



Pharmaceutical & Biotech Solutions

Essential support to your business.

EXPERTISE

The McKesson Specialty Health, Pharmaceutical and Biotech Solutions team, is composed of seasoned professionals, who can assist you with your business objectives. Our consultative approach allows us to understand your business needs and provide comprehensive, tailored and actionable solutions. We integrate our expertise in reimbursement, REMS, distribution and other components of brand management with robust technical and business knowledge to help drive business decisions to manage your product's lifecycle.

ADVANCED TECHNOLOGY

Our Solution Centers house industry-leading technology, infrastructure, and operations designed to maximize patient access to therapy. With more than 900 associates facilitating 12 million patient and provider transactions for more than 300 products annually, we take the

business of customer service seriously. We are proud to be a Certified Center of Excellence by Purdue University's Benchmark Portal of Customer-Driven Quality program.

LARGE CUSTOMER BASE

As part of the largest healthcare company in the nation, we interface with every stakeholder in the healthcare continuum. Our customers include all major wholesalers, 90% of the nation's hospitals and institutions, retail pharmacies, and more than 3,000 physicians treating over 1.5 million patients annually.

Market-Leading REMS Services

Whether you have a pre or post market REMS, look to McKesson Specialty Health for assistance. We are trusted collaborators to each one of our customers seeking one source of pristine execution and compliance for some of the most rigorous approved REMS in the market.

Ask about our REMS services today by calling 1.866.951.2774 or emailing us at: PharmaBiotechSolutions@mckesson.com

Whatever your market access challenges may be, contact McKesson Specialty Health first.

Learn More Today

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**Patient Access
to Therapy**

Pharmaceutical & Biotech Solutions

Seeking comprehensive market access services? Look to us.



**Patient Access
to Therapy**

Comprehensive reimbursement, access and safety services that you need.

Launching and commercializing a product in today's health care environment can be challenging. To optimize market access, pharmaceutical and biotech companies must flawlessly execute well-planned strategies to ensure the right coverage and reimbursement for their product.

McKesson Specialty Health can help you succeed. For our pharmaceutical and biotech customers, we are a true strategic ally - offering comprehensive solutions designed to accelerate access and address reimbursement challenges throughout the product lifecycle. Whether you are seeking help with commercialization and market access strategies, the extension of your brand in targeted markets, Risk Evaluation and Mitigation Strategies (REMS), reimbursement support services, or patient access programs, we have the experience to meet your needs.

ADVANTAGES OF CHOOSING MCKESSON SPECIALTY HEALTH

Our extensive experience comes from administering programs for a diverse range of therapeutic categories and products. As part of the largest healthcare company in the nation, we interface with every stakeholder in the healthcare continuum and have access to a vast amount of resources which enables us to deliver comprehensive solutions that meet the unique needs of each customer.

Our market-leading experience, gained through supporting hundreds of successful brands, positions our team well to deliver success for you and your brands. Our proven commitment to advancing the success of our customers is further evidenced by our near 100% customer retention rate. Pharmaceutical and biotech customers choose to have a long-term strategic relationship with us because of our dedication and success in delivering effective programs with highest level of quality and service.



STRATEGIC REIMBURSEMENT CONSULTING AND MARKET ACCESS SERVICES

Our seasoned team of experts leverage experience from working on hundreds of successful product engagements to develop effective strategies and tactics that optimize reimbursement and market access for your product.

- Coverage and coding
- Payor engagement
- Reimbursement dossiers
- Message development and testing
- Provider education tools
- Sales team training

By getting involved early in the planning of your product launch, we can develop a reimbursement and market access strategy tailored to your product profile and the market it competes in.

INSIDE SALES SERVICES

Supplement your field sales organization with our telephone-based product sales expertise. Our sales and marketing services can help you extend the reach of your brands in targeted markets with greater speed and efficiency. Operating as an extension of your sales team, our seasoned pharmaceutical sales representatives help meet the sales goals for your brand through quota driven direct-to-physician product detailing activities, promotional campaigns, as well as general awareness and educational programs with targeted practices and providers.

COMPREHENSIVE REIMBURSEMENT SERVICES

Our reimbursement services are designed to ease the administrative burden for providers submitting claims for reimbursement and expedite access to therapy for patients. Our reimbursement hotlines are staffed with highly skilled and knowledgeable associates who facilitate prior authorizations, benefit investigations, and conduct case management services. When a reimbursement inquiry is completed, our licensed, non-dispensing pharmacy provides a prescription-neutral environment that allows patients to begin and remain on therapy while paying the lowest out-of-pocket cost.

PATIENT ASSISTANCE PROGRAMS

As pioneers in patient assistance program administration, we manage some of the industry's largest, most notable programs and help eligible patients gain access to an average of \$1M in free or reduced-cost products per day.

We seek alternative funding or coverage first before using screening tools to qualify patients for manufacturers' philanthropic programs. Patient assistance programs can be administered as stand-alone programs or integrated with reimbursement services for enhanced support. Furthermore, our extensive experience with foundations, commercial and mail order pharmacies, managed distribution, and 3PL ensures we can deliver a patient assistance program fulfillment model that meets your needs.

MEDICAL CO-PAY ASSISTANCE SOLUTION

Our medical co-pay assistance solution offers an innovative way for providers to assist their patients in obtaining coverage for their cost exposure of treatment covered by a medical benefit. By working within the normal office workflow and without the need of a debit card, this solution eases administrative burden and facilitates the reimbursement process.

