



# CORPORATE TRAINING

at AMCP Nexus 2019

## Implementing Value-Based Agreements: A Collaborative Approach to Health Care Transformation

OCTOBER 29, 2019 | GAYLORD NATIONAL HOTEL & CONVENTION CENTER  
NATIONAL HARBOR, MD

*Join leading managed care and health plan experts for an interactive educational and training program that translates value-based contracting into new opportunities for you and your customers.*



# CORPORATE TRAINING

TUES, OCTOBER 29, 2019 | 11:00 AM-5:30 PM

In a rapidly changing health care environment, risk-based arrangements are moving up the strategy agenda for both market access and business leaders.

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 AMCP Nexus 2019 and is hosted by AMCP in collaboration with Precision Xtract.*

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

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

## 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

## REGISTRATION INCLUDES:

- One day in-person training from experts in managed care and health plans
- Seven-module e-Learning program
- Full registration to AMCP Nexus 2019: *The Intersection of Value and Care*

**The registration fee is \$1,995.**

*If you have already registered for AMCP Nexus 2019, contact [corpopportunities@amcp.org](mailto:corpopportunities@amcp.org) for assistance upgrading your registration to include this event.*

**REGISTER TODAY!**

[www.amcpmeetings.org/register-now](http://www.amcpmeetings.org/register-now)

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## FACULTY

- **Announcements Forthcoming**

## 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.

### ONLINE e-LEARNING 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

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

**Participant**  
Daiichi Sankyo



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### ABOUT AMCP

AMCP is the professional association leading the way to help patients get the medications they need at a cost they can afford. AMCP's diverse membership of pharmacists, physicians, nurses, and professionals in life sciences and biopharmaceutical companies leverage their specialized expertise in clinical evidence and economics to optimize medication benefit design and population health management and help patients access cost-effective and safe medications and other drug therapies. AMCP members improve the lives of nearly 300 million Americans served by private and public health plans, pharmacy benefit management firms, and emerging care models.



### ABOUT AMCP NEXUS 2019

AMCP Nexus 2019 is the place where managed care professionals turn their gaze on the future of health care and how to prepare themselves to continue their mission in a changing world. If you want to meet the challenges ahead armed with the knowledge, professional contacts, and resources you need — join us at AMCP Nexus 2019.

## NEXUS2019

### 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.



### CONTACT INFO

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