

what is speed networking?

Speed Networking is our way of making business connections as seamless as possible.

**june
8-10**

NASHVILLE

2020

We facilitate semi-private, one-on-one conversations between manufacturers, specialty pharmacy, advocacy, state Medicaid, and managed Medicaid officials. We arrange the meetings at pre-designated times during Crossroads, which makes it easy for you to sit down and talk with the right people about drug pipelines, make introductions to new staff, create better understanding of state processes, and any other pressing issues.

How will Speed Networking sessions be assigned?

Crossroads staff will use the company's sponsorship level, as well as the date of registration to determine the Speed Networking assignments. First priority is given to Crossroads sponsors and second priority is based on the order in which registrations were received.

What if multiple people from my company are attending and participating in Speed Networking?

If there are multiple attendees from the same company, the attendees will need to work collectively in ranking the company's priorities. Each company will have the option to rank as many states as they would like to meet with. There will be up to two manufacturer representatives allowed per meeting during each Speed Networking session.

How does my company prioritize the states/PBMs we would like to meet with?

Crossroads staff will send out a Crossroads Speed Networking Request Form that each company will need to complete. Ranking more states than the company's Top 3 will allow for the Crossroads staff to better assign Speed Networking sessions.

How many sessions will I be able to attend?

Each manufacturer/company will be allowed to prioritize the states/PBMs that they would like to meet with and will have the opportunity to meet with a maximum of 3 states. There will be up to two manufacturer representatives allowed during each Speed Networking session.

How long will each Speed Networking session last?

At Crossroads 2018, each Speed Networking session was 12 minutes, allowing for a 2-minute break between each session. Similar timing will be used at Crossroads 2020 and will be finalized prior to the start of the conference.

Will my Speed Networking session be private?

Crossroads Speed Networking sessions provide manufacturers the unique opportunity for introductions and pressing topics to be discussed in a quiet and semi-private setting.

What topics can be discussed during my Speed Networking sessions?

While you may discuss any topic, we suggest using this time for introductions, state policy inquiries, etc. The goal of these brief sessions is to establish relationships with Medicaid leaders. Prior to Crossroads 2020, each Speed Networking participant will be asked to supply session topics for each of their designated appointments. These topics will be supplied to participating state representatives.

When should I arrive to my Speed Networking session?

Please arrive 5 minutes prior to your scheduled session. All Speed Networking participants will receive a Speed Networking Information Packet

that will be required for entrance into the Speed Networking sessions. If you have sequential sessions, we ask that manufacturers please step outside of the ballroom between each session, allowing states a small break prior to the start of the next session.

When will I be notified of my appointments?

All Speed Networking participants will be notified via email of their scheduled appointments approximately 3-4 weeks prior to Crossroads 2020.

Will there be any additional opportunities for a Speed Networking session if I am not paired up with one of my top 3 priorities?

Crossroads staff will maintain a wait list and will identify additional opportunities to Speed Networking participants as they arise.

When will I receive my Speed Networking Information packet?

At conference registration, each participant, both manufacturer and state, will receive an information packet that will be required for entry into the Speed Networking sessions.

Who can I contact for any Speed Networking questions?

For questions regarding Speed Networking, contact the Speed Networking coordinators:

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