Experience the Power of Convergence: **Medicaid & Government Pricing, Drug Pricing Transparency** *and* **Commercial Pricing & Contracts** *United into One Exceptional Event!*

Life Sciences
Pricing & Contracting USA

Gain Critical Insight on Regulatory Requirements, Policy Initiatives and Best Practices to Enhance Pricing and Contracting Models

HYBRID EVENT

MAY 21-23, 2024

HILTON NEW ORLEANS RIVERSIDE | NEW ORLEANS, LA

Renowned Conference Co-Chairs:

Funso Olufade, Ph.D., MBA,
Senior Director – Head, Commercial Finance,
Ascendis

Stephanie Fussell,
Senior Counsel, Commercial Operations,
Bioventus

UPDATED 5/17/24

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LETTER FROM THE CONFERENCE ORGANIZER:

Dear Delegates,

We are delighted to welcome you to New Orleans for the inaugural edition of Pricing & Contracting USA, an event set against the vibrant backdrop of a city renowned for its rich culture, eclectic music, and delectable cuisine.

With over two and a half decades of industry expertise underpinning our efforts, this gathering is poised to unite hundreds of executives within the Medicaid and government pricing, drug pricing transparency, and commercial contracting and chargebacks community. Together, we aim to foster synergies across the market access and managed markets space.

Our commitment is to equip attendees with actionable insights through engaging discussions and key takeaways, led by the industry's foremost experts. This year's program promises the world-class speakers and content you've come to expect, including the GP 101 Bootcamp, the Fireside Chat with External Counsel, the State Drug Price Transparency Workshop – A State by State Review, the Wholesaler/Manufacturer Team-to-Team Meet-and-Greets, and much more!

In addition to the familiar highlights, we are excited to introduce fresh perspectives from esteemed companies, making the 2024 edition an event not to be missed. For those unable to join us in person, a virtual experience awaits, ensuring you can still be part of this enriching event.

We eagerly anticipate the incredible dialogue and interaction that will unfold in May, shaping an unforgettable experience for all.

Kind Regards,

Katelyn Reichheld
Senior Conference Producer
informa connect

Life Sciences HYBRID EVENT
Pricing & Contracting USA

ALL ACCESS EXPERIENCE

May 21-23
Hilton Riverside New Orleans
New Orleans, LA

- 4 Full-Day Workshops
- Wholesaler/Manufacturer Team-to-Team Meet-and-Greets
- Multiple Keynotes and Plenaries
- 8 Track Session Blocks
- PhRMA and BIO address on 'The Landscape of Drug Pricing and Transparency Pressures"
- Fireside Chat with External Counsel
- Plus – Everything included in the Virtual Experience

VIRTUAL EXPERIENCE

ConnectMe Virtual Platform

- Live streaming of general sessions + a track each day (Look for the ▶ LIVE STREAM icon!) *
- Full access to the ConnectMe virtual platform
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**pending speaker permissions*

SPEAKER FACULTY:

Sabrina Aery, Executive Director, US Government Programs, **BMS**

Jeff Baab, Vice President, Operational Consulting, **IntegriChain**

Nancy Bell, Vice President, Head of U.S. Patient Value & Access, **Takeda Oncology**

Kathleen Dynan Black, Director Government Operations, Global Access & Value, U.S. Market Access, **Pfizer**

Robert Blank, Director Revenue Management, **EVERSANA**

Amanda Bounds, Director, Contract Administration, **McKesson**

Alixe Bonelli, Principal, **EY**

Dan Boyarsky, Director, Life Sciences Revenue Contract Management, **RSM US LLP**

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Kaelyn Buck, Senior Director, **Regeneron**

Partha Chatterjee, Partner, **Akara Group**

Keri Cavanagh, Head of Contracts, Pricing, and Analytics, **Takeda Oncology**

Judd Caulfield, Lead Counsel, Oncology Business Unit, **Takeda**

Keri Cavanagh, Head of Contracts, Pricing, and Analytics, **Takeda Oncology**

Joanne Chan, Senior Assistant General Counsel, **Pharmaceutical Research and Manufacturers of America (PhRMA)**

Ken Choe, Partner, **Hogan Lovells**

Daniel Choi, PMI-PMP, ACP, Senior Manager – Technology & Advanced Data Analytics, **Riparian**

Lisa Clayton, **The Pricing Group, LLC**

Philip A. Coburn, Director, U.S. Government Pricing Compliance, **Pfizer**

Lila Cummings, Prescription Drug Affordability Director, **State of Colorado**

Meena Datta, Partner, **Sidley Austin LLP**

Kate Davidson, Manager of Insurance Data Science, **State of Colorado**

Rosalind Davis, Director, Government Pricing and Contracts, **Vifor Pharma, Inc.**

Rujul Desai, Partner, **Covington & Burling**

Mike Dinneen, Senior Director, Pricing and Contracting, **BioXcel Therapeutics**

Tom Dugan, Senior Director, Market Access, **Biodesix**

Rodney Emerson, Vice President, Pricing & Contracts, **Sandoz**

Tom Evegan, Principal, Strategy & Management Consulting, **RSM US LLP**

Megan Falkowski, Director, Government Pricing and Government Contracting Policy, **Pfizer**

Doan Finch, Director, Government Pricing & Contracting, **Genmab US Inc**

Stephanie Fussell, Senior Counsel, Commercial Operations, **Bioventus**

Cayce Gallo, Manager, Chargeback Administration, **Teva Pharmaceuticals**

Sophia Gaulkin, Food & Drug Law Associate, **Hyman, Phelps & McNamara**

Cathy Gilgore, Manufacturer Refund Service Director, **Apexus**

David W. Gould, Chief Customer Officer, **Encompaas**

Margaux Hall, Partner, **Ropes & Gray**

Melody Hamel, Senior Life Sciences Counsel & Legal Business Partner, **Viatris**

Josephine Hawkins, Associate Director, Medicaid, **AstraZeneca**

Nancy Henshaw, Regulatory Lead, **RLDatix**

Ian Jacobson, Senior, **EY**

Glenn Jory, Director, Government Pricing & Reporting, **Dermavant Sciences Inc.**

