

VIRTUAL EVENT

# Life Sciences Commercial Contracts & Chargebacks

**June 23-25, 2021**

**Optimize Commercial Contract Models, Mitigate Revenue Leakage and Streamline Chargeback Excellence**

Join leading life sciences professionals and industry experts to stay current on innovative contract models, policy updates and reforms and strategies to maximize chargeback efficiency. Explore strategic approaches to membership management, the complexities of class of trade assignments and methods to accelerate digital transformation.



**Mike Domanico**,  
Vice President of  
Finance, Revenue,  
**SANDOZ (NOVARTIS)**



**Mallory O'Connor**,  
Executive Director,  
Public Policy,  
**MALLINCKRODT  
PHARMACEUTICALS**



**Jill Page**,  
Director, Contracts  
and Price Reporting,  
**SUPERNUS  
PHARMACEUTICALS**



**Edward McAdam**,  
Director, Government  
Pricing, Contracting  
Operations and Analytics,  
**INDIVIOR**



**Fred Fieder**,  
Director of  
Contract Administration,  
**MCKESSON**



**Sherice Koonce**,  
Director of Contracts,  
**HIKMA  
PHARMACEUTICALS  
USA**



**Jessica Ostrowski**,  
Director, Global Financial  
Shared Services,  
**CARDINAL HEALTH**

# ABOUT THIS VIRTUAL EVENT

With an unprecedented year and a global pandemic, the 17th Annual **Commercial Contracts and Chargebacks Congress** offers crucial updates on policy changes and contracting best practices to increase efficiency, reduce revenue leakage and streamline chargeback excellence. This annual event has become a must-attend for pricing and contracting professionals in the life sciences industry with seasoned leaders and forward-thinking strategies on display. Join industry stakeholders, including manufacturers, wholesalers, GPOs and more, for a robust three-day event offering extended content and actionable strategies in key interest areas in the ever-evolving contracting landscape.

**16 YEARS**  
ONLY **1 CHOICE** FOR  
CHARGEBACKS EXCELLENCE



**2200+**  
ATTENDEES  
FROM **365+**  
COMPANIES



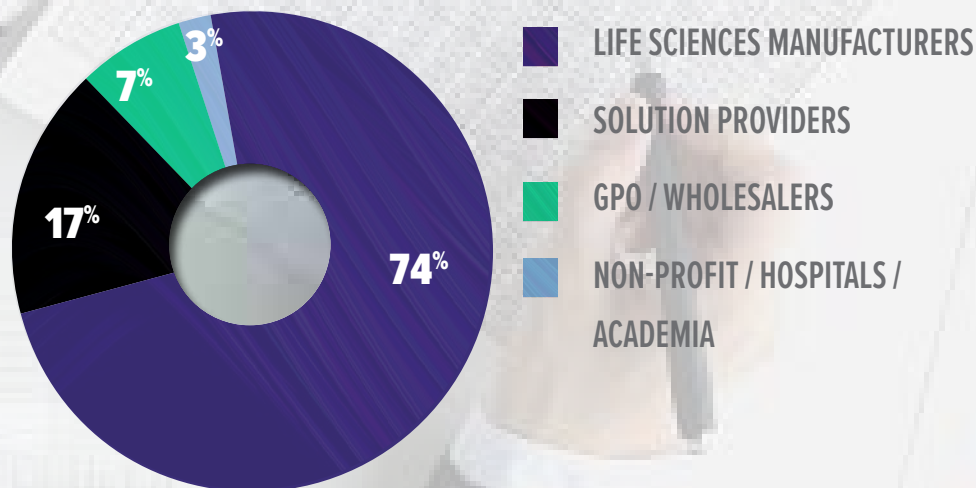
PERSPECTIVES  
FROM  
**165+**  
COMPANIES



