

# *Access Market Intelligence, LLC*



**Knowledge**

May 2024

# *Access Market Intelligence has served the pharmaceutical and healthcare markets since 1990*

*Access Market Intelligence (AMI) was founded in 1990 by John Santilli and operated as Knowledge Source, Inc. until 2013.*

*Knowledge Source, Inc. transitioned to AMI in 2013 to parallel the growth of the specialty pharmaceuticals market. In 2015, AMI began expanded its focus to the specialty pharmacy market.*

## *Partial Client List – April 2024*

*Archbow Consulting  
Cardinal Health  
Collegium Pharma  
McKesson  
Milliman  
Payer Matrix  
SelectHealth  
The Remedy Group*

*Assertio Therapeutics  
CivicaScripts  
Fairview Health Services  
MedImpact  
MMIT  
ProAct Inc.  
SmithRx  
Vizient*

*BMS  
Cold Chain Technologies  
ICON plc  
MHA Inc.  
Novo Nordisk  
RxPreferred Benefits  
Soliant Health  
VPL*

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

## **AMI Services**

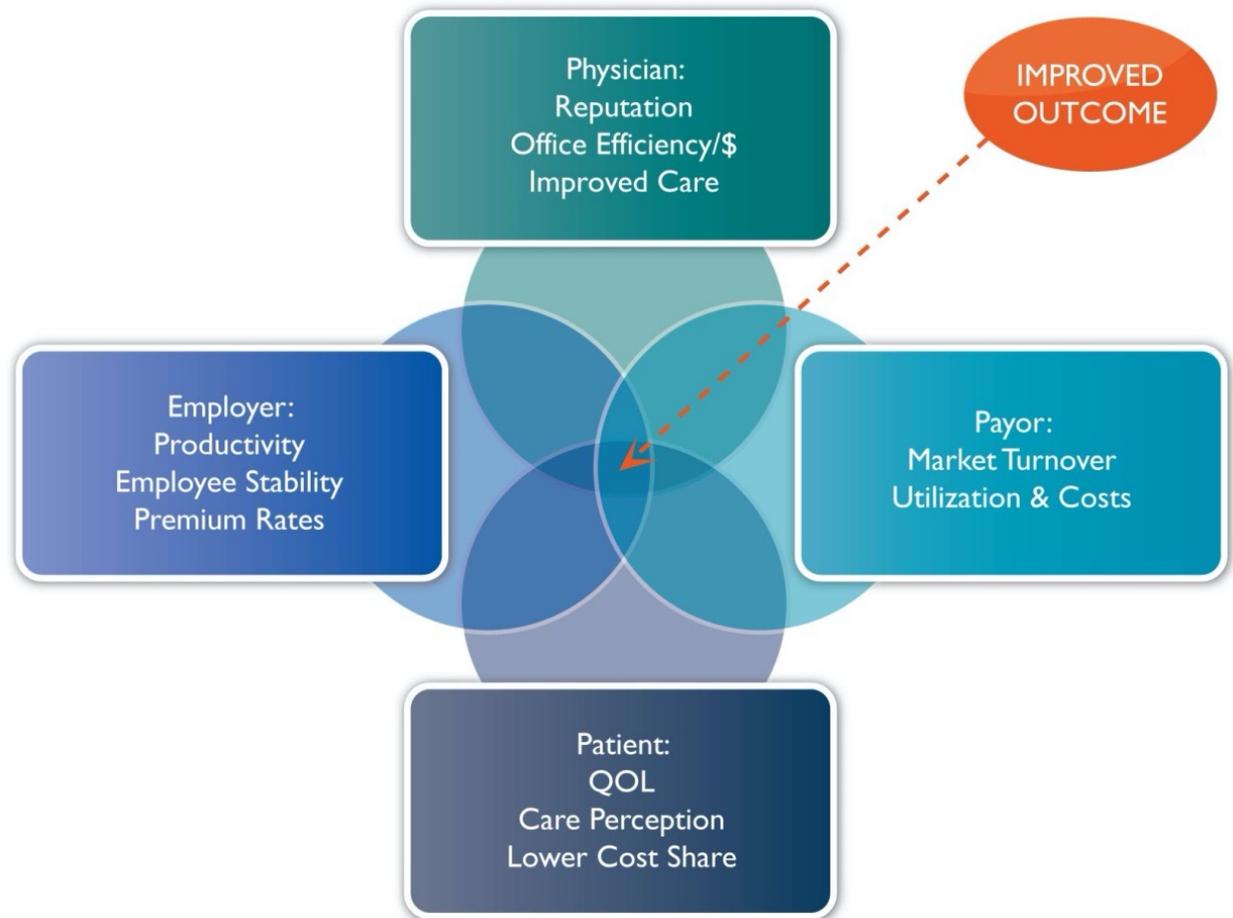
### ***Database Solutions***

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

### ***Industry Reports***

### ***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*

*Client: A global biotechnology company focused on developing and delivering novel medicines for people living with rare diseases*

- *Project: Detail the current state of the employer market landscape and healthcare ecosystem. Identify competitor biotech companies' strategy and level of success.*
- *Methodology: AMI utilized our data content and contacts to customize our secondary research efforts and conduct personal interviews with industry experts to obtain the information needed.*
- *Deliverables: A summary report that included solutions and recommendations for the client who integrated the findings into the company's strategy.*

# Specialty Pharmacy Database

***Comprehensive industry-leading database that is continually updated with comprehensive business intelligence on 1,750 specialty pharmacies***

## ***Data Attributes***

- *Pharmacy Name*
- *URL*
- *Street Address*
- *City*
- *State*
- *Zip Code*
- *Phone*
