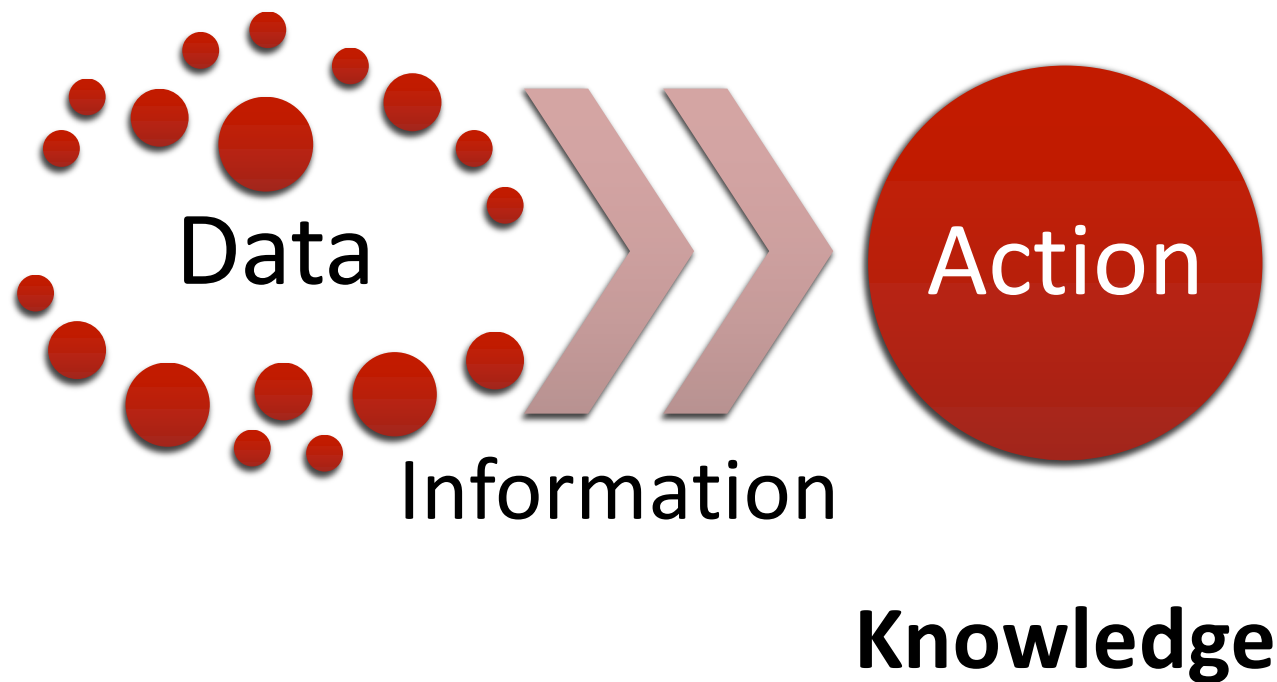


# *Access Market Intelligence, LLC*



October 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. AMI expanded its focus in 2015 to include the specialty and infusion pharmacy market.*

## *Partial Client List – July-September 2024*

- |                     |                           |                                      |
|---------------------|---------------------------|--------------------------------------|
| • <i>AArete</i>     | <i>AbbVie, Inc.</i>       | <i>Abarca Health</i>                 |
| • <i>BD</i>         | <i>Invictus Pharmacy</i>  | <i>Cornerstone Specialty Network</i> |
| • <i>CVS Health</i> | <i>Free Market Health</i> | <i>ICON plc</i>                      |
| • <i>HerculesRx</i> | <i>McKesson</i>           | <i>National Cooperative Rx</i>       |
| • <i>MHA Inc.</i>   | <i>Melinta</i>            | <i>MMIT Network</i>                  |
| • <i>McKinsey</i>   | <i>zPaper</i>             | <i>Premier, Inc.</i>                 |
| • <i>RxAdvance</i>  | <i>Sintetica</i>          | <i>UBC</i>                           |
| • <i>PromptCare</i> | <i>Ventegra</i>           | <i>VPL</i>                           |

