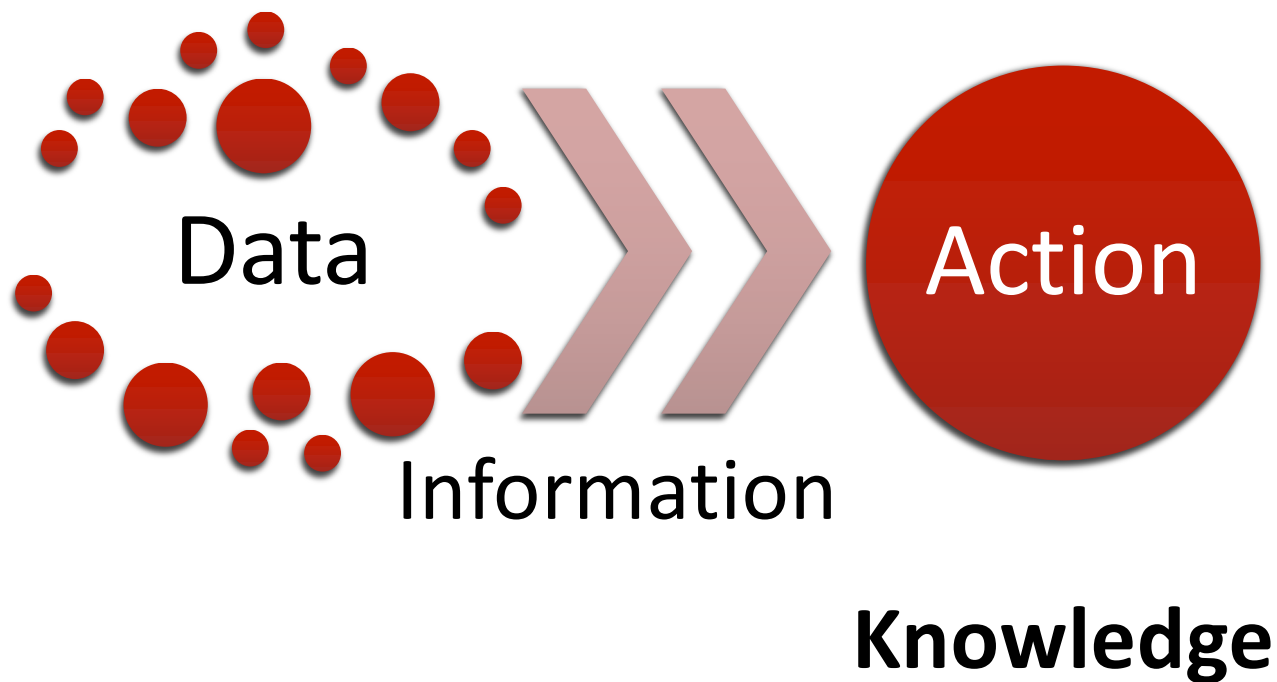


# Access Market Intelligence, LLC



# AMI's Goal is Simple

Serve as an **innovation catalyst** for healthcare delivery and management stakeholders. **We do this by...**

- **Sifting** through the noise of the healthcare market and identifying the **game changers** for each stakeholder.
- **Guiding innovation** necessary to win in today's environment.
- Conducting **research** and developing solutions to help drive ongoing disruption.
- Offering strategy platforms and solutions that **drive the acceptance of change**.



# AMI applies market intelligence and insight to develop executable strategies that enhance our client's corporate performance

