

**DON'T MISS THIS  
PRE-MEETING EVENT**

**Monday, March 25, 2019**

**11:00 am - 5:30 pm**

San Diego Convention Center  
San Diego, CA

# Unlocking Opportunities in Value-Based Contracting

*An interactive training program  
for commercial and medical affairs professionals*

## Looking for an Edge in Developing Value-Based Contracts?

Join leading managed care and health plan experts for an interactive training that translates value-based contracting into new opportunities for you and your customers. With AMCP faculty and Precision Xtract professionals, you will:

- Explore different types of value-based contracts, including those employing real world evidence
- Understand the keys to developing successful, implementable value-based arrangements, and pitfalls to avoid
- Gain insights from experts with experience in negotiating and implementing value-based contracts
- Practice applying value-based contract approaches and receive feedback from faculty panel

*The training program will be conducted as a pre-meeting event before the 2019 AMCP Annual Meeting, and is hosted by AMCP in collaboration with Precision Xtract.*



Academy of  
Managed Care  
Pharmacy®

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## Agenda

- » Welcome and Introductions
- » Informative presentation that references and builds on the e-Learning modules for value-based contracting, highlighting the key types of value-based arrangements, requirements for successful acceptance and implementation, and common regulatory, manufacturer and payer issues
- » Hands-on session in which participants are presented with illustrative scenarios, and asked to identify potential value-based solutions for each. Teams will present their ideas and receive live feedback from a faculty panel
- » Concluding feedback and Q&A session with the faculty panel, including perspectives on why some value-based overtures succeed and why others fail

## Who Should Attend?

- » **Commercial Team Members:** Contracting and Strategy Leads, Account Managers, National Account Directors and Managers, Marketing, Training, Sales Operations
- » **Medical Affairs Team Members:** Medical Affairs Leadership, Medical Science Liaisons and HEOR

## Your Registration Includes

- » Online eLearning program with over 6 hours of value-based contracting content
  - What are Value- Based Contracts?
  - Value-Based Contracting Types and Terms
  - Case Studies and Real World Examples
  - Current Operational Challenges & Solutions I
  - Current Operational Challenges & Solutions II
  - Current Regulatory Challenges & Solutions I
  - Current Regulatory Challenges & Solutions II
- » One day in-person training from experts in managed care and health plans to gain knowledge and actionable insights in value-based contracting
- » Registration to AMCP's 2019 Annual Meeting

## Registration

The registration fee is \$1995

**If you have already registered for the AMCP Annual meeting, contact [busdevelopment@amcp.org](mailto:busdevelopment@amcp.org) for a discounted registration to this event.**

*"We have partnered with pharma to help us identify opportunities to improve our quality goals."*

—Amanda Brummel, PharmD, BCACP  
Director, Clinical Ambulatory Pharmacy Services

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## Faculty

Announcements Forthcoming



# SAN DIEGO

## Convention Center

There are so many reasons San Diego is consistently rated one of the top vacation destinations in North America. While San Diego has 70 miles of breathtaking beaches, friendly locals and a laid-back atmosphere that's both warm and inviting, it's certainly more than a beach town. San Diego offers a range of opportunities that appeal to all ages, interests and budgets. Whether you are looking for a place to relax, energize, or be entertained, San Diego offers the perfect setting.

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## ABOUT THE AMCP ANNUAL MEETING

The only constant in the world of health care right now is change.

The AMCP Managed Care & Specialty Pharmacy Annual Meeting is the one event that brings together managed care professionals including, pharmacists, physicians, nurses, researchers, biopharmaceutical company representatives, schools of pharmacy faculty and student pharmacists to address the biggest challenges facing the health care market. Plus, you will find Annual Meeting 2019 in one of America's most beautiful cities: sunny San Diego. You don't want to miss it!

## ABOUT AMCP

The Academy of Managed Care Pharmacy (AMCP) is the nation's leading professional association dedicated to increasing patient access to affordable medicines, improving health outcomes and ensuring the wise use of health care dollars. Through evidence- and value-based strategies and practices, the Academy's 8,000 pharmacists, physicians, nurses and other practitioners manage medication therapies for the 270 million Americans served by health plans, pharmacy benefit management firms, emerging care models and government. [amcp.org](http://amcp.org)

## ABOUT PRECISION XTRACT



Precision Xtract is a real-world research, health economics, and payer analytics consultancy that helps the leading pharmaceutical and life sciences companies get innovative therapies in the hands of providers and patients who need them most. Our collection of top-tier scientists, payer and pharma executives, economists, and world-respected academicians assists clients in every stage of the therapeutic commercialization process. From satisfying the increased demand for evidence of effectiveness and value to developing robust pricing and uptake models to delivering access and pull-through solutions critical to supporting market adoption.

*"I was able to immediately use one of the account management strategies to advance the conversations with my customer!"*

—Daiichi Sankyo, Participant