- *Conditions Served*
- *Company Type*
- *Exclusive Drugs Dispensed*
- *Recent Specialty Pharmacy Activities (Accreditation(s), Health Plan Network, Limited and Exclusive 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*

# Specialty Pharmacy Database - Sample

PHARMACY NAME	NPI IDENTIFIER	PHARMACY URL	STREET ADDRESS	CITY	STATE	STATE AB	ZIP CODE	PHONE
Altruix Pharmacy Annapolis	1154378685	<a href="https://www.terrapinpharmacy.com/">https://www.terrapinpharmacy.com/</a>	601 Chinquapin Round Rd	Annapolis	Maryland	MD	21401	443-837-0
AmeriPharma Specialty Care	1114387990	<a href="https://ameripharmaspecialty.com/">https://ameripharmaspecialty.com/</a>	132 South Anita Drive	Orange	California	CA	92868	951-520-0
AnovoRx Specialty Pharmacy	1619213212	<a href="http://www.anovorx.com/">http://www.anovorx.com/</a>	1710 N Shelby Oaks Dr #1	Memphis	Tennessee	TN	38134	901-201-5
Barnes Jewish Hospital Advanced Family Care	1750025565	<a href="https://www.bjc.org/locations/family-care-pharmacy-barnes-jewish-ho">https://www.bjc.org/locations/family-care-pharmacy-barnes-jewish-ho</a>	1234 S Kingshighway Blvd Ste 1900	St. Louis	Missouri	MO	63110	314-747-3
Amber Specialty Pharmacy	1770586349	<a href="http://www.amberpharmacy.com">http://www.amberpharmacy.com</a>	10004 S 152nd St, Suite A	Omaha	Nebraska	NE	68138	888-370-1

## CONDITIONS SERVED

Behavioral Health, Dermatology, Hepatitis, Gastroenterology, HIV, Neurology, Oncology, Rheumatology

Anticoagulants, Crohn's Disease, Ulcerative colitis, Cystic Fibrosis, Gaucher Disease, Growth Hormone, Hemophilia, HIV, Hepatitis B, Hepatitis C, Multiple Sclerosis, Osteoporosis, Immunoglobulin, Psoriasis, RSV, Rheumatoid arthritis, Transplant

Bleeding disorders, Cardiovascular, Rare and orphan diseases, Oncology, Juvenile idiopathic arthritis

Cardiovascular, Oncology, Diabetes, Endocrinology, Neurology, Transplantation

Rare Disease, Oncology, Neurology, Transplantation, Immunology, Fertility, Asthma, Cardiology, Dermatology, Endocrinology, Gastroenterology, Hepatitis, HIV, Immune Deficiency, Inflammatory, Infectious Diseases, Nephrology, Respiratory, I