Gregg Kasten, Vice President, Products and Services, **ClassOne Insight**

Jennifer Katona, Partner, Client Services, **Woven Data**

James Kelly, Director, Medicaid, **Novartis**

Olivia Krzeminski, Associate Director of Compliance, **G&M Health LCC**

Stephanie Kupski, Director, U.S. Pricing & Government Reporting, **CSL Behring**

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Miree Lee, Principal & Bio Pharma Pricing Contracts & Compliance Consultant

Katy Lees, BS, 340B ACE, Director of 340B Policy and Business Strategy, **University of Rochester Medical Center**

Jorge Lopez, Associate Director, Government Pricing, **Hikma**

Susan Lowe, Senior Vice President, Supply Chain Operations, **FFF Enterprises**

Gavin Magaha, Pharm.D., MS, Senior Director Value Delivery, **Kalderos**

Josef Magpantay, Director, **RSM US LLP**

Felecia Manning, Senior Director, Managed Markets Pricing & Government Programs, **United Therapeutics Corp**

Brian McCartney, Vice President, Strategic Innovation and Policy, **McKesson**

Sarah McClure, Vice President, Knowledge Management, **RLDatix**

Conswelia McCourt, Social Science Analyst, **Office of Inspector General (OIG)**

Jesse Mendelsohn, Senior Vice President, **Model N**

Michael Murphy, Associate Manager, **Riparian**

Stephanie Moy, Senior, **EY**

John A. Murphy III, Chief Policy Officer, Deputy General Counsel, Healthcare, **BIO**

Roneil Narciso, Senior Director, Strategic Pricing & Contracting, **AVEO Oncology**

Mallory O'Connor, Executive Director, **Mallinckrodt Pharmaceuticals**

Nick Olivares, Controller, **Lundbeck**

Funso Olufade, Ph.D., MBA, Senior Director – Head, Commercial Finance, **Ascendis**

Grant Ostlund, Director, Ethics & Compliance, **Novo Nordisk**

Caitlyn Ozier, Counsel, **King & Spalding LLP**

Nichole Palusinski, Clinical Pharmacist, Pharm.D., **IL HFS Medicaid Drug Rebate Unit**

Amie Pablo, Vice President, Ethics & Compliance, **Novo Nordisk**

Jean Pathil, Director of Government Pricing, **Sumitomo Pharma America**

Amie Phillips Pablo, Director, Ethics and Compliance, **Novo Nordisk**

Amie Piddington, Compliance Specialist, **Chiesi**

Wendell Potter, President, **Center for Health and Democracy**; Publisher, **HEALTH CARE un-covered**

Joan Rizal, Director, Commercial Counsel, **Amneal Pharmaceuticals**

Lynn Robson, Vice President & Associate General Counsel - Market Access, **United Therapeutics**

Sunny Rocha, Senior Contracts Specialist, **McKesson**

William Sarraille, Regulatory Consultant

David Savidge, Director of Account, **G&M Health LCC**

Chris Schott, Partner, **Latham & Watkins**

Sarah Schumacher, Senior Director, Financial Planning and Analysis, **Upsher-Smith**

John Shakow, Partner, **King & Spalding LLP**

Sharon Small, Director, Counsel Market Access, Government Pricing & Policy, **Novartis**

James Stansel, EVP and General Counsel, **PhRMA**

Bob Steller, Industry Principal of Life Sciences, **Vistex**

Beth Stevens, Director, Contracts & Pricing, **Tolmar Inc.**

David Tawes, Regional Inspector General, Office of Evaluation and Inspection, **Office of Inspector General (OIG)**

Katie Lapins Trujillo, Executive Director, **The Pricing Group LLC**

Stephanie Trunk, Partner, **ArentFox Schiff**

Katie Verb, JD, Senior Director, Executive Branch Strategy, U.S. Policy & Government Affairs, **Bristol Myers Squibb**

Carol Vuceta, Senior Director, Market Access, Pricing, Contracting. **Azurity**

Trevor Wear, Partner, **Sidley Austin LLP**

Chris Weiser, Senior Corporate Counsel, U.S. Market Access, Legal, **Sanofi**

Julia Williams, Manager, Supplier, Buy-side Relations/Chargebacks, **McKesson**

Clay Willis, Director, **BRG**

Walt Worsham, Managing Director, **Federal Compliance Solutions**

Rachel Young, Senior Operations Counsel, **Viatris**

Cathy Zhang, Director Government Reporting & Pricing Compliance, **SK Life Science Inc**

Tracy Zheng, Senior Market Access Operations Director, **Exelixis**

....And More to Come!

LOOKING FOR YOUR INDUSTRY FAVORITE EVENTS

Featured Content from Annual Events You Know and Love...

Medicaid & Government Pricing Congress | **Drug Pricing Transparency Congress** | **Life Sciences Commercial Contracts & Chargebacks**

These annual events you know and love are now part of Pricing & Contracting USA! That means you simply register for Pricing & Contracting USA and will have access to all the content related to these critical topics areas and more! You'll have the opportunity to select tracks, workshops and sessions based on your interests, and will benefit from all the expertise previously gained from attending these industry favorite events, now with more collaboration, education and networking! This cohesive opportunity brings together colleagues from all branches of the life sciences pricing and contracting arena — Make sure you and your team are part of it!

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DAY 1: TUESDAY, MAY 21, 2024

8:00-9:00 AM | **Breakfast and Event Registration**

(Select one session)

9:00-10:45 AM

WORKSHOP A:

Fundamentals of Government Pricing and Reporting

Nuances of Reporting and Laws for Key Medicaid and GP Programs

Review nuances of different types of reporting and laws, portal access, timing, organization, documentation, fines and fees, state registration, acquisition and take part in interactive Q&A. We will focus on:

- AMP, 5iAMP, ASP and Best Price
- 340B Drug Discount Program
- NFAMP, FCP, FSS
- Coverage Gap Program
- Ryan White invoices

Miree Lee, MS, MBA, Bio/Pharma Pricing, Contracts & Compliance Consultant, **M. Lee Consulting LLC**

Doan Finch, Director, Government Pricing & Contracting, **Genmab US Inc**

9:45-10:45 AM

WORKSHOP B:

Medicaid and Government Pricing Deep Dive

Advanced Topics: Rebates, Reasonable Assumptions, BFSF and Best Price

Deep dive into advanced topics related to your daily tasks and frustrations in your role:

- Why and how to best process rebates
- Drafting and maintaining reasonable assumptions
- Calculating and benchmarking bona fide service fees
- Potential pitfalls with best price

Nichole Palusinski, Pharm.D., Clinical Pharmacist, Drug Rebate Unit, Bureau of Budget and Cash Management, **Illinois Department of Healthcare and Family Services**

Chris Cobourn, Managing Director GP Practice Lead, **HELIO**

9:00-10:45 AM

WORKSHOP C:

State and Drug Price Transparency Reporting — Strategy and Management

LIVE STREAM

State Drug Price Transparency & Reporting — State-By-State Review of Legal Requirements and Operational Challenges

LIVE STREAM

Join us for this deep dive workshop into the ever-changing active and pending SPTR laws from the legal and operational perspectives.

Gregg Kasten, Vice President, Products and Services **ClassOne Insight**

Trevor Wear, Partner, **Sidley Austin**

ATTENDEE ACCLAIM

"You don't know what you don't know until you attend! Attending this conference absolutely set me and my cross-functional team up to realize revenue savings, compliance and risk mitigation opportunities for our company, and to the benefit of patients who need our drug therapies at the same time. Money very well spent!"

"Once again, Informa Connect has brought together the leading experts to help companies understand and navigate the ever-changing landscape of drug price transparency laws. This conference is a must-attend event for drug pricing professionals."

10:45-11:15 AM | **Morning Networking Break**

11:15-11:55 AM (Select one session)	**WORKSHOP A:** Fundamentals of Government Pricing and Reporting *(Continued)*	**WORKSHOP B:** Medicaid and Government Pricing Deep Dive *(Continued)*	**WORKSHOP C:** State and Drug Price Transparency Reporting — Strategy and Management LIVE STREAM *(Continued)*	**WORKSHOP D:** Fundamentals of Commercial Contracting & Chargebacks	**WORKSHOP E:** Wholesaler/Manufacturer Team-to-Team Meet-and-Greets
	Nuances of Reporting and Laws for Key Medicaid and GP Programs *(continued)* Review nuances of different types of reporting and laws, portal access, timing, organization, documentation, fines and fees, state registration, acquisition and take part in interactive Q&A. We will focus on: • AMP, 5iAMP, ASP and Best Price • 340B Drug Discount Program • NFAMP, FCP, FSS • Coverage Gap Program • Ryan White invoices *Miree Lee, MS, MBA, Bio/Pharma Pricing, Contracts & Compliance Consultant,* **M. Lee Consulting LLC**	**Advanced Topics — Federal Contracting Vehicles and More!** • Federal contracting vehicles within FSS and DOD and ways you can contract with Federal entities to get broader utilization of your product *Allison Pugsley, Partner,* **Hogan Lovells**	**Just the Updates: What's New in the State Price Transparency World?** LIVE STREAM • A review and interactive discussion of the newest and most active state regulations on reporting fresh off the press • What these updates might mean for the regulatory landscape and federal implications • How to best implement at both an operational and strategic level *Rachel Young, Senior Operations Counsel,* **Viatris** *David Savidge, Director of Accounts,* **G&M Health LCC** *Olivia Krzeminski, Associate Director of Compliance,* **G&M Health LCC**	**Overview of Contracting Process, Types, Purposes and Key Considerations** Deep dive into advanced topics related to your daily tasks and frustrations in your role: • Breakdown of contract types and agreements • Operational process and procedures for efficient contract management • Challenges and solution-oriented approaches to focus on per each agreement *Stephanie Fussell, Senior Counsel, Commercial Operations,* **Bioventus** *Joan Rizal, Director, Commercial Counsel,* **Amneal Pharmaceuticals** *Rosalind Davis, Director, Government Pricing and Contracts,* **Vifor Pharma, Inc.**	Who do you contact with questions for errors? Who do you contact when you need details on the process for filing this and that? Sign-up your team to meet your contacts at some of the top wholesalers nationwide. These meet-and-greets are for connecting and learning the processes and needs for each stakeholder to work collaboratively together. *Amanda Bounds, Director, Contract Administration,* **McKesson** *Susan Lowe, Senior Vice President, Supply Chain Operations,* **FFF Enterprises** *Julia Williams, Manager, Supplier, Buy-side relations/chargebacks,* **McKesson**

ATTENDEE ACCLAIM

"This conference starts the conversation. It is the caveat to meaningful collaboration amongst industry experts and the most applicable to my day to day functions in the contracts and pricing space as a pharmaceutical manufacturer."

"Great content and an environment where you can learn from participants as well as the speakers."