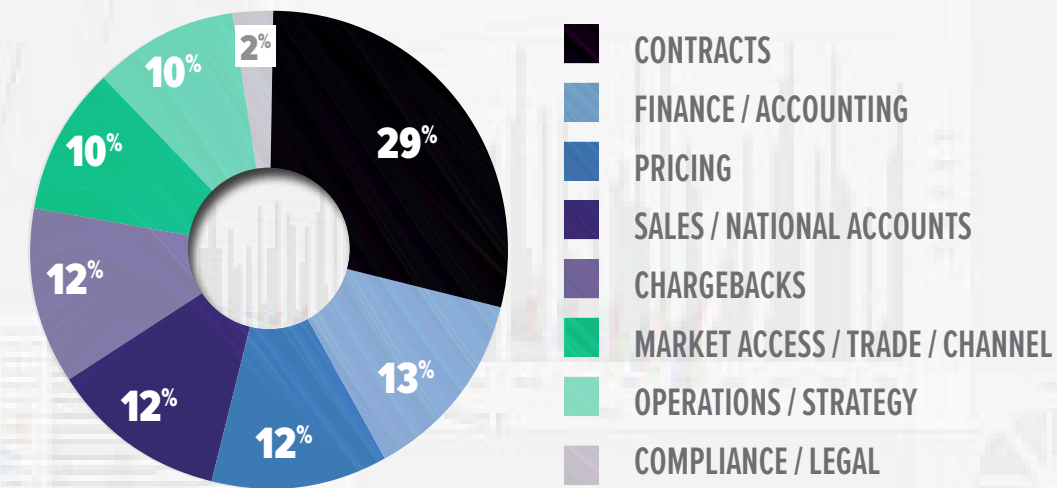
**240+**  
UNIQUE  
LIFE SCIENCES  
COMPANIES

## AUDIENCE SNAPSHOT

### ORGANIZATION TYPE



### 2020 ATTENDEES BY FUNCTION




# LIVE CONTENT AGENDA. YOUR TIME. REAL TIME.

\*Tentative Agenda, Subject to Speaker Availability

During **Commercial Contracts and Chargebacks Congress**, experience live presentations, interactive sessions and networking events. Any timeframe below that does not have a session listed is a great time to network and enjoy our on-demand sessions.

## Day One: Wednesday June 23, 2021

\*Please note all times are listed in EDT

9:30-10:00 AM	<b>Wake-up with Wellness</b>
10:00-10:15 AM	<b>LIVE</b> <b>Informa Connect's Welcome and Chairman's Opening Remarks</b> <i>Mike Domanico, Vice President Finance, Revenue, Sandoz (Novartis)</i> <i>Michelle Benz, Conference Producer, Informa Connect</i>
10:15-11:00 AM	<b>LIVE</b> <b>OPENING KEYNOTE PANEL</b> <b>Key Trends and Drivers of Change Impacting the Commercial Contracting Landscape and Market Access</b> <p>This session reflects on the current landscape, team challenges from the past year and key issues that will continue to shape this vibrant industry and what that means for pricing and contracting professionals in the year ahead.</p> <ul style="list-style-type: none"> <li>• Examine the latest industry trends and recent landscape evolutions</li> <li>• Analyze the implications from the 2020 coronavirus pandemic</li> <li>• Gain insights into expectations for 2021 and 2022</li> </ul> <p><b>Moderator:</b> Nick Basta, Editor Emeritus, <b>Pharmaceutical Commerce</b></p> <p><b>Panelists:</b>  <i>Edward McAdam, Director, Government Pricing, Contracting Operations and Analytics, Indivior</i>  <i>Neeraj Jha, Director, Professional Services Center of Excellence, Model N</i>  <i>Jessica Ostrowski, Director, Global Financial Shared Services, Cardinal Health</i></p>
11:15 AM-12:00 PM	<b>LIVE</b> <b>STRATEGIC CONTRACTING INDUSTRY INSIGHTS PANEL</b> <b>Strategic Contracting Best Practices – The Confluence of Data, Financial Analytics and Value</b> <ul style="list-style-type: none"> <li>• Explore the role of data and analytics in contracting and how to utilize advanced financial analytics to drive business strategy</li> <li>• Create a process to optimize contract development and management</li> <li>• Address the state of play for pricing and competitive rebate agreements</li> <li>• Identify the key value drivers that influence market access</li> </ul> <p><b>Moderator:</b> Jim Kenney, Founder and President, <b>JT Kenney LLC</b></p> <p><b>Panelists:</b>  <i>Felecia Manning, Associate Director, Market Access, Pricing &amp; Reimbursement, Theravance Biopharma US, Inc.</i>  <i>Michael J. Rothrock, President &amp; CEO, Allegheny Strategic Partners, LLC</i>  <i>Kasey Raetz, Senior Director, Medical Pharma Contracting and Strategy, Express Scripts</i></p>
12:00-1:00 PM	 <b>TAKE TIME FOR VIRTUAL NETWORKING WITH COLLEAGUES AND VIEW ON-DEMAND CONTENT</b>

