

# Account Management Training

Industry-leading  
standard for new  
account managers

Patient cost sharing.

Medicare Part D.

Value-based contracting.

Formulary influencers.

# Life sciences account managers must navigate these topics, and many more, to succeed in their roles.

**As market access continues to evolve, it's challenging to keep up with the latest trends.**

**That's why Decision Resource Group's Account Management Training (AMT) conference is an industry-leading standard for new account managers.**

The AMT is a practical and comprehensive training program designed for those with a year or less of experience in their role. Seasoned managed market faculty guide

attendees through the complexities of account management, with interactive virtual sessions on managed care contracting, benefit designs, health systems, PBMs, Medicare, and much more. Ample opportunities for Q&A and real-world insights facilitate successful account planning, interactions, and relationship building.

**Attendance is limited to ensure maximum participation, so please register early.**

Visit our [AMT registration page](#) for more information and to register by credit card.

## Program Faculty

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### **James T. Kenney, Jr, RPh, MBA**

Former Pharmacy Operations Manager, Harvard Pilgrim Health Care, Inc.

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### **Timothy Colligan**

Former Pharmacy Director Managed Care Optima Health

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### **Patrick W. Finnerty**

PWF Consulting, Former Director Department of Medical Assistance, State of Virginia

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### **Joel V. Brill, MD FACP**

Chief Medical Officer, Predictive Health

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### **Gary Rice, RPh, MS, MBA, CSP**

Former Executive Vice President, Operations, Diplomat

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### **Michael J. Rothrock, BS, MBA, MHA**

President, Allegheny Strategic Partners, LLC



# Agenda Day One

Monday, May 10, 2021

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## 11:00 – 11:45am EST

### The Healthcare Payer Landscape

- Recognize how the population is insured
- Discuss trends in payer coverage designs
- Explore regulatory, financial and quality and value-based influences on accounts
- Identify new stakeholders and influencers within payer accounts

#### Rebecca Waller

Manager, Market Access Learning Content, DRG, a Clarivate company

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## 11:45 – 12:15pm EST

### Break

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## 12:15 – 1:30pm EST

### Working with Health Systems and Organized Customers

- Review trends in system and care model structures, functions and evolution
- Discuss hospital and system drug access and delivery
- Define and dissect advanced care delivery models: IDNs, CINs, ACOs
- Identify influences on hospital, system, and organized customer decision-making and treatment choices
- Explore system stakeholder needs /concerns

#### Joel Brill

Chief Medical Officer, Predictive Health

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## 1:30 – 2:00pm EST

### Break

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## 2:00 – 3:30pm EST

### PBM and Employers

- Identify the role of pharmacy benefit managers in market
- Explain pharmacy benefit management techniques and options
- Explore PBM contracting
- Detail the expanded role of employers in healthcare and insurance markets

#### Timothy Colligan

Former Pharmacy Director Managed Care, Optima Health

# Agenda Day Two

Tuesday, May 11, 2021

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## 11:00am – 12:00pm EST

### Navigating Medicaid

- Review program, demographics and rules
- Detail the role and evolution of managed Medicaid programs in providing coverage
- Explain Medicaid coverage decision-making and use of restrictions
- Discuss the evolution of Medicaid and potential plans for the future of the program

#### Patrick W. Finnerty

PWF Consulting, Former Director, Department of Medical Assistance, State of Virginia

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## 12:00 – 12:30pm EST

### Break

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## 12:30 – 1:30pm EST

### Evolving Medicare Landscape

- Review program structure, demographics and rules
- Investigate the role and impact of Medicare Advantage, Prescription Drug Plans and private payers in Medicare
- Explore benefit designs and impact on access
- Evaluate the role of quality measurement on Medicare market success and access
- Explain reimbursement of providers and facilities under Medicare