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

## **AMI Services**

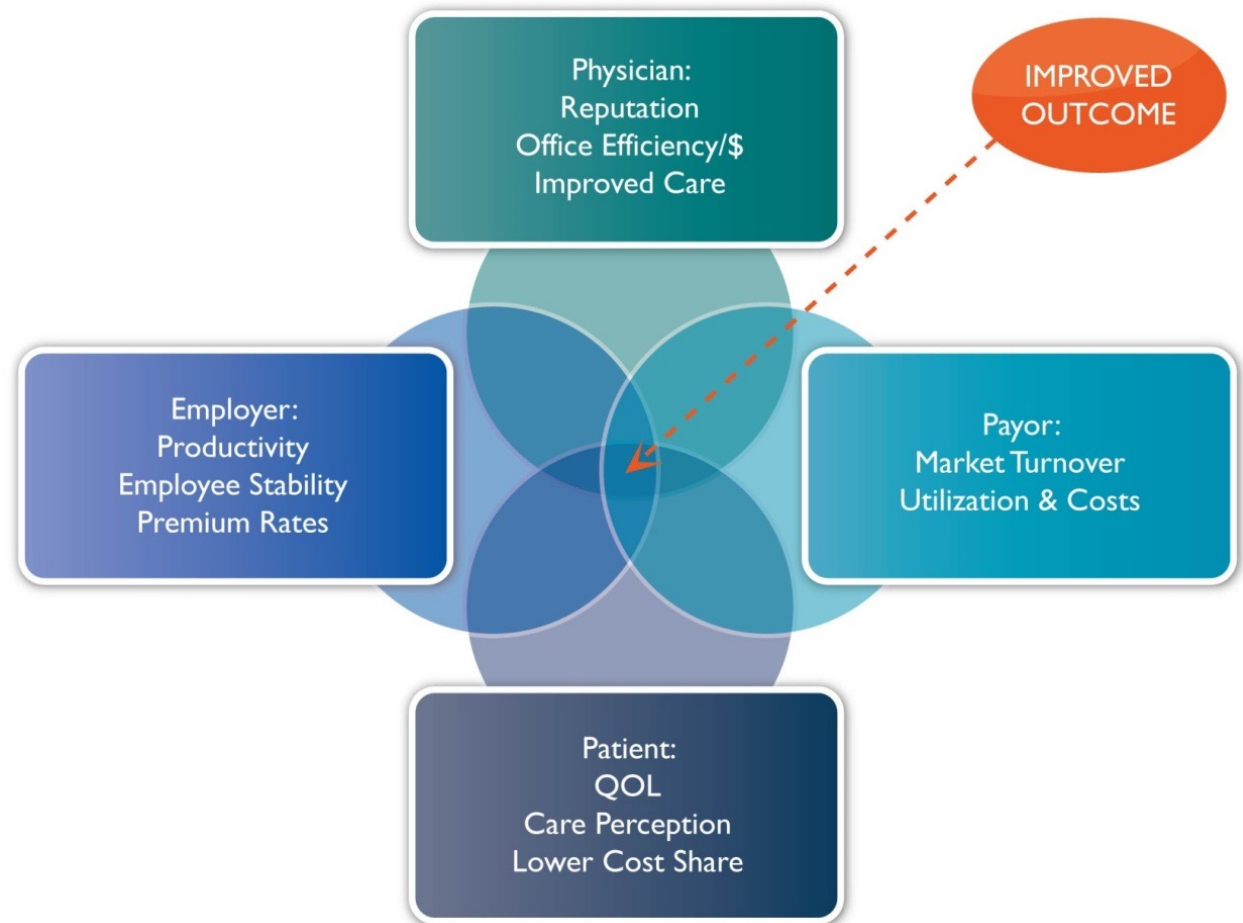
***Custom Market Research/  
Strategy Development***

### ***Database Solutions***

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

***Industry Reports***

***Ebooks/ Insights Blog***



# 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 Example: 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 market insights needed.*
- *Deliverables: A summary report that included solutions and recommendations for the client who integrated the findings into the company's strategy.*

# Specialty Pharmacy Proprietary Database

***Comprehensive industry-leading database that is continually updated with comprehensive business intelligence on 1,775+ 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 Marketing Services

## Marketing Collateral Services

- **Case Studies** offer potential customers an example on how they may work with your specialty pharmacy on a specific issue or business method where you have had success. They help you connect with your target audience by inviting them to learn from a real-life example on how they also may achieve success. AMI will help you write and publish an effective case study.
- **White Papers** demonstrate your subject matter expertise by providing persuasive and factual evidence that a specific offering by your pharmacy is a better product or business method of solving a business issue. AMI will help you write and publish an effective white paper.
- Clients use **AMI's mailing list** to reach approximately 15,000 targeted pharmacy and healthcare contacts with their message. Communicate more effectively with your potential customers. Contribute your content to **AMI's Insights Blog**. Share your specialty pharmacy's message with more than 1,100 readers.

# *Self-Funded Employer Proprietary 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/Infusion 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*