



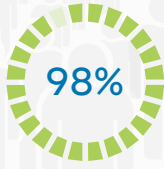
COVID-19 SPECIAL REPORT

Insights from Payers and IDNs

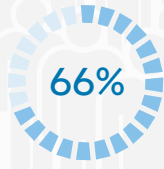
MMIT PANEL REPRESENTATION



Commercial & Medicare Lives



Top 40 MCOs



Top 50 IDNs

UNBLINDED REPORT SAMPLE SIZE



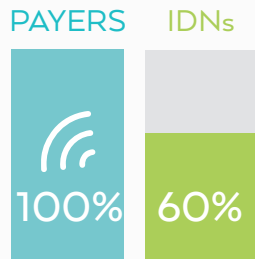
20 PAYERS



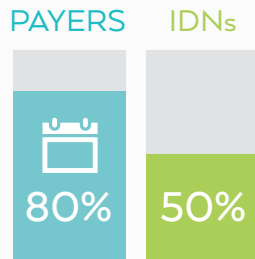
10 MAJOR HEALTH SYSTEMS IN THE US

SELECTED INSIGHTS CAPTURED

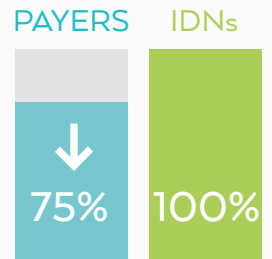
Fast-changing situations require rapid insights and answers to your urgent business questions



Have moved to remote working environments



Anticipate same P&T session frequency as prior to COVID-19



Expect fewer meetings between Pharma MSLS / account managers and pharmacy or medical directors

as of 3.24.2020

OTHER QUESTIONS ANSWERED BY OUR EXPERT PANEL

What impact do you expect on the availability of your organization's pharmacy / medical directors?

What is your remote meeting format preference with pharma MSLS / account managers?

What are your preferred times for meetings and preference on meeting size?

How will your organization prioritize one meeting over another based on the meeting agenda / topics?

What other impacts on interactions do you expect within the next 60-90 days?

WHAT CAN PHARMA DO NOW TO ENGAGE WITH P&T DECISION MAKERS

1 Pharma MSLS and account managers should schedule meetings with the capability to share content over web

2 Focus on the meeting content. Sharing relevant content is more important than videoconferencing

3 In contrast to payers, IDNs prefer to engage in 1:1 meetings