11:55 AM-12:35 PM (Select one session)	**WORKSHOP A:** Fundamentals of Government Pricing and Reporting *(Continued)*	**WORKSHOP B:** Medicaid and Government Pricing Deep Dive *(Continued)*	**WORKSHOP C:** State and Drug Price Transparency Reporting — Strategy and Management LIVE STREAM *(Continued)*	**WORKSHOP D:** Fundamentals of Commercial Contracting & Chargebacks *(Continued)*	**WORKSHOP E:** Wholesaler/Manufacturer Team-to-Team Meet-and-Greets *(Continued)*
	History of the Medicaid Program Join this contextual session on the social and operational history of the Medicaid program which will cover: • Government timeline of when/why Medicaid started • Switchover to Rebates in 1991 • Growth over that decade with supplementals, SPAPs • Extreme changes with the Affordable Care Act (MCOs, Medicaid Expansion, AMP definition change) • How populations changed over time • How COVID changed how we work • Possible things on the horizon — Work requirements, drug importation, prescription drug affordability boards, AMP Cap removal, etc. *Josephine Hawkins, Associate Director, Medicaid,* **AstraZeneca**	**Best Practices in Operating a Pricing Review Board** • How to operate within the strict confines to best enter a contract • How to start out with a robust board build • How to document and come up with grants of authority *Nick Olivares, Controller,* **Lundbeck** *Tara Brodo, Senior Director, Pricing and Contracting,* **Accord BioPharma**	**Comparing Challenges Based on Company Size and Type and Operationalizing SOPs** LIVE STREAM • Addressing evolving requirements with SOPs and documentation – How to pivot if needed and beginning implementation • Perspectives of brand, biologics, devices, generic companies sharing hurdles across the industry • Effectively gather all the information needed with company silos and communicate importance of timelines and failure to report fines • Create tools for success in organization, documentation, and staying informed • Operationalize new technology and build infrastructure around SOPs • Work directly with states on clarification for language and properly document their responses • Outsourcing based on size and resources *Moderator: Nancy Henshaw, Regulatory Lead,* **RLDatix** *Sarah McClure, Vice President, Knowledge Management,* **RLDatix** *Sharon Small, Director, Counsel Market Access, Government Pricing & Policy,* **Novartis** *Cathy Zhang, Director Government Reporting & Pricing Compliance,* **SK Life Science Inc**	**Overview of Contracting Process, Types, Purposes, and Key Considerations** • Breakdown of contract types and agreements • Operational process and procedures for efficient contract management • Challenges and solution-oriented approaches to focus on per each agreement *Stephanie Fussell, Senior Counsel, Commercial Operations,* **Bioventus** *Joan Rizal, Director, Commercial Counsel,* **Amneal Pharmaceuticals** *Rosalind Davis, Director, Government Pricing and Contracts,* **Vifor Pharma, Inc.**	Who do you contact with questions for errors? Who do you contact when you need details on the process for filing this and that? Sign-up your team to meet your contacts at some of the top wholesalers nationwide. These meet-and-greets are for connecting and learning the processes and needs for each stakeholder to work collaboratively together. *Amanda Bounds, Director, Contract Administration,* **McKesson** *Susan Lowe, Senior Vice President, Supply Chain Operations,* **FFF Enterprises** *Julia Williams, Manager, Supplier, Buy-side relations/chargebacks,* **McKesson**

12:35-1:45 PM	Networking Luncheon				
1:45-2:25 PM (Select one session)	**WORKSHOP A:** Fundamentals of Government Pricing and Reporting *(Continued)*	**WORKSHOP B:** Medicaid and Government Pricing Deep Dive *(Continued)*	**WORKSHOP C:** State and Drug Price Transparency Reporting — Strategy and Management LIVE STREAM *(Continued)*	**WORKSHOP D:** Fundamentals of Commercial Contracting & Chargebacks *(Continued)*	**WORKSHOP E:** Wholesaler/Manufacturer Team-to-Team Meet-and-Greets *(Continued)*
	Open Forum: Medicaid and Government Pricing Pain Points Join us for a live forum to benchmark on pain points related to Medicaid and Government Pricing and seek actionable solutions together. This session is a continuation of our May 2023 conversation *What Would your Medicaid Wish List Be?* • Retroactive invoices, the future of the program, automation, acquisitions, requirement management, etc. *Josephine Hawkins, Associate Director, Medicaid,* **AstraZeneca** *Jorge Lopez, Associate Director, Government Pricing,* **Hikma** *James Kelly, Director, Medicaid,* **Novartis**	**Commercial Impact of GP Decisions and Vice Versa** Deep dive into advanced topics related to your daily tasks and frustrations in your role: • Articulate internally how siloed decisions can impact overall pricing strategy • Governance pertaining to commercial activities and treatment of it in GP • Walk through scenarios in GP and commercial and formulate responses that take strategy and operationalization into account *Philip A. Coburn, Director, U.S. Government Pricing Compliance,* **Pfizer** *Kathleen Dynan Black, Director Government Operations, Global Access & Value, U.S. Market Access,* **Pfizer**	**Uniting Strategy and Operations for Proactive Pricing Discussions** LIVE STREAM • Illustrating strategy implications: What SPTR means for pricing launch strategy, contracting strategy, mature product pricing, etc. • Modeling multiple price increases per year and multiple years of price increases per product • Overcoming information overload when compiling and sharing ST output with pricing committees • Using the ST output to schedule upcoming reporting responsibilities by time period and by brand *Stephanie Kupski, Director, U.S. Pricing & Government Reporting,* **CSL Behring** *Sara Simon, Counsel,* **Porzio, Bromberg & Newman** *Chris Weiser, Senior Corporate Counsel, US Market Access Legal,* **Sanofi**	**Crucial Elements for Contracting: Determining the Appropriate Direction for Your Organization** • Contracting nuances for Gene Therapy and Oncology • Creating valuable contract agreements in these spaces • Challenges that impact contract creation and manageability • CMS pricing *Tom Dugan, Senior Director, Market Access,* **Biodesix** *Keri Cavanagh, Head of Contracts, Pricing, and Analytics,* **Takeda Oncology**	Who do you contact with questions for errors? Who do you contact when you need details on the process for filing this and that? Sign-up your team to meet your contacts at some of the top wholesalers nationwide. These meet-and-greets are for connecting and learning the processes and needs for each stakeholder to work collaboratively together. *Amanda Bounds, Director, Contract Administration,* **McKesson** *Susan Lowe, Senior Vice President, Supply Chain Operations,* **FFF Enterprises** *Julia Williams, Manager, Supplier, Buy-side relations/chargebacks,* **McKesson**

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2:25-3:05 PM
(Select one session)

WORKSHOP A:
Fundamentals of Government Pricing and Reporting
(Continued)

Infrastructure Needed for Managing IRA Part B and D: Negotiation and Inflation Rebates

With Part D already in full swing, do you have a game plan on how to deal with Part B and D?

