

# Insights Report

PREVIEW

Highlights From the  
2019 Pharmacy Summit



**Gallagher**

Insurance | Risk Management | Consulting

# What 2019 Attendees Had to Say About Our 4th Annual Pharmacy Summit

““

Best external conference I have attended. Great content, not too long. Sessions were informative and relevant. Great panel discussions. All very positive.

““

The meeting was informative, productive and well-run.

““

What you do well is focus on what is going on at the moment. The content on things like legislation that impacts rebates is exactly what I like to see.

““

I will be attending again next year.

““

It was fantastic! I feel like you've thought of every little thing possible. The venues and food were amazing!

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Keep up the good work with the relevant topics!

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The length of the summit, location, venue and content were overall better than other summit-type meetings that I have recently attended. The 5K run and yoga were well-thought-out add-ons. Overall the summit was very successful.

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The client fireside chats were great.

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It was a great meeting. I really enjoyed the extracurricular activities, and the topics discussed were right on: current, important and worth debating.

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The plan sponsor panels were great. They provided real-world insight on industry inflections.

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Relevant and thoughtfully put together.

““

The service, food, content and hospitality were wonderful! The hosts were amazing, welcoming, engaging. Thank you for making a newcomer feel welcome.

# Key Takeaways and Recommendations

## Drug Trends and Current Pharmacy Landscape

Drugs trends include:

- Decrease in ADHD GDR attributed to significant increase in PMPY brand dispensing of Adderall XR, Concerta and Saxenda
- Increase in gastrointestinal GDR stems from Lialda generic release
- Increase in cardiovascular GDR attributed to generic release of ED medications

We have reached a tipping point on drug pricing. Most employers are already moving in the direction of POS rebates; 27% have implemented POS rebates for 2019, and another 31% are considering implementation by 2021.

## Hot Topics

If there's one key takeaway on how we manage specialty medications, it is our management strategies:

- Contracting innovation
- Clinical and utilization management (UM)
- Drive to lowest-cost site of service
- Prepayment and post-service edits
- Reporting

Value-based pricing is poised for further systematic application to formularies and benefit designs, with additional innovative approaches seeing initial pilots. Applications by public insurers and the VA are expected to continue and grow. As 2020 nears, many policymakers will see value-based pricing as a core component of efforts to address drug pricing and value.

## What's on the Horizon?

Key therapeutic areas for 2019 include:

- Diabetes
- Oncology
- COPD
- Mental health
- Heart disease

The US healthcare and medical delivery system is one of the most advanced in the world—and with such advancements often come huge price tags for essential and nonessential treatments. Opportunities to manage health with technology include portable methods of capturing healthcare data; genomics, which is revolutionizing medical care; and improvement of diagnostic accuracy (and more) with AI.

# Contacts

Want to know more? Contact any of the speakers or a regional pharmacy expert in your area.

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