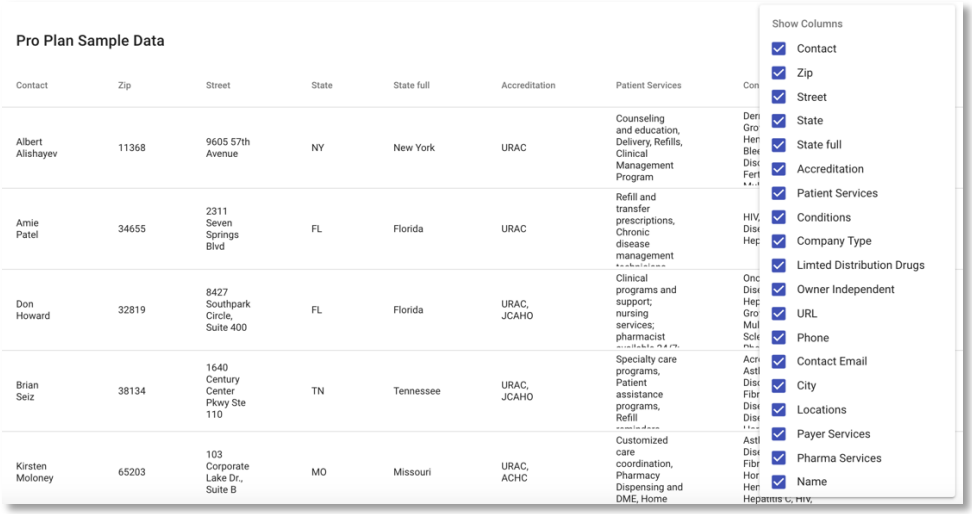
Dermatology

Contact	Zip	Street	State	State full	Accreditation	Patient Services	Conditions	Company Type
Albert Alishayev	11368	9605 57th Avenue	NY	New York	URAC	Counseling and education, Delivery, Refills, Clinical Management Program	Dermatology, Growth Hormone, Hemophilia, Bleeding Disorders, Fertility, HIV,	Private
Don Howard	32819	8427 Southpark Circle, Suite 400	FL	Florida	URAC, JCAHO	Clinical programs and support; nursing services; pharmacist	Hemophilia, Bleeding Disorders, Asthma, Dermatology, Gastroenterology,	Subsidiary

Display / Hide Columns

Click on the column icon to select the fields to display. Once clicked, a pop-up window will display all column names. Uncheck boxes to hide the column. Check the box to display the column.

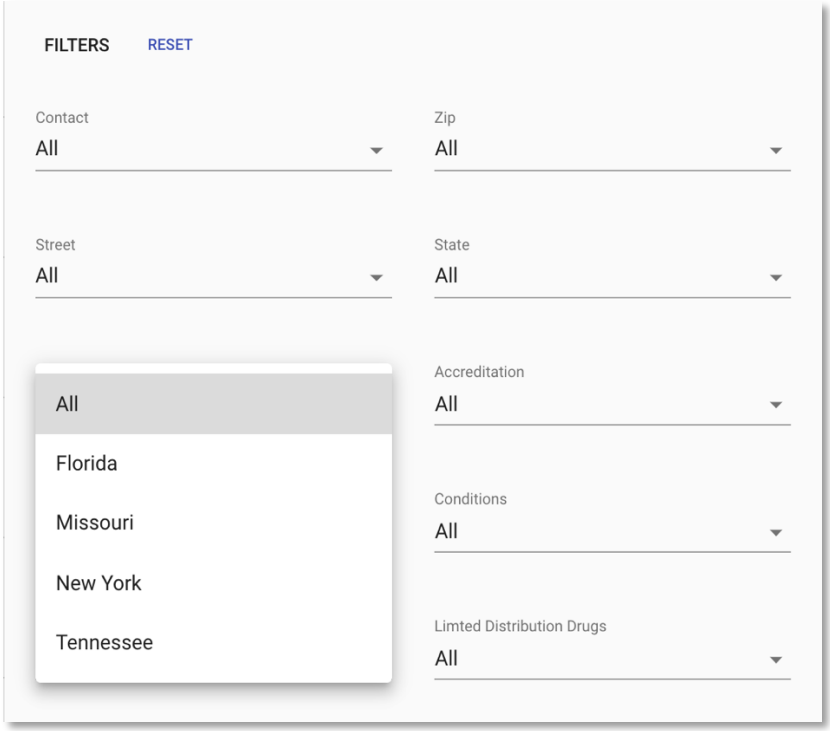
Figure 11. Column Selection Example



Filter

Click on the filter icon to select field values to display. The filter pop-up window displays each field and provides a drop-down menu for each field to help you filter the information. Below is an example of the filter menu and drop-down menu to filter by state.

