



## ELEVATING SPECIALTY PHARMACY

### Shields is the foremost expert in the health system specialty pharmacy industry

At Shields, improving lives and elevating performance are at the heart of everything we do. That's why more health system leaders trust Shields to help elevate and scale clinical, operational and financial performance. Not just within specialty pharmacy, but throughout the entire health system.



**1M+**  
PATIENTS REPRESENTED



**30+**  
INTEGRATED DISEASE STATES



**65+**  
HEALTH SYSTEM PARTNERS



**\$30**  
BILLION  
ANNUAL SPECIALTY PRESCRIPTION OPPORTUNITY

### How we accelerate system-wide growth

Leveraging our dedicated experts, proven collaborative care model and integrated care technologies we help produce superior outcomes patients deserve and the financial results their system demands. We work alongside a health system's pharmacy team to break down barriers to affordable care; scale specialty pharmacy services, retain more patients and scale system-wide growth.

#### Trade Relations

Develop and grow deep relationships with manufacturers to facility market access for existing and pipeline limited distribution drugs

#### Accreditation

Our experienced team gains dual accreditation within the first 18 months, facilitating one of the many payor and drug access requirements with a 100% success rate

#### Operations

Leveraging our purpose-built technology platform, TelemetryRx, we work with health system pharmacy and clinic teams to successfully develop specialty pharmacy programs in targeted clinics

#### Implementation

Defines strategic goals, integrates with existing resources and executes efficient implementations to drive operational success

#### Payor Contracting

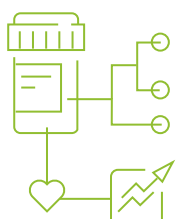
Navigates complicated payor requirements to unlock access and expand care to more patients

#### Revenue Cycle

Fully supports the pharmacies revenue collections process

#### 340B Strategy

Handles strategic services related to 340B, helping systems capture value through clinic and script qualifications



### What makes Shields different

Shields has shown demonstrated success partnering with leading health systems across the country - more than 65 and counting. The collective knowledge and influence of our partners and our vested interest in delivering measurable results leads to outcomes that are unmatched in the industry.

**Providing better patient health and hospital health through a true, secure partnership is our mission.**



#### **PATIENT HEALTH**

- Time to Therapy: 2 Days vs. 7-10 day avg.
- Average Copay: \$10 avg. vs. \$131 national avg.
- Patient Satisfaction: 84 Net Promoter Score vs. 26 avg.
- Provider Satisfaction: 91% vs. <50% avg.
- Medication Adherence Rates: 92% vs. 65% avg.
- 9-13x more patient care interactions vs. industry avg.
- 35-40% Reduction in Physician / ED visits
- 13% Reduction in Total Healthcare Costs



#### **HOSPITAL HEALTH**

- 20 hours/week avg. clinical team time-savings
- 95% Clinical Intervention Acceptance Rate
- 90%+ payor access
- 90%+ LDD access
- 2x faster dual accreditation
- <90 days to program go-live
- 90%+ Patient Retention
- 30+ disease states serviced

## **Specializing in Specialty**

Shields helps hospital leaders accelerate their specialty pharmacy programs, allowing health systems to provide fully-integrated patient care. Since 2012, we have created and enhanced more health system-owned specialty pharmacies than anyone in the country. Using that experience, we help provide the best clinical results in the shortest amount of time using the lowest risk model for health systems.

