

## Innovative pharmacy strategies and solutions.

Helping you navigate the changing landscape of prescription drugs.

HMA has the most comprehensive and experienced team of experts in healthcare and human services — we are well connected and deeply informed, exceptionally strategic, thorough, and collaborative. Our team of pharmacy experts is dedicated to helping pharmacy benefit managers, states, health plans, pharmaceutical manufacturers, patient advocates, professional associations and payers understand and develop innovative strategies and solutions for prescription drug issues.

IQVIA Institute reports that from 2016 to 2021, prescription (list price) expenditures grew by an average of 5.9 percent per year, reaching \$776 billion in 2021. According to National Health Expenditure data, prescription spending in 2020 represented 10 percent of the personal healthcare expenditures in the United States and is expected to grow by an average of 5.2% percent during the years 2025-30, with high-cost specialty drugs representing an increasing percentage of both prescriptions and cost. As prescription drug spending moves into the national spotlight, it becomes increasingly important to understand and manage the complexity of prescription drug financing and its impacts on health plans, Medicare, Medicaid, other public and private sector payers, the pharmaceutical industry, healthcare systems, and patients.



### OUR CLIENTS

We understand the prescription drug issues our clients are dealing with and have the know-how to devise innovative solutions and implement practical strategies.

#### Our clients include:

- » Pharmaceutical Companies
- » Pharmacy Benefit Managers (PBM)
- » Pharmacy-related Vendors
- » Health Plans
- » Health Systems
- » State and local governments

## Our Pharmacy Team

HMA's team of pharmacy experts previously served as state Medicaid pharmacy directors, pharmacists, PBM leadership, a 340B HRSA policy advisor, governor's healthcare policy advisor, and health plan experts and executives. Our team is diverse, multi-disciplinary, and experienced.

### Our areas of expertise include:

- ✓ New program development and implementation support
- ✓ Medicare Part D/PDP strategy
- ✓ Expertise in Medicare Stars and quality measures
- ✓ Expertise in Medicaid and private payer access and coverage issues
- ✓ Advisory board support drawn from our Medicaid and managed care clinical and operations expertise
- ✓ RFP development
- ✓ Proposal development and support
- ✓ Implementation readiness reviews

### What we offer:

- » Managed care product and service strategy and support
- » Pharmaceutical industry Medicaid and managed care support
- » RFP response writing, editing, and mock scoring
- » Due diligence for pharmacy-related company acquisitions
- » Operational performance optimization

