

where pharma and medicaid converge

june 8-10

NASHVILLE

2020

WHAT'S ON THE AGENDA?

The 2020 Crossroads agenda will incorporate the following topics: trends in pharmacy benefit designs, supplemental rebate purchasing pools, prior authorization reviews, value-based agreements, Managed Medicaid drug benefit and much more.

Day 1 MONDAY JUNE 8, 2020

Medicaid 101: The Basics

Industry veterans from Artia Solutions will kick off Crossroads with an extensive overview of Medicaid, its history, evolving requirements, and recent changes. Designed for pharmaceutical account managers, students, those new to the industry and those seeking a refresher, session topics will include Fee for Service, Managed Medicaid, Puerto Rico Medicaid, Preferred Drug Lists, Statewide PDLs, Medicaid Purchasing Pools, Dual Eligibility, and Supplemental Rebate Bid Mechanics.

Medicaid 101 is a separate \$500 registration fee.

Day 2 TUESDAY JUNE 9, 2020

Deriving Real Value from Value-Based Agreements (Including Panel Discussion)

Value-Based Agreements (VBAs) are gaining traction in the US health care model and are more common in real world practice than previously thought. Gain insight on VBAs by comparing the approaches toward these trending initiatives in Medicaid FFS and MMC. Case studies from both scenarios will highlight the similarities and differences seen in both settings, including how stakeholders can be prepared for the continued implementation of VBAs in the future. A panel discussion among state, MMC, manufacturer, and pharmacy benefits manager (PBM) stakeholders will follow to further elucidate the role of VBAs in different health care settings and strategies for managing VBAs from different decision maker perspectives.

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ABOUT CROSSROADS

Crossroads: An Artia Solutions Conference was the first event of its kind in 2018 for Medicaid stakeholders. In 2020, we will continue to bring together Medicaid pharmacy administrators, Medicaid Managed Care representatives, drug manufacturers, healthcare providers, pharmacists, advocacy groups, patients, public officials, and other Medicaid stakeholders to explore issues impacting patient access to medications and to find commonalities in Medicaid health care delivery systems.

The term Crossroads symbolizes our intent: to bring together separate sectors to find common ground and innovative solutions for issues related to Medicaid.

WHO MANAGES CROSSROADS?

A non-profit, with oversight from Artia Solutions, has been established to administer and oversee Crossroads.

REGISTER TODAY FOR THE BEST RATES!





Day 2 TUESDAY JUNE 9, 2020

CONTINUED

Systemwide Approaches to Managing the Administrative Burden of Prior Authorization

Explore how FFS and MMC stakeholders approach the prior authorization process including denials, reconsiderations, and appeals. The different resources available to decision-makers facing prior authorization in the most challenging disease states will be shared, in addition to variable approaches for new drugs versus existing drugs. Key considerations for drugs covered under both the pharmacy benefit and medical benefit will also be included as part of this discussion.

Facilitating Access in the Face of Prior Authorization: Advocating for the Patient

Gain insights on managing the challenges of prior authorization from the perspective of several key patient advocacy organizations serving historically disadvantaged patient populations. Representatives from the National Hemophilia Foundation (NHF), Multiple Sclerosis Association of America (MSAA), Spinal Muscular Atrophy (SMA) Foundation, and the National AIDS Treatment Advocacy Project (NATAP) will share their personal experiences and provide tools for approaching the prior authorization process in an effort to facilitate patient access to effective therapies.

Payer and Patient Perspectives on Prior Authorization

In a follow-up to the prior authorization-oriented sessions, join panelists from Medicaid FFS, MMC, and patient advocacy organizations as they offer different perspectives on the role of prior authorization in value-driven health care and discuss potential strategies to streamline the process and facilitate efficiency in coverage and reimbursement.

Medicaid Formulary Management in the Year 2020 and Beyond (Including Panel Discussion)

Listen as state representatives detail their experiences with PBMs, statewide PDL, and carve-out models for formulary management. The unique perspective of a managed care representative with a statewide PDL will be shared to highlight the ongoing operations and strategies at play in the realm of prescription drug management. A panel discussion will follow to carefully outline the similarities and differences among the different models.

To Pool or Not to Pool? Weighing the Pros and Cons of Supplemental Rebate Pools

The concept of consolidated or aggregate pharmaceutical purchasing through supplemental rebate pools was conceived to achieve a lower price for all those included. Learn how states could benefit by participation in such a pool and gain the perspectives of those involved in supplemental rebate pools to learn how they conduct business and administer clinical programs. The advantages and disadvantages of participation in such a pool will be discussed.

Divide and Conquer: Drug Carve-Out Approaches for Limited-use, High-cost Therapies

Costly, limited-use therapeutics like chimeric antigen T-cell (CAR-T) and gene therapy have completely changed the way that health care stakeholders look at covering and funding treatment. Learn about approaches that Medicaid programs are taking towards the challenges posed since the advent of this new wave of innovative therapies, including contracts and direct payments to manufacturers. Similar carve-out approaches for costly ongoing therapies will also be discussed. State and MMC perspectives will elucidate the “how” and “why” of drug carve-outs for high-cost, innovative therapies.

Day 3 WEDNESDAY JUNE 10, 2020

Medicaid Legislative Updates from the Federal Vantage Point

Explore recent changes to Medicaid on the federal level, including eligibility requirements, the federal rebates bill, and more. Representatives from the National Association of Medicaid Directors and Artia Solutions will detail pertinent updates to Medicaid and discuss the implications of these changes on health care coverage now and in the future.

The Flux and Future of 340B Policy

Gain a greater understanding of the 340B drug discount program through a detailed overview of its history, implications, and potential threats to future funding. 340B has been met with considerable scrutiny in recent years and has been the topic of multiple congressional hearings and more than a dozen legislative proposals. Learn about criteria for access to discount drug pricing through the program, how 340B drugs are priced, and how this could all change in the future, including the potential effect on states in the wake of Affordable Care Act (ACA) requirements.

High Expectations: The Place and Promise of CBD and Medical Marijuana in Medicaid

Learn more about the mechanisms of action of cannabinoids, including cannabidiol (CBD) and tetrahydrocannabinol (THC), their current and speculative role in the management of various medical conditions and the 12-24 month forecast of the new drug pipeline. Current findings pertaining to these agents in the medical literature will be reviewed, and their potential in the future of health care will be discussed, including considerations surrounding legislation and regulation.

REGISTER TODAY AND SAVE

Early-early bird (until October 31, 2019) | **\$1,950**

Early bird (November 1, 2019 – February 29, 2020) | **\$2,450**

Standard (March 1, 2020 – May 22, 2020) | **\$2,950**

On-site (June 8, 2020) | **\$3,200**

Artia Solutions client rate | **\$2,200**