Bob Steller, Industry Principal of Life Sciences, **Vistex**

Odalys Caprisecca, Vice President, Managed Markets Finance, **Novartis**

WORKSHOP B:
Medicaid and Government Pricing Deep Dive
(Continued)

Strategic Experts on GP Oddities

If you understand the foundations of GP, next you must be strategic in how to understand your obligations regarding anomalies, odd scenarios and exceptions to the rules:

- Learn how to open your mind and think differently at the highest level
- Walkthrough and share your odd scenarios and how to problem solve

Jean Pathil, Director of Government Pricing, **Sumitomo Pharma America**

Melody Hamel, Senior Life Sciences Counsel & Legal Business Partner, **Viatris**

WORKSHOP C:
State and Drug Price Transparency Reporting — Strategy and Management
LIVE STREAM *(Continued)*

Case Study: Product Price Increase SPTR Practical Walkthrough

LIVE STREAM

- Interactive end to end walkthrough of 5 hypothetical products taking a price increase

Amie Piddington, CCEP, Compliance Specialist II, **Chiesi USA, Inc.**

Caitlyn Ozier, Counsel, **King & Spalding LLP**

WORKSHOP D:
Fundamentals of Commercial Contracting & Chargebacks
(Continued)

Solution Summit — Using Network 2.0 Technology to Improve the Contracts and Chargebacks Process

- Eliminating chargeback errors with real-time chargeback adjudication
- Pricing & customer eligibility alignment between trading partners
- Automating customer membership management
- Minimizing price discrepancies and misalignment
- Reducing revenue leakage and chargeback write offs

Haris Kamal, Chief Revenue Officer, **Chronicled**

WORKSHOP E:
Wholesaler/Manufacturer Team-to-Team Meet-and-Greets
(Continued)

Who do you contact with questions for errors? Who do you contact when you need details on the process for filing this and that? Sign-up your team to meet your contacts at some of the top wholesalers nationwide. These meet-and-greets are for connecting and learning the processes and needs for each stakeholder to work collaboratively together.

Amanda Bounds, Director, Contract Administration, **McKesson**

Susan Lowe, Senior Vice President, Supply Chain Operations, **FFF Enterprises**

Julia Williams, Manager, Supplier, Buy-Side Relations/Chargebacks, **McKesson**

3:05-3:45 PM — **Afternoon Break**

3:45-4:45 PM
(Select one session)

PANEL — Government Pricing and The Seven Elements of an Effective Compliance Program
LIVE STREAM

We live in a complex world of government pricing. How can you effectively manage it all? Join this session to discuss:

- Building a supportive business foundation
- Learnings from the 2003 OIG compliance guidance, enforcement actions and DOJ sentencing guidelines
- Importance of the intersection between commercial transactions and government pricing when building out your foundation
- Dissecting the seven elements of an effective compliance program and a dive into theoretical models
- Supporting pillars for your individual team members and government pricing certifiers

Lynn Robson, Vice President and Associate General Counsel, Market Access, **United Therapeutics Corp**

Sharon Small, Director, Counsel Market Access, Government Pricing & Policy, **Novartis**

Kristin Hicks, Partner, **Arnold & Porter**

Clay WIllis, Director, **BRG**

CLOSED DOOR MANUFACTURERS ONLY — Exploring Unacknowledged Effects of 340B and State Ramifications

- Intersection of operationalizing the MFP and 340B to ensure program integrity
- Trickle down from IRA negotiations – the impacts of Part D re-design
- Understanding 340B Alternative Distribution Models by Hospitals and Other Entities and associated non-compliance
- State 340b Issues
- What's happening with entities creating workarounds to manufacturer 340B contract pharmacy policies

Odalys Caprisecca, Vice President, Managed Markets Finance, **Novartis**

Katie Verb, JD, Senior Director, Executive Branch Strategy, U.S. Policy & Government Affairs, **Bristol Myers Squibb**

4:45 PM — **Close of Day One / Networking Reception**

DAY 2: WEDNESDAY, MAY 22, 2024

7:45-8:15 AM — **Breakfast**

8:15-8:35 AM

Conference Producer & Chair Remarks

LIVE STREAM

Katelyn Reichheld, Senior Conference Producer, **Informa Connect**

Funso Olufade, Ph.D., MBA, Senior Director, Head, Commercial Finance, **Ascendis Pharma**

8:35-9:20 AM

State of the Industry Address

LIVE STREAM

An out of the box forecast of upcoming regulations, litigation and policies affecting the healthcare industry in what is set to be an action-packed election year.

Wendell Potter, President, **Center for Health and Democracy;** *Publisher,* **HEALTH CARE un-covered**

9:20-10:05 AM

The Strategy and Spirit of Convergence — Crucial Synergies Between Government Pricing, Contracting and Drug Pricing

LIVE STREAM

- Vital confluence of commercial and GP responsibilities when it comes to trickle down of every choice, the regulatory landscape, price protection, calculations and contracting
- How pricing committees can support GP on the business side with accruals, profitability and how commercial activities can set best price
- Value of commercial and GP and affairs folks linking efforts, bridging communication and collaborations
- Fostering a holistic workflow conversation, facilitating connections and building process
- Payer mix and life cycle management
- Managed care contracts, duplicate discounts, SPTR, assessing legal and financial risks equitably

Moderator: Rujul Desai, Partner, **Covington & Burling**

Judd Caulfield, Lead Counsel, Oncology Business Unit, **Takeda**

Sabrina Aery, Executive Director, U.S. Government Programs, **BMS**

10:05 AM-10:35 PM — **Morning Networking Break**

10:35-11:15 AM

Unpacking the Part D Benefit Redesign — Exploring Payer Economics & Other Developments

LIVE STREAM

The IRA's Part D benefit redesign is a transformational policy with significant impacts on manufacturers, payers, patients and the government. This session will:

- Address the growing importance of Medicare Part D
- Unpack the mechanics of the Part D redesign
- Work through the 'phase in' schedule, TrOOP changes, and other critical elements
- Explore changing payer economics and why they are meaningful to manufacturers
- Discuss payer coverage and contracting implications

Jeff Baab, Vice President, Operational Consulting, **IntegriChain**

11:15-11:55 AM

Establishing a Center of Excellence to Better Manage Current and Future 340B Growth and Abuse Areas

LIVE STREAM

- *Pillars of a 340B Center of Excellence —*
  Review key pillars/components of a 340B Center of Excellence (COE) and what would be included in each
- *340B Operational Excellence —*
  Explore how establishing a 340B COE can manage all 340B initiatives including how to streamline current and future 340B operations associated contract pharmacy, patient definition, duplicate discounts, 340B eligibility, etc. This will include ways to make historically multi-stakeholder and inconsistent and disjointed approaches more efficient and effective and what an overall governance and operating model would look like
- *Business Approach to 340B —*
  Explore ways to improve 340B operations so you can begin to manage it like a business including how business and financial reporting and investigation can begin to inform overall 340B strategy

