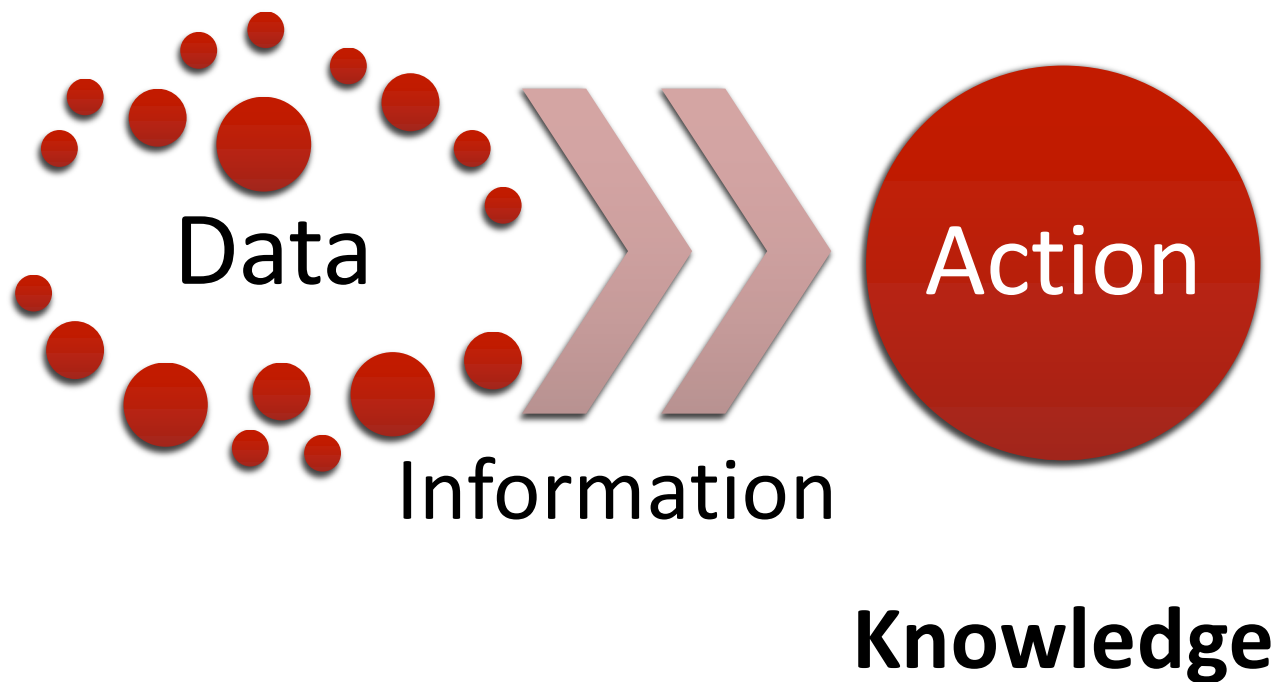


# *Access Market Intelligence, LLC*



February 2024

# 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 data 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**

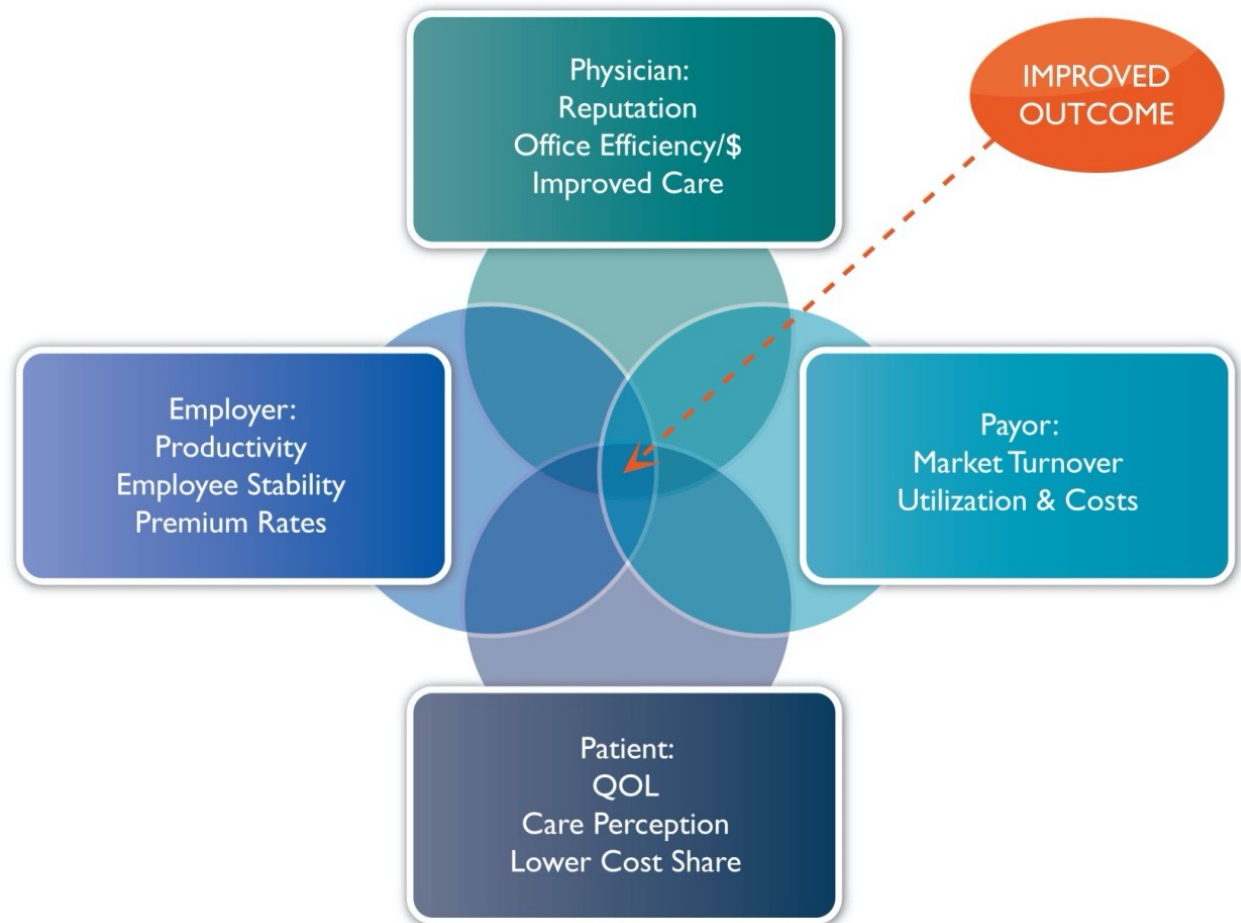
### *Database Solutions*

- *Specialty Pharmacy*
- *Self-Funded Employers*

### *Industry Reports/EBooks*

### *Custom Market Research/ Strategy Development*

### *Insights Blog/EBooks*



# Custom Research/Strategy Development

## Custom Research

- *AMI insights answer clients' research needs and helps build the foundation to developing a successful business strategy*
- *AMI utilizes our extensive **content and contacts** to customize research projects, using various research approaches, including:*
  - *Surveys*
  - *Interviews*
  - *Advisory boards*
  - *Proof of Concept*

## Strategy Development

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

***Comprehensive industry-leading database that is continually updated with business intelligence on 1,650 specialty pharmacies***

## ***Data Items***

- *Pharmacy Name*
- *URL*
- *Street Address*
- *City*
- *State*
- *Zip Code*
- *Phone*
- *Conditions Served*
- *Company Type*
- *Exclusive Drugs Dispensed*
- *Recent Specialty Pharmacy Activities (Accreditation, Network, Limited Drugs, and more...)*
- *Pharmacy Contact with title*
- *Contact Email*
- *Accreditation(s)*
- *Owner/Independent status*
- *Patient Services*
- *Payer Services*
- *Pharma Services*
- *Pharmacy Locations*
- *Limited Distribution Drugs Dispensed*
- *NPI Identifier*

# *Self-Funded Employer Database*

## ***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 reports on pharma/biotech markets providing company profiles of leading market participants***

- *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 Hub Services/Patient Assistance*

*Pharmacy Benefit Managers*

*Blue Cross Blue Shield Plans*

*Group Purchasing Organizations*

*PBM Platform Companies*

*Specialty Pharmacy Market Leaders*

*Specialty Infusion Providers*

*Pharmacy in Long-Term Care*

*Department of Defense/Veterans Affairs*

*Specialty Drug Distributors*

## *EBooks – Specialty Pharmaceutical/Pharmacy Benefits*

***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 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 strategy and sales efforts of many of the major pharmaceutical companies.*
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