Vanderbilt Specialty Pharmacy

Breaking Silos: How Health Systems and Manufacturers Can Drive Progress Together

Optimizing patient care while ensuring your institution adjusts to the complexities of new therapy regimens and the ever-changing specialty pharmacy industry requires continuous navigation for both health systems and pharmaceutical manufacturers.

Opportunities for IDN and Manufacturer Collaboration Areas for Collaboration Ways to Collaborate Outline the entire process from patient Provider and identification, decision to treat, and therapeutic Prescription initiation through ongoing monitoring. Identify Journey barriers and potential solutions to optimize therapy. Adherence and Discuss tailored monitoring protocols that address Intervention specific points where pharmacists can interview to Guidelines enhance patient care coordination and adherence. Electronic Leverage the EHR to better organize treatment Health Record approach and increase visibility for the health (EHR) Content care team. In addition to the baseline prescription status and Data Spec dispense reports, specific clinical outcomes (i.e., for Reporting patient quality of life, lab measurements, etc.) are Purposes reviewed and communicated through data reports. Outcomes Develop real-world evidence studies. Research Continue collaboration with post-launch Post-Launch business reviews and implement any adjustments Planning to the strategy.

This type of innovative, transparent partnership is the disrupter needed to progress the specialty pharmacy industry by utilizing the combined resources and viewpoints of manufacturers and health systems to ensure patients are receiving the best possible care.

For more information, contact:

Elizabeth Cherry, PharmD, MMHC, CSP Director, Trade Relations and Market Access Email: elizabeth.cherry@vumc.org



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Manufacturer Collaboration for New Drug Launch

Collaboration Needs Assessment

Pipeline Announcement*



VSP Review – Distribution Utilization/Interest

Engaged Collaboration with Manufacturer*

CDA implementation

PIE Presentation for Clinic from Manufacturer*

VSP Planning Meeting

Place in treatment
Outcomes to monitor
Unique capabilities
Resources based on effort

Manufacturer Collaboration

Manufacturer Collaboration Meeting*

Distribution and launch logistics

Hub services/ financial assistance REMS/care

coordination needs

Monitoring/personalized care
Data specs/reporting
Research

Implementation Planning

VSP Implementation Planning Meeting

Assess frequency/content

Documentation (initial and monitoring)

Map patient journey

Outcomes

Resources



PharmD Meeting for Feedback

Manufacturer Collaboration Meeting*

Review plan Incorporate feedback



Research Planning*

IT/Assessment Report Build

Manufacturer Drug Specs*

Received and implemented

Launch

VSP Post-Launch Review

Purchasing Clinical data Drug build in systems REMS management



Validate Reports/ Dashboards and Research Data

Post-Launch

VSP Post-Implementation Review

Documentation

Dashboard/outcome review

Hub services

Challenges

Utilization

Manufacturer Business Review*

Documentation

Dashboard/outcome review

Hub services

Challenges

Utilization

Proposed changes

Population data

Payor updates

PAP information

Data spec verification



Research Conducted and Completed*