## PREVIOUS ACCLAIM

"The Informa Connect Contracts and Chargebacks conference has a long-standing tradition of gathering the best and brightest to share industry insights. The topics discussed have been an invaluable resource to me."

– Supervisor, Commercial Account Services, Aurobindo Pharma



1:00-2:00 PM

**LIVE WORKSHOP**

Join us on camera to interact virtually!

## Best Practices to Achieve Chargeback Excellence

This interactive workshop will connect colleagues, virtually, to allow for more collaboration and a deeper understanding of concepts.

- Describe best strategies for streamlining operations
- Explore strategies to prepare for upcoming policy changes and how to proactively plan ahead for operational challenges
- Discuss best practices for chargeback recovery and management
- Identify ways to overcome the challenges faced within chargeback reconciliation

Roxana Santiago, Director Revenue Accounting, **Fresenius-Kabi USA**

Heather Kinney, Director of Customer Success, **Value Centric**

Michael Romanick, Sr., Accountant, **Fresenius-Kabi USA**

2:00-2:15 PM



**TAKE TIME FOR VIRTUAL NETWORKING WITH COLLEAGUES AND VIEW ON-DEMAND CONTENT**

2:15-3:00 PM

**LIVE CASE STUDY**

## Revolutionize and Automate Transactions using Blockchain

- Collaborate with trading partners more efficiently with real-time data for more accurate pricing and reporting
- Enforce cross-industry business rules and contracts without ever revealing your valuable, private data
- Hear updates from pilot projects run by Chronicled and see a live demo with real clients

Susanne Somerville, CEO, **Chronicled**

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

Laura Faddah, Manager, G2N CoE, Global Business Solutions, **Pfizer**

3:10-3:55 PM

**LIVE LEADING GPO PANEL**

## Contracting with GPOs – Leading Practices to Adapt and Implement

- Identify methods and tools for effective collaboration with your external service provider
- Outline new GPO initiatives that will impact timelines and costs
- Utilize best practices and insights to identify benchmarks for contract development in collaboration with the organization

**Moderator:** Jerry Taglianetti, Market Access Strategy & Analytics, **Pfizer**

**Panelists:**

Anne Trieste, Director, Contract Administration, **Vizient, Inc**

Kimberly Anders, Group Vice President of Strategic Supplier Engagement, **Premier Inc.**

Christine Dunn, AVP Pharmacy Sourcing, **HealthTrust**

4:00-4:30 PM

**LIVE**

## INTERACTIVE VIRTUAL NETWORKING



After extensive research and speaking with past participants, we are excited to try an all new approach this year! We are hosting a 30-minute virtual networking opportunity that emulates the experience of the networking cocktail hour of our traditional face-to-face events. Utilizing breakout groups, you will be paired up randomly with other conference attendees with camera and audio on, and given 5 minutes to talk and connect. After the time is up, then you will be matched with someone else for another 5 minutes and, by the end, you will be able to meet 6 different people. Topics will be easy icebreakers such as (what you've been watching on Netflix, podcast and book recommendations, favorite quarantine recipe, etc.). We have received a lot of positive feedback about this new approach and we are eager to implement it and help you make new connections at this event! **JOIN US ON CAMERA!**

9:30-10:00 AM

## Morning Meditation

10:00-10:40 AM

### LIVE DAY 2 KICK-OFF

#### Policy Update on 340B

This session will discuss policy updates and the implications of recent and potential regulatory and legislative actions surrounding the 340B program. Hear the latest announcements and examine the impacts.