# Specialty Pharmacy Database - Sample

CONTACT FIRST NAME	CONTACT SECOND NAME	CONTACT TITLE	CONTACT EMAIL	SECONDARY EMAIL	ACCREDITATION(S)	COMPANY TYPE	OWNERSHIP
Eric	Elliott	CEO	eelliott@altruix.com	info@altruix.com	ACHC	Subsidiary	Windrose Health
Andrew	Harper	CEO/President	aharper@ameripharma.us		URAC, ACHC, NABP	Subsidiary	Harper's Pharm C
Nelson	Burford	General Manager, Pharmacy	Nelson.burford@AnovoRx.com		URAC, URAC (Rare Disease), JCAHO	Subsidiary	TPG Growth M
Rachel	Hartman	Pharmacist in Charge	rachel.hartman@bjc.org		URAC	Subsidiary	Barnes Jewish H 2
Kristen	Williams	President	kwilliams@amberpharmacy.com		URAC, ACHC, NABP	Subsidiary	Hy-Vee, Inc. C

HEALTH PLAN SPECIALTY PHARMACY NETWORK	PHARMACY LOCATIONS	LIMITED DISTRIBUTION DRUGS	EXCLUSIVE DISTRIBUTION DRUGS
Fidelis Care, Gateway Health Plan, Horizon BCBS		Afinitor, Aranesp, Avastin, Cyramza, Enbrel, Entyvio, Keytruda, Kyprolis, Nexavar, Nplate, Opdivo, Prom	
Kasier Permanente, UnitedHealthcare (select), BCBSNM (select), BCBSMT (select), BCBSOK (select), BCBSTX (select)		ALKINDI SPRINKLE, Carglumic Acid, FINTEPLA, FIRDAPSE, ISTURIP	Agamree, Anascorp, Carbaglu, Cysta
		Actemra, Afinitor, Akynzeo, Aranesp, Cosentyx, Dysport, Enbrel, Entyvio, Halaven, Ilumya, Keytruda, M	
BCBSIL (select), United Healthcare (select), BCBSMT (select), BCBSNM (select), BCBSOK (select), BCBSTX (select)		Aduhelm, Amondys 45, Arikayce, Amvrutta, Austedo, Brineura, Ci Adzynma, Evkeeza, Pombiliti™ + Opf	
Paragon Infusion operates more than 15 ACHC-accredited infusion centers		Actemra, Adakveo, Benlysta, Cinqair, Cosentyx, Elaprase, Enbrel, Entyvio, Evkeeza, Fasenna, Hemlibra, I	
Sharp Health Plan		Actemra, Benlysta, Bosulif, Cabometyx, Cerezyme, Cometriq, Cosentyx, Dysport, Erivedge, Farydak, Ibr	

# Specialty Pharmacy Database - Sample

## PATIENT SERVICES

Delivery, Co-payment assistance, Refill reminders, 24/7 On Call Pharmacist, Counseling and education, Specialize in injectable and oral medications

Counseling and education, Delivery, Financial assistance support, 24/7/365 access, Patient care coordinator for the entire course of treatment

Medication therapy management, Delivery and shipping, Financial assistance, Education and counseling, Pharmacist 24/7 support, Copay assistance investigation, Refill Reminders, Insurance navigation

24-hr automated phone system for refill requests, Counseling and education, Mail and delivery, Patient discharge medications delivered to the bedside

Centers of Excellence (COE) teams are comprised of multidisciplinary specialists, Intake Specialists complete a benefits investigation and review financial assistance opportunities, Counseling and education, 24x7 clinical support

## PAYER/PROVIDER SERVICES

Prior Authorization assistance, insurance coverage and co-pay assistance/Charity Care, Daily phone call with each new and returning patient to check compliance of medication , Coordination

Personalized patient care, Adherence management, Prior authorization support, Educational support, Clinical pharmacists and care coordinators 24x7x365

Claims management, Complete therapy education, Compliance and adherence support

Patient care coordination

Coordination and investigation of benefits, Financial assistance support, AI adherence technology, Real-time tracking, Prior authorization support, Patient education

