



# AMT & OAMT

Account Management Training &  
Oncology Account Management Training

**November 15–17, 2022**

Hyatt Regency Phoenix

**We are back  
live and in-person!**





# Welcome

Patient cost sharing. Value-based contracting. Medicare Part D. Formulary influencers.

Life sciences account managers must navigate these topics—and many more—to succeed in their jobs. As Market Access evolves, keeping up with the latest trends can be a challenge. That's why Clarivate's conference, Account Management Training (AMT), is an industry leading standard for account managers.

AMT is a comprehensive training course designed to provide the fundamentals for any account manager who wants to understand the managed markets from the perspective of what their customers are trying to achieve. Attendees will be able to dive into the complexities of their jobs with sessions on managed care contracting, benefit designs, Medicaid, Medicare and much more. They will learn from seasoned faculty and interactive sessions designed to answer questions and help them succeed in their interactions with pharmacy and medical directors.

Cancer affects us all. With this in mind, we designed the Oncology Account Management Training Program. In this evolving treatment landscape, the business of cancer care has become increasingly complicated for industry and patients alike. New classes of treatments bring hope, but also logistical challenges—ones that are made even more complex by a post-reform environment in which old models of care are being replaced. To help demystify it all, we bring together key players to share their perspectives on today's oncology landscape. They will discuss how we can work together to navigate this world—and, as a result, help ease the process for patients and their families.

**AMT & OAMT are separate tracks in the same event venue!**

**Attendance for each track is limited to ensure maximum participation.  
Please register early.**



# AMT Program Faculty



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

Chief Medical Officer  
Predictive Health



**Patrick W. Finnerty**

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



**Mark Garnett**

President  
Garnett Consulting Group, LLC  
Former President, Southeast  
Market, Cigna – HealthSpring



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

Former Executive Vice President,  
Operations  
Diplomat



**Jim Kenney, RPh, MBA**

Former Pharmacy Operations Manager  
Harvard Pilgrim Health Care, Inc.



**Bob Lahman**

President  
Three Boxer Consulting, Inc.

# OAMT Program Faculty



**Lalan Wilfong, MD**

VP Payer Relations and  
Practice Transformation  
US Oncology



**Winston Wong**

President, W-Squared Group  
Former Associate Vice President,  
Pharmacy Management CareFirst  
BlueCross BlueShield



**Chadi Nabhan, MD, MBA, FACP**

Chairman, Precision Oncology Alliance  
Caris Life Sciences



**Jayson Slotnik, MPH, JD**

Partner  
Health Policy Strategies, Inc.



**Gordon Kuntz**

President  
Kuntz Consulting



**Suzzette Arnal**

Senior Director, Precision Medicine  
The US Oncology Network



# AMT Sessions

## Agenda Day One

Tuesday, November 15, 2022

**9:00–9:45 AM EST (45 min)**

### **Healthcare Landscape and Trends**

- 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,  
Clarivate*

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**10:00–11:30 AM EST (90 min)**

### **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

**Bob Lahman**

*President,  
Three Boxer Consulting, Inc.*

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**12:30–2:00 PM AM EST (90 min)**

### **An In-Depth Look at the History and Future of Medicare**

- 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

**Mark Garnett**

*President,  
Garnett Consulting Group, LLC,  
Former President, Southeast Market, Cigna – HealthSpring*

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**2:15–3:45 PM EST (90 min)**

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

*Chief Medical Officer,  
Predictive Health*

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**5:00–6:30 PM EST (90 min)**

### **Networking Reception**

- Converse with attendees and faculty while enjoying some light refreshments.

# AMT Sessions

## Agenda Day Two

Wednesday, November 16, 2022

**8:45–10:15 AM EST (90 min)**

### **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**

*Owner, PWF Consulting,  
Former Director, Department of Medical Assistance Service,  
State of Virginia*

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**10:30 AM–12:00 PM EST (90 min)**

### **Specialty Drug Essentials**

- Discuss specialty drug market landscape and impact on payers and healthcare finances
- Review specialty drug distribution paths and reimbursement options
- Explain the role of third party stakeholders (GPOs, Specialty Pharmacies and more) in access to specialty drugs
- Detail utilization and distribution management techniques, including narrow
- Networks, site of care management, and other access restrictions

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

*Former Executive Vice President,  
Operations,  
Diplomat*

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**1:00–3:00 PM EST (120 min)**

### **Contracting for Drug Coverage**

- Discuss how to speak the language of drug access contracting on the medical and pharmacy benefit
- Explore the role of different contract terms and types, including outcomes-based contracting
- Explain medical policy use, creation and influence on drug coverage and access
- Discuss best practices in contracting and relationship building
- Explain the P&T committee, medical policy groups and drug evaluation process

#### **Jim Kenney, RPh, MBA**

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

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**3:15–4:15 PM EST (60 min)**

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

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

#### **Jim Kenney, RPh, MBA**

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

# OAMT Sessions

## Agenda Day One

Wednesday, November 16, 2022

**9:15–10:15 AM EST (60 min)**

### **Precision Medicine in Oncology**

- Define and detail biomarkers, their types, and how they are used in cancer treatment
- Explain the genetic testing process and how it is managed
- Detail the ways in which genetic testing and companion diagnostics are incorporated into management tools such as:
  - Clinical pathways and utilization management
  - Describe how leading payers are managing precision medicine
  - Explain laboratory and genetic benefit management companies and how they interact with payers and providers