Figure 12. Filter Example



PURCHASE A SUBSCRIPTION

To purchase a subscription to the **Specialty Pharmacy Database**, click **TRY US OUT** on the **Specialty Pharmacy Database** portal page.

Scroll to the area where the subscription options are displayed. Select the subscription to purchase.

Figure 13. Pricing Tiers and Subscription Selection

Tier Plans

User Type	Cost	Access	Trial	Duration	Records	Renewable
Single	$79	Basic	Yes	7 Days	25	Yes
Single	$129	Pro	Yes	7 Days	50	Yes
Single	$399	Basic	Yes	1 Month	Entire DB	Yes
Single	$799	Pro	No	1 Month	Entire DB	Yes
Single	$999	Basic	No	12 Month	Entire DB	Yes
Multi	$499	Pro	Yes	7 Days	50	Yes
Multi	$199	Basic	Yes	7 Days	25	Yes
Multi	$1249	Basic	No	1 Month	Entire DB	Yes
Multi	$2499	Pro	No	1 Month	Entire DB	Yes
Single	$2999	Pro	No	12 Month	Entire DB	Yes
Multi	$2999	Basic	No	12 Month	Entire DB	Yes
Multi	$9999	Pro	No	12 Month	Entire DB	Yes

The subscription details page for the selected subscription option displays.

- **Set Up Single User Subscription Details:**

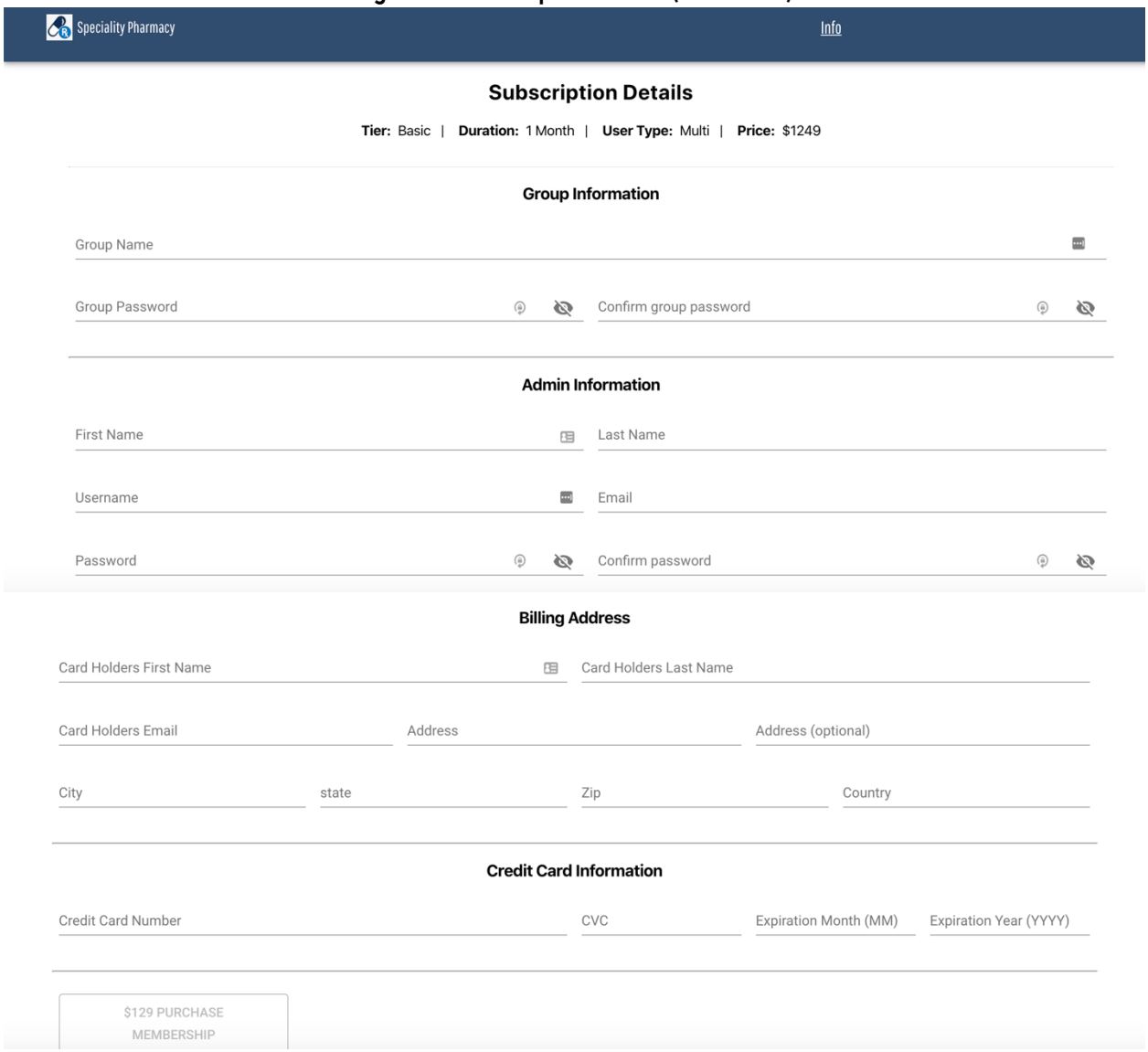
  Enter your name, your username/password, company and billing information.