- Discuss the recent litigation actions in the contract pharmacy dispute revolving around the 340B program
- Describe the alternative dispute resolution final rule published by DHHS and HRSA
- Examine the impacts and how this will affect covered entities going forward

John Shakow, Partner, FDA and Life Sciences, King and Spalding

10:45-11:30 AM

### LIVE

KEYRUS

#### Solution Summit hosted by: naplan Partner

Join this small group, interactive breakout session, where leading experts and solution providers deliver demonstrations and visualizations of best-in-class processes. **\*Invite Only\***

#### Automate and Elevate: Let the Technology Do the Work for You

- Create a good team with a right-sized goal
- Know your data – across the organization
- Learn and leverage the technology
- Discussion and illustrations of each

Steven Schwarz, Manager, Keyrus

Patrick Kiser, Senior Account Executive, Keyrus

11:40 AM-12:25 PM

### LIVE WHOLESALER EXPERT PANEL

#### Optimizing Data Exchange and Communication Processes with Trading Partners

- Establish a relationship with a trusted provider and determine if the organizational systems are integrated
- Discover preferred methods for contacting and negotiating with the wholesaler community
- Ensure a process for data validation and exchange has been effectively enacted

Panelist: Fred Fieder, Director of Contract Administration, McKesson

12:25-1:00 PM



## TAKE TIME FOR VIRTUAL NETWORKING WITH COLLEAGUES AND VIEW ON-DEMAND CONTENT

1:00-1:45 PM

### LIVE

#### 340B Membership Management and Chargeback Processing

- Review the history and nature of 340B drug pricing program
- Explain the implications of recent and potential regulatory and legislative actions
- Assess operational challenges affecting manufacturers and distributors

#### Panelists:

Tammy Tilghman, Manager, Rebate Payment Operations and Reporting, Indivior

Tess Morgan, Senior Manager, Product Diversion and Program Integrity, Pfizer Inc.

Michael Lacey, Senior National Account Executive, 340B, National Channel Team (NCT), Genentech

2:00-2:45 PM



### Utilize Data Analytics to Gain Confidence in Chargebacks Strategy

- Gain deeper insights into transactional data to strategize more effectively
- Strengthen confidence in decision making by using data to validate
- Deep dive into the available data and what insights can be gleaned

*Fred Fieder, Director of Contract Administration, McKesson*

*Amanda Bounds, Senior Manager, Chargebacks, McKesson*

*Jesse Throgmorton, Manager, Global Finance Shared Services – Contract Management, PD Chargebacks, Cardinal Health*

3:00-3:45 PM



### Discover Key Insights for Contracting with Generic Drugs

- Understand the complexities and dynamics of contracting with generic drugs
- Discover best practices for contracting with generics
- Explore wholesaler source programs and the benefits offered
- Recognize areas where further negotiation and volume-based discounts can be applied

*Sherice Koonce, Director of Contracts, Hikma Pharmaceuticals USA*

*Corrie Andreacchio, Associate Director, Customer & Channel Operations, Zydus Pharmaceuticals USA, Inc.*

## Day Three: Friday, June 25, 2021

*\*Please note all times are listed in EDT*

9:30-10:00 AM

### Rise and Shine Yoga

10:00-10:15 AM



### Chairman's Remarks and Industry Benchmarking Survey Reveal

- Hear the results of the pre-conference survey, highlighting key differences and alignments with the survey data from years past
- Results from the pre-conference industry benchmarking survey will be shared live with the audience

*Mike Domanico, Vice President Finance, Revenue, Sandoz (Novartis)*

10:20-11:05 AM



### Contract Management Reimagined – Operational Excellence Strategies for Increased Process Efficiencies and Reduced Revenue Leakage