## AMI Services

Custom Market Research

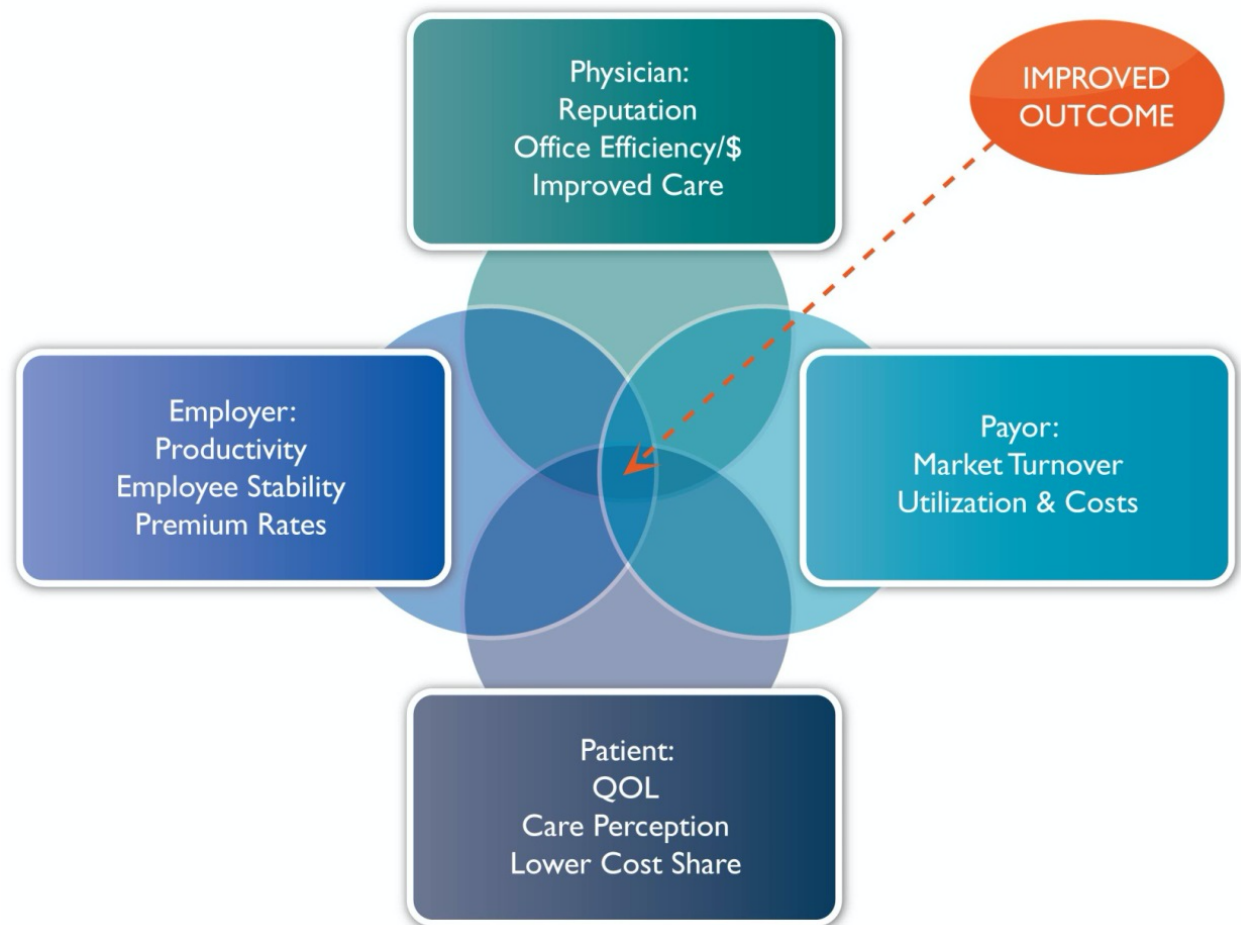
Strategy Development

Solutions

- Specialty Pharmacy DB
- Specialty Hub Research
- Virtual Advisory Board
- Employer Sales Initiative

Industry Reports/EBooks

Insights Blog



# Custom Market Research

*AMI insights answer clients' research needs and build the foundation to developing a successful business strategy*

Access Market Intelligence utilizes our extensive **content and contacts** to customize research projects, using various research approaches, including:

- Surveys
- Interviews
- Advisory boards (live and Web-based)
- Proof of Concept research

## Recent Projects

- Identified and helped develop specialty pharmacy channel strategy for biotech's rare and orphan drug market access.
- Developed strategy for specialty HUB provider to increase specialty pharmacy market access for a manufacturer's limited distribution drug.
- Built awareness and acceptance for a pharmacy services product to help manage the increasing cost of oncology drugs under the medical benefit.

# Strategy Development: Reality & Relevancy

## Reality

- New decision makers emerging
- Clinical and business are becoming intertwined
- Risk is a key element in understanding future market drivers and trends

We immerse clients into the real world environment - hearing from customers on how their business models and value propositions are changing

## Relevancy

- Rapidly changing environment
- Significant challenges on staying current based on the degree of survival disruption

Our strategy development reflect the most current thinking

***AMI offers strategy and solutions that help teams and individuals understand the “Reality” of the marketplace and the “Relevancy” of the solutions needed today***

# Specialty Pharmacy Database

*Subscription-based database continually updated with comprehensive intelligence on 1050+ specialty pharmacies.*

Two types of subscription (Basic and Pro) available monthly and annually.

