

2022 KEY TAKEAWAYS

DAY 1

+ **Keynote:** **You are the Medicine**

Speaker:
Allison
Massari,
Motivational
Speaker

OVERVIEW:

Allison Massari is a motivational speaker and artist. She went through a life changing transformation following a horrific automobile accident leaving her scarred inside and out. She engaged the audience by sharing her experience and personal growth story during and after the incident. Allison shared with the audience the qualities that build a resilient mindset and the need for self-care and compassion. She related how acts of kindness and compassion showed to her throughout her journey saved her life.

KEY TAKEAWAYS:

- + We all need each other, “It takes one person, one moment, one look to change a life.”
- + “You should not underestimate what kindness & care can do for those around you.”
- + 5 active qualities to build resilience (kinds of courage) – Massari Mindset
 - + Curiosity – have the courage to actively engage your curiosity.
 - + Truth – have the courage to sincerely seek and see the truth of who you are and your situation.
 - + Defiance – have the courage to keep your light shining, choose to resist hopelessness.
 - + Compassion – have the courage to bring your full heart forward with tenderness and strength; acknowledge all your feelings.
 - + Trust – have the courage to make the decision to keep your hope to live. Be patient.

NEXT STEPS:

- + Intentionally make a choice for joy over pain – think of the good in your life.
- + Learn how to embrace challenges instead of avoiding them.
- + Practice self-care and be kind, you may save a life.

IF YOU REMEMBER NOTHING ELSE:

Compassion heals the places medicine cannot touch.

DAY 2

+ Addressing Health Equity and Social Needs within Your Quality Strategy

Moderator: Laura Crawn, Vice President, Client & Market Strategy, Express Scripts

HMA Speakers: Leticia Reyes-Nash, MBA, Principal, HMA; Maddy Shea, PhD, Principal, HMA Community Strategy

OVERVIEW:

Our partners from Health Management Associates highlighted that Health Equity is a foundational pillar for CMS and it will be a prominent contractual element at both the state and federal level. The Evernorth Team provided a comprehensive overview of the solutions that use integrated data to uncover member opportunities and make them actionable, even in the home setting.

HMA KEY TAKEAWAYS:

- + Expanding health access and equity is a primary focus at the state and federal level, and is becoming a prominent feature in state and employer contracts.
- + Social determinants of health should be in addition to population health and sponsors need a clearly defined approach to address these disparities in order to improve health equity.
- + You need to stop, pause, and listen before you can address the needs of the population. If you address the member's primary concerns first, they will be more willing to work with you on what you are trying to address with them.
- + Health equity needs to be integrated into your operations and contract requirements. Common approaches across organizations include: organizational readiness/proof addressing; collection of data; access and availability of language services; practitioner responsiveness; requiring proof of results; SDOH screening; improving referral processes.
- + Share data with your vendors and PBM to improve member engagement opportunities and outcomes.

NEXT STEPS:

- + Consider NCQA accreditation as an opportunity to advance your Health Equity goals. It can also help differentiate your plan in the market.
- + Consider including health equity and data collection in your value based contracting.

2022 KEY TAKEAWAYS

DAY 2

+ Addressing Health Equity and Social Needs within Your Quality Strategy Part 2

Moderator: Laura Crawn, Vice President, Client & Market Strategy, Express Scripts

Evernorth Speakers : Kodi Reel, Clinical Program Director, Evernorth; Christine Fidler, Pharm D., BCPS, Director, Care Solutions, Evernorth; Curtis Lucas, RPh, MBA, Principle, Care Solutions, Evernorth

EVERNORTH KEY TAKEAWAYS:

- + HealthConnect360
 - + Integrated data is critically important to understanding a member's complete health and can lead to improved health outcomes.
 - + Evernorth is advancing data technology to provide actionable insights for member preferences and risk factors that may be contributing to non-adherence and gaps in care, including social determinants and communication channel preferences.
 - + We are investing in making data more actionable and flexible to fit your plan needs. Our dynamic insights enable the user to create efficiencies with customized targeting and engagement approaches.
- + Medical Drug Management
 - + Consumer demand for care at home is growing.
 - + Lack of coordination across medical and prescription drug use can create waste and patient risk.
 - + When you look at the top specialty pipeline, most of the drugs are medical and many are infused. Getting these drugs to home infusion can save you money and improve the quality of the member's care.

NEXT STEPS:

Talk to your Account Team about how HealthConnect360 and Home Infusion Therapy solutions can help you reach your goals and save you money.

IF YOU REMEMBER NOTHING ELSE:

Health Equity should not be an add-on, it should be throughout your quality strategy. You need to show this is part of the DNA of your organization.