- Explore key considerations in business process outsourcing to achieve operational excellence
- Realize how innovative technology, data analytics and process redesigns can transform contract operations to improve productivity
- Discuss how to address leakage to deliver tangible financial outcomes and increase efficiencies

**Moderator:** *Mike Domanico, Vice President Finance, Revenue, Sandoz (Novartis)*

**Panelists:** *Brian Green, Head of Contract Operations, UCB Pharma*

*Susan Petrizzo, Contract Manager, Market Access, Sandoz (Novartis)*

*Rafael Angulo, Executive Director, Government Pricing Contracts & Customer Administration, Sandoz (Novartis)*

11:15 AM–12:00 PM



### CONTRACT ADMINISTRATION INDUSTRY INSIGHTS PANEL

#### Process Improvement in Contract Administration and Management – Streamlining Chargeback Operations, GPO Rosters and Channel Operations







- Review the current contract administration process and identify ways to automate and optimize the cycle with contract management
- Examine best practices for implementing business process improvement initiatives to increase overall efficiency of membership management
- Create a repeatable process to continuously review the process to stay ahead of challenges

**Moderator:** *Matthew, Daniel, Director, Keyrus*

**Panelists:**

*Beth Stevens, Associate Director, Contracts and Pricing, TOLMAR Pharmaceuticals, Inc.*

*Jennifer Crosswell, Senior Manager, Government Pricing, Arbor Pharmaceuticals*

12:00-1:00 PM	 <b>TAKE TIME FOR VIRTUAL NETWORKING WITH COLLEAGUES AND VIEW ON-DEMAND CONTENT</b>
1:00-1:45 PM	<div>  <div>  </div> </div> <p><b>Solution Summit</b> <small>hosted by:  <b>A:naplan</b> Partner</small></p> <p>Join this small group, interactive breakout session, where leading experts and solution providers deliver demonstrations and visualizations of best-in-class processes. <b>*Invite Only*</b></p> <p><b>Automate and Elevate: Let the Technology Do the Work for You</b></p> <ul style="list-style-type: none"> <li>• Create a good team with a right-sized goal</li> <li>• Know your data – across the organization</li> <li>• Learn and leverage the technology</li> <li>• Discussion and illustrations of each</li> </ul> <p><i>Steven Schwarz, Manager, <b>Keyrus</b></i>  <i>Patrick Kiser, Senior Account Executive, <b>Keyrus</b></i></p>
2:00-2:30 PM	<div>  </div> <p><b>Pharmacy Channel Evolution – Policy, Rules, Impacts for Contract and Chargeback Administration</b></p> <ul style="list-style-type: none"> <li>• Evaluate the evolving pharmacy channel and how it has matured with the emergence of specialty products</li> <li>• Review policies that have influenced contract and chargeback management such as the new safe harbor for POS discounts rule from HHS in late 2020</li> <li>• Outline approaches to develop an adaptive model for continued updates efficiency</li> </ul> <p><i>Mallory O'Connor, Executive Director, Public Policy, <b>Mallinckrodt Pharmaceuticals</b></i></p>
2:40-3:25 PM	<div>  </div> <p><b>Value-Based Contracting Playbook: Evaluate Models for Success</b></p> <ul style="list-style-type: none"> <li>• Discuss how to leverage innovative contract types, including value-based, tiered, and subscription-based pricing, to fit payer, provider and patient needs while ensuring ease of administration and compliance</li> <li>• Identify drivers that lead to successful value-based contracting agreements using real world examples</li> </ul> <p><i>Nitish Mittal, Vice President, <b>Everest Group</b></i></p>
3:25 PM	<b>CLOSE OF CONGRESS</b>

## IN-DEPTH, ON-DEMAND CONTENT — WHAT YOU WANT. WHEN YOU WANT IT.

There is much to experience and meet about at **Commercial Contracts and Chargebacks Congress**. On-Demand content is available anytime, to accommodate your needs and schedule.