#### **Suzzette Arnal**

*Senior Director, Precision Medicine,  
The US Oncology Network*

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**10:30 AM–12:00 PM EST (90 min)**

### **Payer Responses to Advancements in Oncology Treatment**

- Describe oncology management challenges including coverage, reimbursement, and controlling of care costs
- Explain leading payer strategies to manage oncology
- Connect oncology management to total cost of patient care
- Detail how manufacturers add value to oncology management
- Discuss the expected future evolution of oncology care and treatment management

#### **Winston Wong**

*President, W-Squared Group,  
Former Associate Vice President,  
Pharmacy Management CareFirst BlueCross BlueShield*

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**1:00–2:30 PM EST (90 min)**

### **Use of Real-World Data and HEOR in Oncology**

- Explore payer expectations from HEOR and real-world data
- Detail how payers and health systems are using real-world data/HEOR
- Identify current data gaps and connecting data from disparate stakeholders to create actionable clinical insights
- Track connectivity between academic hospitals and community-based oncology practices

#### **Chadi Nabhan, MD, MBA, FACP**

*Chairman, Precision Oncology Alliance,  
Caris Life Sciences*

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**2:45–4:15 PM EST (90 min)**

### **Oncology Panel with the day's faculty**

**Arnal/Wong/Nabhan**

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**5:00–6:30 PM EST (90 min)**

### **Networking Reception**

- Converse with attendees and faculty while enjoying some light refreshments.

# OAMT Sessions

## Agenda Day Two

Thursday, November 17, 2022

**9:15-10:30 AM EST (75 min)**

### **Value-Based Care in Oncology: How Practices Are Accepting Financial Risk**

- Define and describe value-based healthcare in oncology
- Detail Oncology Medical Home and Radiation Oncology Model
- Explain value-based models from private payers
- Describe drawbacks and potential for improved outcomes from value-based models

**Lalan Wilfong, MD**

*VP Payer Relations and Practice Transformation,  
US Oncology*

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**10:45 AM-12:00 PM EST (75 min)**

### **Legislative Update: How National Policies are Affecting Cancer Care**

- Describe latest national and state-level healthcare reform initiatives
- Update regulatory and legislative issues affecting access to cancer care
- Explain how oncology care fits into healthcare policy of the current administration
- Map Food and Drug Administration (FDA) policy making to oncology products

**Jayson Slotnik, MPH, JD**

*Partner,  
Health Policy Strategies, Inc.*

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**1:00-2:00 PM EST (60 min)**

### **Oncology Clinical Pathways**

- Describe the various types of pathways programs
- Discuss the goals of a physician-facing pathways program
- Explain how the pathways are developed and maintained
- Detail influencers of clinical pathways
- Explore life sciences' best practices with clinical pathways

**Gordon Kuntz**

*President,  
Kuntz Consulting*

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**2:15-3:15 PM EST (60 min)**

### **Oncology Panel with the Day's Faculty**

**Wilfong/Slotnik/Kuntz**



# Location and Accommodations

## Hyatt Regency Phoenix

**We are pleased to offer a group rate of \$209 per night for AMT attendees. Reserve your room by October 17, 2022, to take advantage of this discounted rate.**

Book your group rate for AMT Training Meeting! Reservations can also be made by visiting:

<https://www.hyatt.com/en-US/group-booking/PHXRP/G-SAKE>

## About the Hyatt Regency Phoenix

Hyatt Regency Phoenix places downtown Phoenix at your feet. Walk to the Arizona Center Shops and entertainment at CityScape, located two blocks from the hotel. Explore museums, culture, the arts, and the vibrant nightlife of downtown Phoenix just outside our doors.



# Registration

Use the appropriate link below to register for either the AMT or OAMT event.

## AMT

<https://discover.clarivate.com/amt-training-event-2022>

## OAMT

<https://discover.clarivate.com/oamt-training-event-2022>.

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

### Your registration fee includes:

- “Getting Ready for Account Management Training: A Primer on the Basics,” an interactive PDF pre-read
- PDFs of the presentations
- Breakfast, lunch, and refreshment breaks daily

### Registration Information:

- All payments must be received prior to the program.
- All cancellations are subject to a \$200 cancellation fee
- No refunds will be granted after October 31, 2022
- Canceled registrations and/or no-shows will not be carried over to future programs

# Early Bird Discounts

Take advantage of the **\$500** discount by registering before **October 17th, 2022**. The early bird special rate is only **\$2,795** per attendee.

### Group Discount Rates\*

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

Registrants	Before October 17	On/After October 17
3-5	\$2,745	\$3,195
6-9	\$2,695	\$3,095
10+	Contact <a href="mailto:TrainingSolutions@Clarivate.com">TrainingSolutions@Clarivate.com</a> for additional group discount offers	

\*To register a group of 3 or more, contact [TrainingSolutions@Clarivate.com](mailto:TrainingSolutions@Clarivate.com) for a group registration form.

## 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).

Contact our experts today:

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[\*\*clarivate.com\*\*](https://clarivate.com)

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