

## Unlocking Opportunities in Value-Based Contracting

AMCP Corporate Training Program in Collaboration with Precision Xtract

March 25, 2019, 11 AM- 5:30 PM PST – Marriott Marquis San Diego Marina

### WELCOME

- Opening remarks
- Workshop objectives
- Panel / faculty introductions

### INTRODUCTION TO VALUE-BASED CONTRACTING

- Quick question / poll on current understanding of VBC
- Concept, definition and benefits of value-based contracting
- Describe key types of value-based arrangements (clinical, outcomes, performance, financial risk-sharing, etc.)
- Depict 2-3 real world examples

### Lunch (30 minutes)

### VALUE-BASED CONTRACTING CHALLENGES

*(Why haven't MORE value-based contracts been implemented?)*

- Payer implementation issues / limitations
- Common regulatory and manufacturer issues
- Other pitfalls to avoid

### KEYS TO SUCCESSFUL VALUE-BASED CONTRACTING IMPLEMENTATION

- Elements of successful value-based contracts
- Review of recommended steps to developing effective, implementable value-based arrangements
- Conditions best suited to various VBC types
- Alternative solutions (e.g., 3<sup>rd</sup> party analysis/assistance)

## INTERACTIVE WORKSHOP

*(Break-out work session)*

Participants divided into multiple breakout teams. Each team will be presented with a one-page summary of a current hypothetical situation (product, therapeutic area, evidence, market access situation, etc.).

One facilitator will lead each breakout team. Teams will have 60 minutes to:

- Review situation
- Discuss potential advantages or differentiating attributes worth highlighting in a value-based approach
- Brainstorm potential VBC ideas
- Prepare one VBC idea to present to faculty panel

## Afternoon Break (15 minutes)

## BREAKOUT PRESENTATIONS AND FEEDBACK

Each team briefly summarizes situation and presents VBC idea for consideration; faculty panel provides feedback, commentary and suggestions

## CONCLUDING RECOMMENDATIONS AND PANEL Q&A SESSION

- Reinforcement/recap of benefits, pitfalls, and recommendations for effective VBC design and implementation
- Faculty panel general commentary and perspectives on VBC
- From experience, what has worked best? What are the pitfalls to avoid?
- Faculty Q&A