### Navigate Class-of-Trade Identifications and Classifications

- Uncover the common class-of-trade assignments and best practices
- Analyze common challenges and ways to overcome them
- Predict downstream risks and ways to avoid the pitfalls

*Jill Page, Director, Contracts and Price Reporting, **Supernus Pharmaceuticals***

*Corrie Andreacchio, Associate Director, Customer & Channel Operations, **Zydus Pharmaceuticals USA, Inc.***

# WHAT'S NEW THIS YEAR

## • Virtual Networking on Day 1

- After extensive research and speaking with past participants, we are excited to try an all new approach this year! We are hosting a 30-minute virtual networking opportunity that emulates the experience of the networking cocktail hour of our traditional face-to-face events. Utilizing breakout groups, you will be paired up randomly with other conference attendees with camera and audio on, and given 5 minutes to talk and connect. After the time is up, then you will be matched with someone else for another 5 minutes and, by the end, you will be able to meet 6 different people. Topics will be easy icebreakers such as (what you've been watching on Netflix, podcast and book recommendations, favorite quarantine recipe, etc.). We have received a lot of positive feedback about this new approach and we are eager to implement it and help you make new connections at this event! **JOIN US ON CAMERA!**

## • Interactive Workshop on Day 1

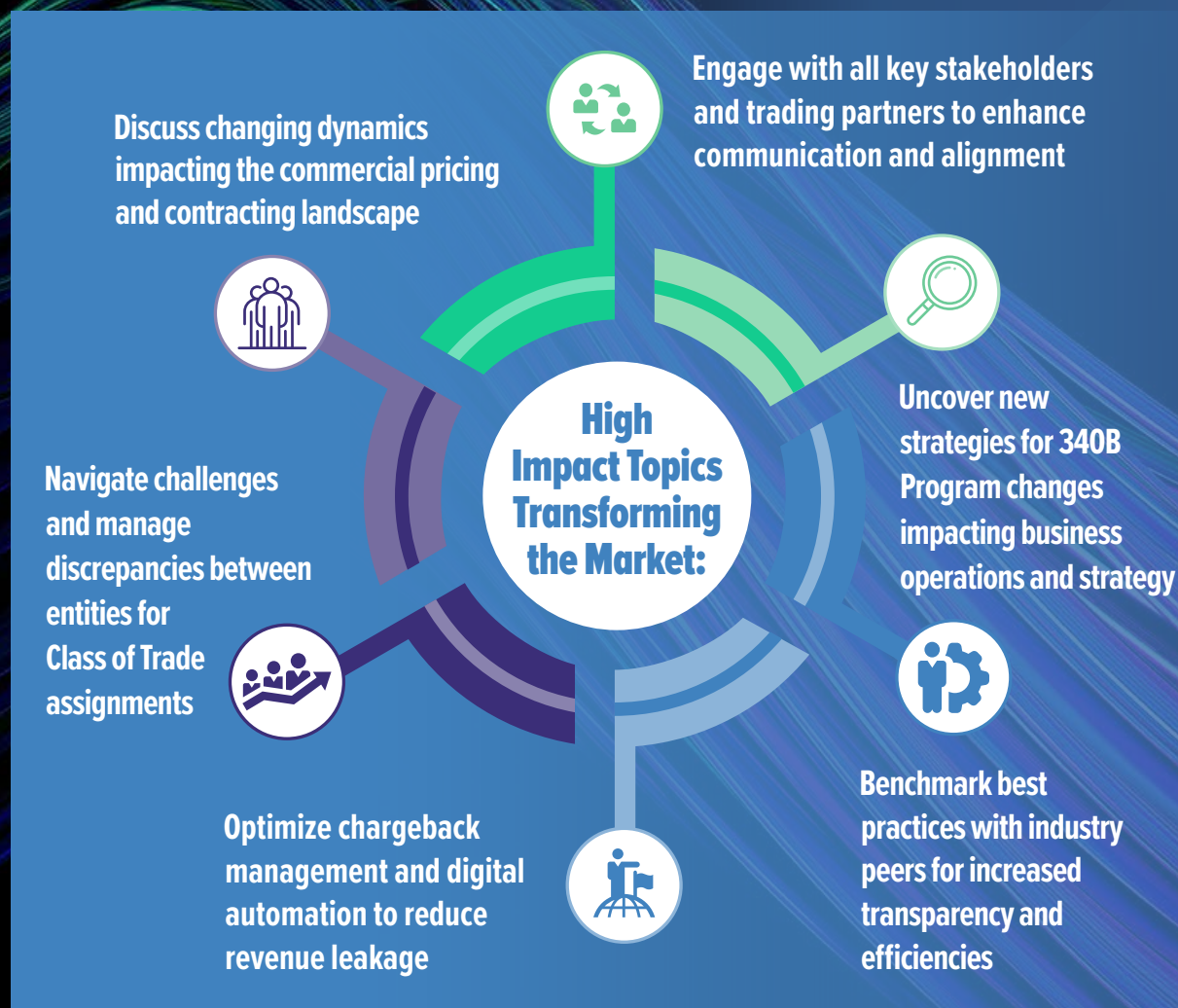
- 1-Hour Workshop on: **BEST PRACTICES TO ACHIEVE CHARGEBACK EXCELLENCE**  
This workshop will be interactive to allow for more collaboration and learning with peers along with a deeper understanding of the concepts.