2022 KEY TAKEAWAYS

DAY 2

+ Staying Innovative in a Regulatory Environment: An Industry Insider's Perspective

Speakers:

Dora L. Hughes, M.D., M.P.H., Chief Medical Officer, CMS Innovation Center, Centers for Medicare & Medicaid Services.

OVERVIEW:

Dr. Dora Hughes shared an overview of CMMI's history, lessons learned, and their future focus. She highlighted that CMMI currently runs 28 models primarily focused on Medicare but they are looking to expand their focus to include Medicaid. They plan to narrow the total number of models and will be focused on Health Equity in the future.

KEY TAKEAWAYS:

- + CMMI's roadmap for the future should be on your radar
 - + Drive accountable care
 - + Advance health equity
 - + Support innovation
 - + Address affordability
 - + Partner to achieve system transformation
- + CMMI is working more directly with Medicare and state partners to address health equity in underserved communities.

NEXT STEPS:

- + Consider engaging CMMI to discuss your ideas for future models.
- + Consider attending this year's CMMI Health Equity Advisory Summit which will focus on specialty delivery.

IF YOU REMEMBER NOTHING ELSE:

Participation in a VBID model can be an important tool to advance your health equity goals.

2022 KEY TAKEAWAYS

DAY 2

+ Regulatory Trends to Watch

Speakers: Joe Grogan, Visiting Senior Fellow at USC Schaeffer Center, former Domestic Policy Council, former Associate Director for Health Programs, Office of Management and Budget

OVERVIEW:

Joe Grogan shared his insights, perspectives, and predictions of the impact of the Inflation Reduction Act (IRA).

KEY TAKEAWAYS:

- + Drug Negotiation Provision
 - + Likely to cause problems for PBMs, Health Plans and Pharma and is unlikely to be repealed
 - + Economists believe the drug pricing provision will drive up costs for the “Commercial population” (defined as any population outside of Medicare).
 - + Likely to change the focus of manufacturers to drugs for younger populations and may impact interest in expanding indications for existing drugs
- + There will be a lot of focus on Medicare as the OMB considers cutting \$37B due to the deficit

IF YOU REMEMBER NOTHING ELSE:

Be engaged in policy making so your voice can be heard.

+ Working Session: Innovation in Action

Speakers: Sarah Ham, MBA, Senior Director, Innovation, New Solutions Strategy & Design, Evernorth

OVERVIEW:

Sarah Ham led the group in a brainstorming session to identify “How might we” build, change, or create to solve a healthcare challenge. Ideas generated through this session will be developed at one of Evernorth’s labs with further client engagement.

KEY TAKEAWAYS:

- + Evernorth wants to partner with clients to solve your health care challenges.

NEXT STEPS:

- + Talk with your account team for future opportunities to participate in ideation sessions at the Evernorth lab.

2022 KEY TAKEAWAYS

DAY 2

+ Preparing the Right Prescription for Growth

Speakers: Brittany Neu, Senior Director, Regulated Markets Growth, Express Scripts; Todd Wanta, FSA, MAAA, Senior Consulting Actuary, Milliman; Dee Cavaness, Director, Medicaid & Healthcare Reform Growth, Express Scripts

OVERVIEW:

Brittany Neu introduced the newly formed Regulated Markets Growth Team and highlighted the doubling down of the investment Express Scripts is making in growth and actuarial support. Investments in RM growth include subject matter experts focused on helping plans attract new membership, expand, and retain throughout their benefit offerings. She also highlighted Express Scripts' investment in actuarial support and what plans can expect from that addition.

Dee Cavaness, who leads the Medicaid and Exchange Growth team, spoke to the Medicaid and Exchange growth framework and considerations for the ending of the public health emergency (PHE).

Brittany and Dee were joined by Todd Wanta from Milliman, who walked through actuarial headwinds facing clients for 2023 and beyond, with specific focus on the removal of pharmacy DIR and the Inflation Reduction Act.

KEY TAKEAWAYS:

- + Express Scripts is expanding its growth and actuarial support model to better align to your business growth goals.
- + Partnership with your actuarial teams and actuarial consultants is key when considering the impact of new regulation. Although market discussions have been heavily weighted towards the IRA, the removal of pharmacy DIR for 2024 cannot be put on the back burner due to premium impacts within the market.
- + Understanding the intersection points between the pharmacy DIR removal and the IRA will be key, as IRA will unfold year-over-year and intersect with the removal of pharmacy DIR.