## PHARMACEUTICAL SERVICES

REMS assistance, Patient treatment education, Contract

Compliance and reporting, Product launch support, Repro

Product Launch & Market Access Solutions, Specialty Di

Custom data reporting

Customized high-quality data and analytics, Centers of E

# *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*

*Pharma/Biopharma 3PL & Cold Chain*

*Blue Cross Blue Shield Plans*

*Group Purchasing Organizations*

*Specialty Drug Distributors*

*Specialty Pharmacy Market Leaders*

*Specialty Infusion Providers*

*PBM Platform Companies*

*Pharmacy in Long-Term Care*

*Department of Defense/Veterans Affairs*

*Pharmacy in Behavioral Health*

# Industry Reports: Specialty Pharmacy Market Leaders

Drug Distributors	PBMs	Retail Pharmacies	Health Insurers
<b>Cardinal Health</b> - Medicine Shoppe - MMS Solutions	<b>Maxor National Pharm</b> - Compass Pharmacy - Maxor Specialty	<b>Costco Wholesale</b> - Costco Specialty	<b>Centene Corporation</b> - Envolve Pharmacy - Acaria Health - Foundation Care/STC
<b>FFF Enterprises</b> - NuFactor Specialty	<b>MC-Rx Specialty</b> - ProCare PharmacyCare	<b>CVS Specialty</b> - Advanced Care Scripts - Coram CVS Specialty - CVS Specialty - US Bioservices	<b>Cigna ESI Evernorth</b> - Accredo - Freedom Fertility- - Level Care Pharmacy
<b>McKesson</b> - Biologics - US Oncology Network	<b>MedImpact Healthcare</b> - MedImpact Direct Specialty - Elixir Specialty Pharmacy	<b>Discount Drug Mart</b> - Gentry Health Services	<b>Elevance Health</b> - CarelonRx - BioPlus Specialty - Kroger Specialty Pharmacy
<b>Value Drug</b> - RestoreRx - Value Specialty	<b>PerformRx</b> - PerformSpecialty	<b>Thrifty White</b> - Thrift White Specialty	<b>Humana Inc.</b> - Centerwell Specialty
	<b>Prime Therapeutics</b> - Magellan Rx	<b>Walgreens</b> - AllianceRx Walgreens - Community Pharmacies - Cystic Fibrosis	<b>Kaiser Permanente</b> Pharmacy #329 - Washington Specialty
	<b>Serve You Rx</b> - DirectRx Specialty		<b>UnitedHealth/OptumRx</b> - Genoa Healthcare - Optum Specialty/Infusion

# Industry Reports: Specialty Pharmacy Market Leaders

## Maxor Specialty Pharmacy

Amarillo, TX 79101

<https://maxorplus.com>

Accreditations: ACHC, URAC, URAC (Infusion), URAC (Rare Disease), JCAHO

320 South Polk Street, Suite 200

800-687-0707

Jason Atlas – SVP, Pharmacy Operations

Founded in 1926, Maxor has grown into a top PBM and pharmacy services provider. In the 1980s, as the need for specialty drug management and delivery was growing across the country, Maxor introduced Maxor IV Solutions, now known as Maxor Specialty Pharmacy. The company's reach continued to grow with the addition of Maxor Pharmacy Management, MaxorPlus, a pharmacy benefit manager, and Maxor340B.

Maxor owns Macon, GA-based Compass Pharmacy, which is accredited by the ACHC and treats HIV and Hepatitis C patients.

Maxor Specialty helps patients manage conditions in a wide range of areas, including:

- |                          |                               |                     |
|--------------------------|-------------------------------|---------------------|
| • Ankylosing Spondylitis | Oncology                      | Chemotherapy        |
| • Crohn's Disease        | Cystic Fibrosis               | Enzyme Deficiencies |
| • Growth Hormone         | Hemophilia/Bleeding Disorders | Hepatitis C         |
| • HIV                    | Infertility                   | Juvenile Arthritis  |
| • Multiple Sclerosis     | Neurology                     | NTM                 |
| • Organ Transplant       | Osteoarthritis                | Psoriasis           |
| • Rheumatoid Arthritis   | RSV                           | Transplantation     |

## *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*

## *AMI Insights Blog*

***Fresh market analysis by leading industry experts that help to identify innovative new approaches to overcome the biggest healthcare challenges payers, providers, purchasers and manufacturers face today.***

- *Specialty Pharmaceuticals*
- *Specialty Pharmacy*
- *Specialty Hub/Patient Assistance Programs*
- *Blue Cross Blue Shield*
- *Long-Term Care Pharmacies*

# *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.*
- *Contact: [jsantilli@accessmarketintell.com](mailto:jsantilli@accessmarketintell.com); 203-377-0460*