- **Set Up Multi-User Subscription Details:**

  Enter the group name and group password, company and billing information. Also enter your desired username/password. Other users will be set up through the **LOGIN** function on the **Specialty Pharmacy Database** portal menu.

Note: For a Single User Subscription, the Group fields will not appear.

Figure 14. Subscription Details (Multi-User)



To complete the purchase, click on the **PURCHASE** button on the bottom of the form.

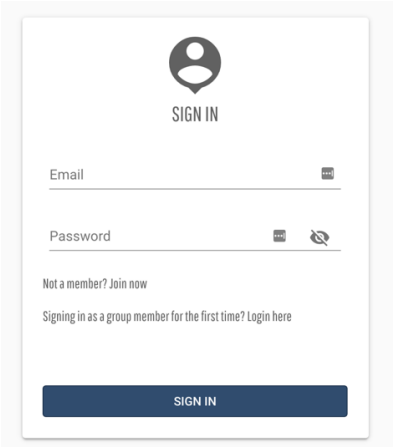
You can also purchase the database (January 1, 2020) in PDF format.

https://accessmarketintell.com/product/specialty-pharmacy-database-spd/

LOGIN

To login into your account, click the **LOGIN** button on the **Specialty Pharmacy Database** portal page.

Figure 15. Login

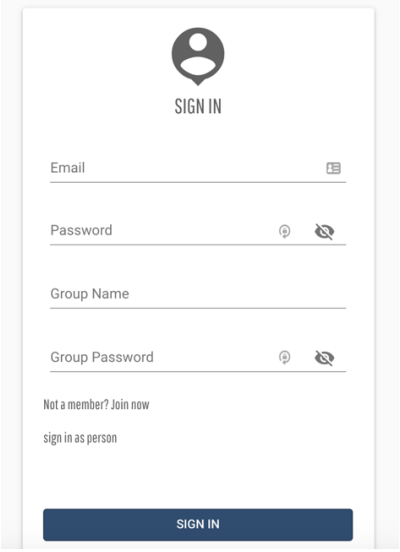


If you are a single member, enter your Email and Password. Click **SIGN IN**.

If you have not yet purchased a subscription, click **Not a member? Join no**w. You'll be taken to the Subscription Selection page.

If you are a group member, click om the **Signing in as group member** link. The Group Member screen displays.

Figure 15. Group Login



Primary source data is obtained by the Research Team at AMI. The scope of this database covers the growing number of known specialty pharmacies as of the latest update. Pharmacies are listed when determined by AMI to meet the criteria of dispensing specialty pharmaceuticals. AMI does not accept payment for inclusion.

Possible discrepancies are sometimes found to be due to differences in definition and/or timing. Public sources include, but are not limited to, company websites, SEC filings, Wall Street analyst reports, industry newsletters, magazines, and blogs, company press releases and news reports.

AMI researchers, beginning in the second half of 2020, will conduct direct surveying of specialty pharmacy sources to obtain the most accurate and up-to-date information on that pharmacy.