NEXT STEPS:

- + Stay close to your Account Team for:
 - + Updates on the specialty pipeline and handling of biosimilars as an incremental actuarial consideration in coming years
 - + 2024 non-DIR network opportunities
 - + Introductory meetings with the RM Growth team as designated resources are assigned for each of your lines of business
- + Review the Decision Support Reporting Package included in the Summit follow up documents, and request a further demo of the reports that will be made available as a value add to your actuarial teams.

IF YOU REMEMBER NOTHING ELSE:

Express Scripts is now better positioned to support your pharmacy and actuarial teams' bid preparation.

2022 KEY TAKEAWAYS

DAY 3

+ Navigating Rapid Regulatory Change

Speakers: Ember Montunnas, Senior Director, Regulated Markets Market Strategy, Express Scripts

OVERVIEW:

Ember Montunnas gave an overview of the new Medicare Quality and Regulatory support model followed by James Michel who shared Cigna's perspective on the IRA. Laura Leech shared her perspective on the IRASA subsidy and the potential impact of the insulin and vaccine provisions on 2024 bids. Amy Aldighere concluded with an overview of what Express Scripts is doing to ensure operational readiness for 1/1/2023.

KEY TAKEAWAYS:

- + Three major considerations for federal regulatory change
 - + The true impact of the IRA will not be known for some time
 - + We cannot ignore what else is going on:
 - + CMS is cracking down on Marketing Practices
 - + DIR removal
 - + Changes in the Commercial and Medicaid markets
 - + CMS policy making will be very different than what it was in the past, we have much less opportunity to influence
- + Express Scripts is focused on making sure the member cost share is correct on 1/1/2023
- + PDE logic will be updated early in 2023.

NEXT STEPS:

- + Engage with your Medicare strategist on what matters most to your plan. They are your voice within the PBM to influence product and system enhancements and development.
- + Actively engage with your Medicare Strategist to share your regulatory perspective. We want to advocate for what matters most to your plan.
- + To the extent possible, plans should consider communicating to members what the IRA means to them. Reach out to ESI if you would like a copy of our FAQs.

IF YOU REMEMBER NOTHING ELSE:

Express Scripts is your partner to navigate the rapidly changing regulatory environment and advocate on your behalf.

2022 KEY TAKEAWAYS

DAY 3

+ Fireside Chat with Amy

Speakers:
Amy Bricker,
President,
Express
Scripts

OVERVIEW:

Amy recognized health plans as valued partners and emphasized the need to hear health plan perspectives so we can advocate on your behalf.

KEY TAKEAWAYS:

- + Express Scripts is committed to supporting you
 - + As partners in advocacy
 - + Through continued investment in Medicare, Medicaid & Exchanges
 - + By driving innovation
- + Amy is now the chair of PCMA and is well positioned to represent the concerns of health plans

NEXT STEPS:

- + If you are interested in exploring emerging trends in the market or new ideas, reach out to your Account Team, we are happy to work with you to meet your needs.
- + Share your regulatory concerns with Express Scripts, we are here to advocate on your behalf.

IF YOU REMEMBER NOTHING ELSE:

Express Scripts considers it an honor to serve you.

2022 KEY TAKEAWAYS

DAY 3

+ The Future of Pharmacy

Speakers: Jen Awsumb, Vice President, Network & Affordability Solutions, Express Scripts; Charm Kirby, Managing Director, Product Strategy & Market Development, Express Scripts; Emily Endres, Vice President, Client Services, Pharmacy Quality Solutions

OVERVIEW:

Jen Awsumb introduced the new Express Scripts pharmacy network options for plan year 2024 followed by Charm Kirby who introduced the new value-based Medicare Stars Assurance Program offered through Express Scripts Pharmacy. Emily Endres ended the day with an overview of new pathways for enhanced services via the PQS EQUIPP platform.

KEY TAKEAWAYS:

- + Express Scripts will offer 3 new Medicare Networks for PY 2024 with modeling available in January.
 - + All networks will offer a pharmacy funded bonus pool with an optional plan funded bonus pool.
- + Express Scripts is piloting a Medicaid Performance Program as an add-on to your existing network to increase quality performance and health outcomes.
- + There is a new value based program offering to increase your Stars performance through home delivery.
- + PQS provides new opportunities to connect retail pharmacy enhanced services to health plans to close gaps in care and directly impact your HEDIS® score.

NEXT STEPS:

- + Work with your Account Team for 2024 network modeling and to learn more about our new home delivery program.
- + Let us know if you would like to discuss the PQS Enhanced Services through EQUIPP further.

IF YOU REMEMBER NOTHING ELSE:

Our network pharmacies and cost saving solutions can help you stay competitive with the removal of DIR.