



BENEFITS OF INTEGRATING SPECIALTY PHARMACY WITH HEALTH SYSTEMS

Reduce Total Cost of Care for specialty patients by 13%¹

- ▶ Shields partners with health systems to transform the delivery of care through hospital-owned specialty pharmacies
- ▶ Combined network of 70+ regionally dominant and nationally renowned partners across 43 states and 800+ hospitals; 30% share of non-profit health systems
- ▶ Best in class clinical specialty care model
- ▶ Services 4,000+ unique medications integrated with 30+ disease states

Value of Integrated Specialty Pharmacy

PROBLEM When it is mandated that specialty pharmacy services be obtained from a stand-alone pharmacy, critical patient care is ineffectively coordinated between providers and pharmacy, 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.



IMPROVED QUALITY OF CARE

- ▶ **Clinical Pharmacist Engagement** and customized clinical interventions drive patient outcomes through appropriateness of care, improved adherence and optimized clinical outcomes
- ▶ **Enhanced Care Coordination** achieved through a coordinated multi-disciplinary team approach to care, customized care plans, 24/7 clinical pharmacist support, onsite liaison and physician collaboration, seamless onboarding and support for patient financial assistance
- ▶ **Pharmacy Integration** with EMR centralizes care and streamlines communication with provider and enables real time interventions



PATIENT EXPERIENCE

- ▶ Shields maintains **high level of patient satisfaction** that is 2.5x that of PBMs
- ▶ **Patients start therapy faster**, receiving their medication 5-8 days faster compared to other specialty pharmacies



LOWER COST OF CARE

- ▶ Cost reduction in pharmacy and medical spend is **greater in high-risk populations***
- ▶ Shields integrated care model led to a **13% reduction** in total cost of care

*Per Member Per Month (PMPM) TME was analyzed for a cohort of matched ACO patients (n=302) receiving specialty care over a 3-year time period (2016-2018).¹<https://jamanetwork.com/journals/jamanetworkopen/fullarticle/2771388>

Value of Shields to Payers

Enhance Member Experience



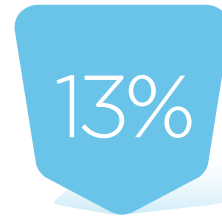
AVERAGE NET PROVIDER SCORE (NPS)

Improve Care and Clinical Outcomes



ADHERENCE RATE

Reduce Total Cost of Care

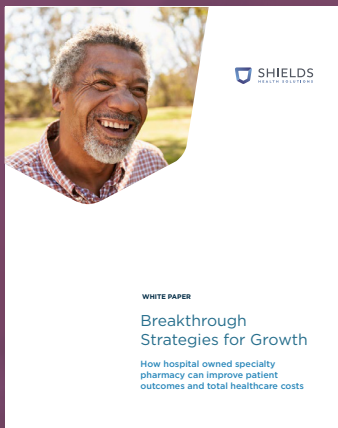


COST REDUCTION

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 a 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. Hellem 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 PayerRelations@shieldsrx.com