



BENEFITS OF INTEGRATING SPECIALTY PHARMACY WITH HEALTH SYSTEMS

Growing impact of health systems on manufacturer market access and commercial strategies

- ▶ Specialty pharmacy locations owned by healthcare providers now account for more than one-quarter of all accredited specialty pharmacy locations.¹
- ▶ More than 50% of providers are employed by medical groups or health systems which means that prescribing power has also shifted.²
- ▶ Health system specialty pharmacy is an increasingly important factor in the care, cost, and clinical outcomes of the most vulnerable, complex, and expensive patient populations.³
- ▶ The quality of care coordination throughout the patient journey affects both the well-being of the patient and their own financial viability—making health systems the best source for patient data and real world evidence (RWE).⁴

Value of Integrated Specialty Pharmacy

PROBLEM

When it is mandated that specialty pharmacy services be obtained from a stand-alone pharmacy, providers and pharmacy cannot coordinate critical information about patient care, disrupting the delivery of care.

SOLUTION

Health system-based *integrated* specialty pharmacies place the patient at the center of a multi-disciplinary, coordinated care team, which best positions them to deliver and improve the care and clinical outcomes of patients with complex conditions.



EXTENSIVE ACCESS & VISIBILITY

- ▶ Access to over 70 regionally dominant and nationally renowned partners across 43 states and 800+ hospitals.
- ▶ Simplified, single-source contracting with health systems and specialty pharmacies nationwide.



INTEGRATED DATA & REPORTING

- ▶ Receive a comprehensive standardized, single -source of data and customized reports that simplify analytics, lower costs, and increase the utility of complex patient information throughout the product lifecycle.
- ▶ Optimize each phase of the product lifecycle with our strategically aligned insights and programs.



VALUABLE EDUCATION PROGRAMS

- ▶ We deliver comprehensive programs that make it easier for you to reach the influential health systems channel at scale. Our programs can be tailored to specific phases of your product lifecycle, provider requirements, patient populations, etc.
- ▶ We will partner with you to develop and execute successful commercial strategies through the health systems channel. With our team you can optimize market access, sales, distribution, patient access performance and more.

¹ <https://www.drugchannels.net/2019/04/the-specialty-pharmacy-boom-our.html>

² American Medical Association; <https://info.zs.com/activeingredient/idns-are-gain-ing-control-over-doctors-prescription-pads-and-pharma-should-take-note>.

³ <https://academic.oup.com/ajhp/article/72/9/753/5111512>

⁴ <https://www.drugchannels.net/2017/04/health-systems-disrupt-specialty.html>

Value of Shields to Drug Manufacturers

Time to First Fill



DAYS

Improve Care and Clinical Outcomes



ADHERENCE RATE

Enhance Member Experience



AVERAGE NET PROMOTER SCORE (NPS)

Shields Integrated Specialty Pharmacy Success Story

Analysis shows that integrated specialty pharmacy model is associated with lower total cost of care¹

Shields Health Solutions recently partnered with Optum Advisory Services to evaluate the impact of the Shields integrated specialty pharmacy model versus patients using non-integrated model.



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Increasing participation in Integrated Specialty Pharmacy model →

	Control group	Provider integrated group ²	Fully integrated pharmacy care model group
Filled Rx at Shields affiliated SP	No	No	Yes
Specialty prescriber participated in Shields model	No	Yes	Yes
Risk-adjusted PMPM costs in 2019	\$8,149	\$7,683	\$7,061

13%

lower risk-adjusted PMPM costs for the intervention group compared to the control group

Data from 2019; \$7,061 vs. \$8,149 respectively.

1. Hellems S, Davidson J, Fasching D, Smith B. Association of Use of the Integrated Specialty Pharmacy Model on Total Cost of Care. *Journal of Managed Care & Specialty Pharmacy*. 2021;27(4-a):U14.
2. Patients in this group were seen by the same group of prescribers as patients in the integrated group. These patients received the initial benefits investigation, prior authorization support, and financial assistance from the integrated SP, but they did not receive pharmacy care beyond therapy initiation.

For more information about Shields, contact traderelations@shieldsrx.com