- |   |                                      |
|---|--------------------------------------|
| <ul style="list-style-type: none"><li>• <b>Basic Data</b></li></ul> | <b>Pro Data (+ Basic Data)</b>       |
| • Pharmacy Name   | Pharmacy Contact                     |
| • URL   | Contact Email                        |
| • Street Address  | Accreditation                        |
| • City  | Owner/Independent                    |
| • State   | Patient Services                     |
| • Zip Code  | Payer Services                       |
| • Phone   | Pharma Services                      |
| • Conditions Served   | Pharmacy Locations                   |
| • Company Type  | Limited Distribution Drugs Dispensed |

# Specialty Hub Providers

***AMI has been monitoring and reporting on Hub providers since 2015.***

AMI's Advisory and Consulting Services utilizes this resource when working with our clients on proprietary research and consulting projects.

In 2021, planned HUB projects to date will have us developing assessments on topics including:

- Specialty patient journey
- Specialization
- Services and solutions
- Industry metrics
- Financial performance/Investors
- Value-based payment
- Digitalization

# Pharmacy in Long-Term Care Database

***AMI has been monitoring, building and internal database and reporting on LTC pharmacies since 2012.***

AMI's Advisory and Consulting Services utilizes this resource when working with our clients on proprietary research and consulting projects.

The 2021 Pharmacy in LTC report includes:

- Top 20 Skilled Nursing Facility Companies
- Top 20 Assisted Living Facilities Profiles
- National Long-Term Care Pharmacy Profiles
- Regional Long-Term Care Pharmacy Profiles

Each pharmacy company profile includes:

- Address/Website
- Background
- Financial/Investor
- Executives
- Products and Services
- Recent Activities



# Virtual Advisory Board

***AMI has developed a framework to help clients develop stronger relationships and obtain strategic insights from providers, pharmacy directors and self-funded Employers***

Successfully launched 5 years ago for clients that no longer need to be concerned about advisor availability, limited time frame, and the costs associated with live meetings.

AMI works with clients to develop questions to be asked in an initial email survey with respondents. The initial email survey is followed up with live Webinar(s) to obtain detailed opinions and insights which are vetted by AMI to develop an executive summary report with key takeaways for the client.

AMI's Virtual Advisory Board with providers, pharmacy directors and self-funded Employer can be accessed quickly and on an ad-hoc basis to offer clients timely insights.

# Employer Sales Initiatives

***AMI has developed a framework to help clients deploy or optimize employer sales initiatives***

- Proprietary database of 95,000+ self-funded plans containing key demographics and business relationships to identify high value targets
- Risk & Relationship Mapping (R&R Mapping) identifies the relationships among the stakeholders in the market and is key to targeting the opportunities for success
- Consulting expertise to develop sales strategies and value proposition that resonates with identified targets utilizing the Risk & Relationship Mapping analysis applied to your company's products

# Industry Reports

***Access Market Intelligence provides syndicated research covering topical areas along with supporting custom market research projects***

- Staying informed of trends and opportunities is an ongoing and time consuming process, but it is vital to understand the keys to growth for your company's products and create successful business strategies

## ***Research Reports***

Specialty Pharmacy Hub Services  
Top 10 Health Insurers  
Group Purchasing Organizations  
Digital Therapeutics by Condition  
Top 60 Employer Profiles

Pharmacy Benefit Managers  
Blue Cross Blue Shield Plans  
Pharmacy in Long-Term Care  
Medical-Surgical Distribution  
Behavioral Health Pharmacy

# EBooks

***Reference resources for all healthcare-related and employer professionals that better helps them understand the complex world of managed pharmacy benefits***

*Integrated Pharmacy Benefits for Specialty Pharmaceuticals: Access and Management* – better understand the complex world of managed pharmacy benefits, particularly as it applies to specialty pharmaceuticals.

*Pharmacy Benefits for Nonspecialty Drugs: Access and Management* - better understand the complex world of managed pharmacy benefits.

*Glossary of Common Drug Related Terms and Acronyms*

# John Santilli - President

- **John Santilli, MBA** - is an experienced consulting and market research professional with 30 years of pharmaceutical and healthcare experience. Background includes 12 years experience with General Electric, including GE Healthcare.
- With an extensive background working in the healthcare industry, John was the founder of Knowledge Source, Inc. and Access Market Intelligence, leading strategy development, business intelligence and research companies specializing in the pharmaceutical and healthcare industries. Over the years, John has had the opportunity to help steer the efforts of many of the major pharmaceutical companies.
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