Clay WIllis, Director, **BRG**

11:55 AM-1:15 PM — **Networking Luncheon**

	TRACK A: GP Reform, Rulings, Regulations and 340B	TRACK B: Operationalizing Strategy with Innovation and Technology	TRACK C: Anticipating the Influence of Prescription Drug Affordability Boards on Pricing and Reporting	TRACK D: Commercial Contracting Strategies for Improved Processes	TRACK E: Policy and Internal Operations Affecting Contracts and Chargebacks
1:15-1:55 PM (Select one session)	**340B Litigation and Progress Updates** • State litigation involving 340B contract pharmacy policies • Implications of the Genesis case and the IRA on 340B identification • Updates on 340B sales to contract pharmacy court rulings • Review of the history of regulatory updates, lawsuits that informed policies and what is in the pipeline • Analysis of state laws limiting manufacturer contract pharmacy policies *William Sarraille, Regulatory Consultant*	**How to Better Leverage Data in GP for Financial and Commercial Analytics** LIVE STREAM GP is a gold mine of data with everything funneling into it: • How to better leverage data in GP for your financial and commercial analytics • How to look at sales trends, make customer decisions, etc. *Alixe Bonelli, Principal,* **EY** *Ian Jacobson, Senior,* **EY** *Stephanie Moy, Senior,* **EY**	**PhRMA and BIO: Landscape of Drug Pricing Transparency Pressures** • Expert forecasting and review of the IRA effect on DPT and SPTR • State level legislations coming down the pipeline — litigation on state level taking precedent over federal • State allowances for contract pharmacies and 340B entities • Tactical questions for SPTR — Breakdown of where the states are going • Are states falling in line with CMS requests? *Joanne Chan, Senior Assistant General Counsel, Head of State Legal Affairs,* **PhRMA** *John A. Murphy III, Chief Policy Officer, Deputy General Counsel, Healthcare,* **BIO**	**Current Market Challenges Impacting Contract Strategy** • What is the current landscape and what is upcoming? • Policy updates that will affect contracting operations • Strategic approach to navigate upcoming movement in the industry *Rodney Emerson, Vice President, Pricing & Contracts,* **Sandoz** *Partha Chatterjee, Partner,* **Akara Group**	**IRA and AMP Cap Removal — How Policy Changes and Evolving Regulations Will Transform the Contracting Atmosphere** *Moderator: Katie Lapins Trujillo, Executive Director,* **The Pricing Group, LLC** *Nancy Bell, Vice President, Head of US Patient Value & Access,* **Takeda Oncology** *Megan Falkowski, Director, Government Pricing and Government Contracting Policy,* **Pfizer**
1:55-2:35 PM (Select one session)	**Navigating the 340B Landscape — Unpacking the Effects of Modifier Usage on Duplicate Discounts** • Systemic challenges that face all stakeholders in the 340B Drug Pricing Program today • Evolving trends set to intensify revenue leakage due to noncompliant drug discounts • Past, present, and future impact of 340B modifier usage • Critical considerations and responsibility for stakeholders involved in 340B management *Gavin Magaha, Pharm.D., MS, Senior Director Value Delivery,* **Kalderos**	**Interactive AI Brainstorm** LIVE STREAM Welcoming manufacturers who are newcomers to AI and looking for ideas and inspiration from what peers are utilizing it for: • How will AI impact GP professionals? • What tools are available? • What tasks can be automated using AI? • What can we do in the near future? *Glenn Jory, Director, Government Pricing & Reporting,* **Dermavant Sciences Inc.**	**Understanding Implementation and The Future of Prescription Drug Affordability Boards** • Uptick in PDAB purpose, actions and creation • Review Colorado and Oregon • How were products selected? • Engaging with PDABs and protecting proprietary and sensitive information **Moderator**: *Mallory O'Connor, Executive Director,* **Mallinckrodt Pharmaceuticals** *Lila Cummings, Prescription Drug Affordability Director,* **State of Colorado** *Kate Davidson, Manager of Insurance Data Science,* **State of Colorado** *Andrew York, Executive Director,* **Maryland Prescription Drug Affordability Board**	**What's New in Fair Market Value?** Join a workshop to discuss the latest government updates from OIG, IRS and others. • Discuss best practices and alternative options for documentation • Review Department of Justice and court perspectives on FMV *Meena Datta, Partner,* **Sidley Austin** *Trevor Wear, Partner,* **Sidley Austin**	**The GTN Impacts of Contract Effectiveness** • IRA implications that will impact operations • Data processing and forecasting systems • Patient access management *Walt Worsham, Managing Director,* **Federal Compliance Solutions LLC**

2:35-3:15 PM
(Select one session)

TRACK A:
GP Reform, Rulings, Regulations and 340B *(Continued)*

340B Refunds

Manufacturers often need to refund 340B covered entities for product overcharges, and covered entities often need to refund manufacturers when they have received incorrect 340B discounts. Hear directly from representatives of manufacturers and a covered entity in this panel led by the 340B Prime Vendor, Apexus.

- Define the guidelines for refunds in the 340B Drug Pricing Program
- Identify the potential reasons necessitating both manufacturer and covered entities to conduct refunds
- Discuss leading practices, considerations, and potential obstacles in the refund process for both manufacturers and covered entities
- Examine perspectives on good-faith inquiries when potential discrepancies are discovered

Cathy Gilgore, MBA, Associate Principal, Manufacturer Refund Service, **Apexus**

Katy Lees, BS, 340B ACE, Director of 340B Policy and Business Strategy, **University of Rochester Medical Center**

Kaelyn Buck, Senior Director, **Regeneron**

Jennifer Lospinoso, Managing Director & Consulting Lead, **Riparian**

TRACK B:
Operationalizing Strategy with Innovation and Technology *(Continued)*

LIVE STREAM

Evaluating Your Product Master from a GP Perspective

LIVE STREAM

Although your Product Master may seem like a basic dataset, it ultimately guides a company's decision-making when it comes to Government Pricing. With all of the recent legislative and regulatory changes, this session will walk through those areas that may require another look to ensure your assumptions are still correct and your reporting is compliant, including:

- What is a "Covered Drug" for each program
- Determination of Line Extensions
- AMP Cap Removal
- Bundling

Katie Lapins Trujillo, Executive Director, **The Pricing Group, LLC**

Sarah Schumacher, Senior Director, Financial Planning and Analysis, **Upsher-Smith**

TRACK C:
Anticipating the Influence of Prescription Drug Affordability Boards on Pricing and Reporting *(Continued)*

The Enforcement and Penalties Landscape Within State Drug Pricing Reporting

As states continue to implement enforcement procedures in their drug pricing transparency laws and pursue enforcement actions for noncompliance, manufacturers face ongoing practical issues. These issues include the risk analysis involved in untimely reporting, responding to information requests and investigations, and negotiating penalties. This presentation will cover these issues as well as:

- A survey of states' primary approaches in enforcement
- Case studies and practical tips
- What to expect from states going forward in their enforcement policies and practices

Sophia Gaulkin, Food & Drug Law Associate, **Hyman, Phelps & McNamara**

TRACK D:
Commercial Contracting Strategies for Improved Processes *(Continued)*

Commercial Contracts: Achieving Your Organizational Objectives — Features and Pricing Strategies

- Aligning your contracts to your organizational goals
- Common contract components to assist in achieving your organization goals
- Contracting Best Practices
- Real World Scenarios and Case Studies

Jennifer Katona, Partner, Client Services, **Woven Data**

Mike Dinneen, Senior Director, Pricing and Contracting, **BioXcel Therapeutics**

TRACK E:
Policy and Internal Operations Affecting Contracts and Chargebacks *(Continued)*

Mitigating Risk by Honing in on Internal Controls

- The current risks businesses face
- SOX and compliance considerations
- Revenue management systems implementation and utilization

Moderator:
Cayce Gallo, Manager, Chargeback Administration, **Teva Pharmaceuticals**

Leonard Rampersaud, Senior Manager, Contracting & Commercial Contract Operations, **Jazz Pharmaceuticals**

3:15-3:55 PM **Afternoon Networking Break**

3:55-4:35 PM (Select one session)	**TRACK A:** GP Reform, Rulings, Regulations and 340B *(Continued)*	**TRACK B:** Operationalizing Strategy with Innovation and Technology *(Continued)* LIVE STREAM	**TRACK C:** Anticipating the Influence of Prescription Drug Affordability Boards on Pricing and Reporting *(Continued)*	**TRACK D:** Commercial Contracting Strategies for Improved Processes *(Continued)*	**TRACK E:** Policy and Internal Operations Affecting Contracts and Chargebacks *(Continued)*
	Launching a New Product in a Competitive Space that Includes Generics In the spring with IRA drugs identified and the AMP Cap removal states are looking at drugs and seeing generics being made preferred where they haven't in the past: • How can manufacturers validate preferred drug lists? • How are states preparing? • How are manufacturers preparing? *Josef Magpantay, Director,* **RSM US LLP** *Dan Boyarsky, Director, Life Sciences Revenue Contract Management,* **RSM US LLP**	**Pros and Cons — Owning Your Tech vs. Outsourcing** LIVE STREAM Discover the key variables and considerations in determining whether your company should opt for in-house development or outsourcing when it comes to certain software solutions. Gain insights from different — and commonly conflicting — viewpoints including those of executives, business stakeholders, and IT support staff, as we navigate this strategic decision-making process together. *Roneil Narciso, Senior Director, Strategic Pricing & Contracting,* **AVEO Oncology** *Daniel Choi, PMI-PMP, ACP, Senior Manager – Technology & Advanced Data Analytics,* **Riparian** *Michael Murphy, Associate Manager,* **Riparian**	**Confidentiality Concerns Within SPTR** • How to navigate and combat sharing trade secrets and proprietary information yet comply with your obligations to the state • How to designate trade secrets and flag issues • State confidentiality restrictions and intentions • Reviewing valuable takeaways from litigation *Grant Ostlund, Director, Ethics & Compliance,* **Novo Nordisk** *Amie Pablo, Vice President, Ethics & Compliance,* **Novo Nordisk**	**Revolutionizing Rebate Contract Management: The AI Advantage — A Case Study from One of the World's Largest Pharmaceutical Manufacturers** Join us for an engaging conversation where we delve into the transformative power of AI-driven solutions in the pharmaceutical industry. We will present a case study on how one of the world's leading pharmaceutical manufacturers is revolutionizing their rebate contract, business and revenue performance. The session will explore: • Connecting contracts to rebate business performance • Leveraging AI automation for efficient forecasting and analysis • Preventing revenue leakage with data insights • In-house vs. outsourced solutions *David W. Gould, Chief Customer Officer,* **EncompaaS**	**GPO Management: Effectively Collaborating to Enhance Value and Curate Relationships** • GPO membership maintenance • Ensuring accuracy for chargeback claims • Leveraging GPOs and impact on price • Current state of fee structures *Tracy Zheng, Senior Market Access Operations Director,* **Exelixis** *Amanda Bounds, Director, Contract Administration,* **McKesson** *Julia Williams, Manager, Supplier, Buy-side Relations/Chargebacks,* **McKesson** *Sean Lawrence, Manager, Membership & Contract Validation,* **Teva Pharmaceuticals**
4:35-5:15 PM (Select one session)	**Policy Perspectives — The Push on Price Gouging and Drug Shortages** • Pressure on price gouging via legislation and excessive price lowering • Overall economics that affected the viability of emerging biotech companies • Election year — Bipartisan effort to make drug pricing top of list • Potential causes of drug shortages and policy views on how to address it *Mallory O'Connor, Executive Director,* **Mallinckrodt Pharmaceuticals**	*Please attend another track at this time*	**Synergizing MDRP and SPTR Efforts** • Pros and cons of combining these concepts to streamline responses and obligations • Logistics to consider when attempting to share vendor support on each *Nick Olivares, Controller,* **Lundbeck** *Felecia Manning, Director, Contracts and Pricing,* **United Therapeutics Corp**	**PBMs and Market Access — Landscape, Perspectives, and a Progressive Approach** • Addressing current challenges — Prior authorization, step edits, formulary • Coverage gap discount program perspective • Trade-offs between market access and rebates • Collaborating with PBMs for accurate forecasting *Carol Vuceta, Senior Director, Market Access, Pricing, Contracting.* **Azurity** *Rujul Desai, Partner,* **Covington & Burling**	**Government Program Modeling — Impacts to Rebates and Chargebacks with Future Policy Updates** • 340B chargebacks • Rebate programs and discounts • Medicare Part D — View for 2025 • Coupons and co-pays *Mike Kurland, Vice President, Market Access,* **EVERSANA** *Robert Blank, Director Revenue Management,* **EVERSANA**
5:15 PM	**Close of Day Two / Networking Reception**				