#### Michael J. Rothrock, BS, MBA, MHA

President, Allegheny Strategic Partners, LLC

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## 1:30 – 2:00pm EST

### Break

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## 2:00pm – 3:00pm

### Specialty Pharmacy

- Discuss of specialty drug market landscape and impact on payers and healthcare finances
- Review specialty drug distribution paths and reimbursement options
- Explain medical policy use, creation and influence on drug coverage and access
- Detail utilization and distribution management techniques, including narrow networks, site of care management and other access restrictions

#### Gary Rice

Former Executive Vice President, Operations, Diplomat

# Agenda Day Three

Wednesday, May 12, 2021

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**11:00am – 12:00pm EST**

## **Contracting for Drug Coverage**

- Discuss how to speak the language of drug access contracting
- Explore the role of different contract terms and types, including outcomes-based contracting
- Discuss best practices
- Explain the P&T committee and drug evaluation process

**Jim Kenney, Jr., RPh, MBA**

Former Manager of Specialty and Pharmacy Contracts, Harvard Pilgrim Health Care

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**12:00 – 12:30pm EST**

## **Break**

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**12:30 – 1:30pm EST**

## **Contracting for Drug Coverage (continued)**

- Discuss how to speak the language of drug access contracting
- Explore the role of different contract terms and types, including outcomes-based contracting
- Discuss best practices
- Explain the P&T committee and drug evaluation process

**Jim Kenney, Jr., RPh, MBA**

Former Manager of Specialty and Pharmacy Contracts, Harvard Pilgrim Health Care

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**1:30 – 2:00pm EST**

## **Break**

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**2:00pm – 3:00pm**

## **Mock P&T Committee Activity**

- Develop insight into committee members influences and roles
- Evaluate the influence of clinical and cost information on coverage and access

**Jim Kenney, Jr., RPh, MBA**

Former Manager of Specialty and Pharmacy Contracts, Harvard Pilgrim Health Care

# Registration

**AMT is a comprehensive, hands-on training program that develops the knowledge, techniques, and confidence that account managers need to successfully partner with their managed care accounts.**

Individual Registration Fee: **\$3,295**

**Registration includes a 3-tiered virtual training experience:**

**Interactive PDFs pre-event:**

- Getting Ready for Account Management Training: A Primer on the Basics
- Hospital and Health System Structure
- Coverage, Distribution, and Reimbursement of Specialty Products

**eLearning pre-event:**

- Introduction to PBMs
- Medicaid Made Easy
- Medicare Today
- Medicare Advantage

**Interactive Virtual Event:**

- Live facilitation
- Q&A with all faculty
- PDFs of all event sessions

## Early Bird Discounts

**Take advantage of the **\$500** discount by registering on or before April 30, 2021. The early bird special rate is only **\$2,795** per attendee.**

**Register 3 or more colleagues and take advantage of special group pricing. The more colleagues that register, the more you save!**

Registrants	Before/On April 30	After April 30
3-5	\$2,745	\$3,195
6-9	\$2,695	\$3,095
10+	Contact <a href="mailto:TrainingSolutions@teamdrg.com">TrainingSolutions@teamdrg.com</a> for additional group discount offers	

**Registration information:**

- Visit [here](https://discover.clarivate.com/virtual-account-management-training) for more information and to register by credit card:
- All payments must be received prior to the program.
- If paying by check, please make payable to DR/Decision Resources, LLC.
- All cancellations are subject to a \$200 cancellation fee.
- No refunds will be granted after April 30, 2021.
- Canceled registrations and/or no-shows will not be carried over to future programs.

## About Clarivate

Clarivate™ is a global leader in providing solutions to accelerate the lifecycle of innovation. Our bold mission is to help customers solve some of the world's most complex problems by providing actionable information and insights that reduce the time from new ideas to life-changing inventions in the areas of science and intellectual property. We help customers discover, protect and commercialize their inventions using our trusted subscription and technology-based solutions coupled with deep domain expertise. For more information, please visit [clarivate.com](https://clarivate.com).

Connect with a specialist.

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