## • More Panels with Key Stakeholder Perspectives!

- **LEADING GPO PANEL:**  
Contracting with GPOs —  
Leading Practices to Adapt and Implement
- **WHOLESALE EXPERT PANEL:**  
Optimizing Data Exchange and Communication  
Processes with Trading Partners
- **PAYER PERSPECTIVE:**  
Explore Managed Markets and  
Payer Contracting Strategies

## • Benchmarking Survey Reveal on Day 3

- Hear the results of the pre-conference survey, highlighting key differences and alignments with the survey data from years past as well.





# CONFERENCE SPONSORSHIP

## A GREAT PLACE TO MEET YOUR MARKET!

Maximize your access to decision-makers and align your brand with the life sciences industry's premier thought-leaders and industry innovators. Informa Connect's custom sponsorship programs are designed to support your organization's overall business development and marketing initiatives through meaningful prospect and customer interactions, brand assertion campaigns and content-rich thought-leadership opportunities. Capitalize on the life sciences community's premier platform for peer-to-peer exchange, solution driven content and best-in-class networking opportunities.

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### SUPPORTING SPONSORS:

Model N



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### HEALTH INFORMATION STANDARDS PARTNER:



NCPDP is a not-for-profit, multi-stakeholder forum for developing and promoting industry standards and business solutions that improve patient safety and health outcomes, while also decreasing costs. The work of the organization is accomplished through its members who bring high-level expertise and diverse perspectives to the forum. As an ANSI accredited Standards Development Organization (SDO), NCPDP uses a consensus-building process to create national standards for real-time, electronic exchange of healthcare information.

Through our collaborative problem-solving forum, we also develop and standardize best practices for product labeling, dosing instructions, patient communication/education and other practices important in safeguarding patients. Our data products, developed by industry, for industry, help support the important work of our members. Join NCPDP to have a voice in industry decisions that impact your business. Together we lead the industry in standards and solutions for the common good.

# REGISTRATION

REGISTRATION FEE	ADVANTAGE RATE REGISTER BY 4/23/21	STANDARD RATE
Life Sciences Manufacturers	\$1299	\$1499
Solution Providers/Consultants/Law Firms	\$1799	\$1999

## 4 WAYS TO REGISTER NOW!



### WEB

[informaconnect.com/  
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### PHONE

339-298-2112



### LIVE CHAT

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contracts-chargebacks](http://informaconnect.com/contracts-chargebacks)



### EMAIL

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## CONNECT WITH THE CONTRACTS AND CHARGEBACKS TEAM

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