DAY 3: THURSDAY, MAY 23, 2024

8:00-8:30 AM — **Breakfast**

8:30-8:45 AM

Conference Producer & Chair Remarks

LIVE STREAM

Katelyn Reichheld, Senior Conference Producer, **Informa Connect**

Stephanie Fussell, Senior Counsel, Commercial Operations, **Bioventus**

8:45-9:40 AM

Every Drug an MFP, Every Script 340B

LIVE STREAM

How government policies seek to corral all of branded pharma into discount regimes that may break the American model.

John Shakow, Partner, **King & Spalding LLP**

9:40-10:50 AM

Fireside Chat: External Counsel Roundtable

LIVE STREAM

- Product selection — What are the competitive effects and impact on overall market access?
- Methodology on how manufacturers should prepare for IRA
- Impact on R&D and clinical opportunities
- Litigation status
- Medicaid proposed rule updates and implementation, 340B implications, stacking and disputes
- Biosimilars and industry innovation
- Changes to Medicare Part B and D, coverage gap, inflation penalties, negotiations

Moderator: Tom Evegan, Principal, Strategy & Management Consulting, **RSM US LLP**

Margaux Hall, Partner, **Ropes & Gray**

Ken Choe, Partner, **Hogan Lovells**

Meena Datta, Partner, **Sidley Austin**

Rujul Desai, Partner, **Covington & Burling**

Stephanie Trunk, Partner, **ArentFox Schiff**

10:50-11:20 AM — **Morning Networking Break**

11:20 AM-12:00 PM (Select one session)

TRACK F: IRA Implementation

LIVE STREAM

Medicare Price Negotiation within the IRA

LIVE STREAM

- Fallout of product selection for negotiation and insights on the process with CMS
- Accounting and accruing for negotiation, inflationary rebate and penalty
- How are you calculating and what tool are you doing it with?
- Guidance on the inflation rebates

Debjani Mukherjee, Senior Director, Regulatory Affairs, **PCMA**

Bob Steller, Industry Principal of Life Sciences, **Vistex**

TRACK G: Unintended Consequences of MGP Policy

Membership and Class of Trade for Commercial Contracting

- Compliance and alignment assurance for standard data assessment
- Building strong partnerships for customer success

Jesse Mendelsohn, Senior Vice President, **Model N**

12:00-12:40 PM (Select one session)	**TRACK F:** IRA Implementation ▸ LIVE STREAM	**TRACK G:** Unintended Consequences of MGP Policy
	Bundling, Divestitures, and Acquisitions — Outlook and Expectations Relative to Pricing Under these Assumptions ▸ LIVE STREAM • Current state of market and expected shifts • Reinventing the pricing arrangements scheme • Overview of the contract process-divestitures and acquisitions *Lisa Clayton, Senior Director, Government Pricing and Reporting,* **The Pricing Group, LLC** *Sarah Schumacher, Senior Director, Financial Planning and Analysis,* **Upsher-Smith**	**Tactical Impact of AMP Cap Removal and Stacking Compounding in MGP** • Explore the potentially compounding effect of amp removal on stacking with examples • What to think about to think about if you are buying drugs from other companies and it hits amp cap • Limits to price increases you can take on your products • How to manage lowering WAC *Chris Weiser, Senior Corporate Counsel, U.S. Market Access Legal,* **Sanofi**

12:40-1:45 PM	**Afternoon Networking Luncheon**
1:45-2:20 PM	**How Does OIG Use AMP Data in its Quarterly Comparisons of Drug Pricing?** When Congress established Average Sales Prices (ASPs) as the basis for reimbursement for Medicare Part B drugs, it also provided a mechanism for monitoring market prices and limiting potentially excessive payment amounts. The Social Security Act mandates that OIG compare ASPs with AMPs. If OIG finds that the ASP for a drug exceeds the AMP by 5 percent, the Social Security Act directs the Secretary of Health and Human Services (HHS) to substitute the ASP-based payment amount with a lower calculated rate. This presentation will review the history of OIG's mandated pricing comparisons with a particular emphasis on the role of AMP data in this process. • A brief history of OIG's oversight work related to drug prices. • An overview of the OIG's quarterly process to compare ASPs to AMPs • A better understanding of the role Average Manufacturer Price (AMP) data plays in OIG's quarterly comparisons of drug pricing *Conswelia McCourt, Social Science Analyst,* **Office of Inspector General (OIG)**
2:20-3:00 PM	**PhRMA's View on the Impact of Price Controls on Company R&D and Innovation** Hear from PhRMA on the interrelatedness of price controls such as the IRA, PDABs, and 340B, and their impact on company R&D and innovation. *James C. Stansel, Executive Vice President and General Counsel,* **PhRMA**
3:00-3:45 PM	**The Past, Present and Future — Managing Federal vs. State Regulations and 2025 Pipeline** Review key items from the last few years of regulations and what is coming down the pipeline at the federal and state level. We will tackle how to best manage regulations with agreements in 2025. *Chris Schott, Partner,* **Latham & Watkins** *Lynn Robson, Vice President and Associate General Counsel, Market Access,* **United Therapeutics Corp**
3:45 PM	**End of Conference — See You in 2025!**

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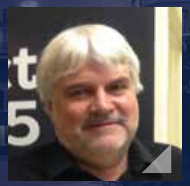

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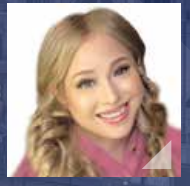

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