

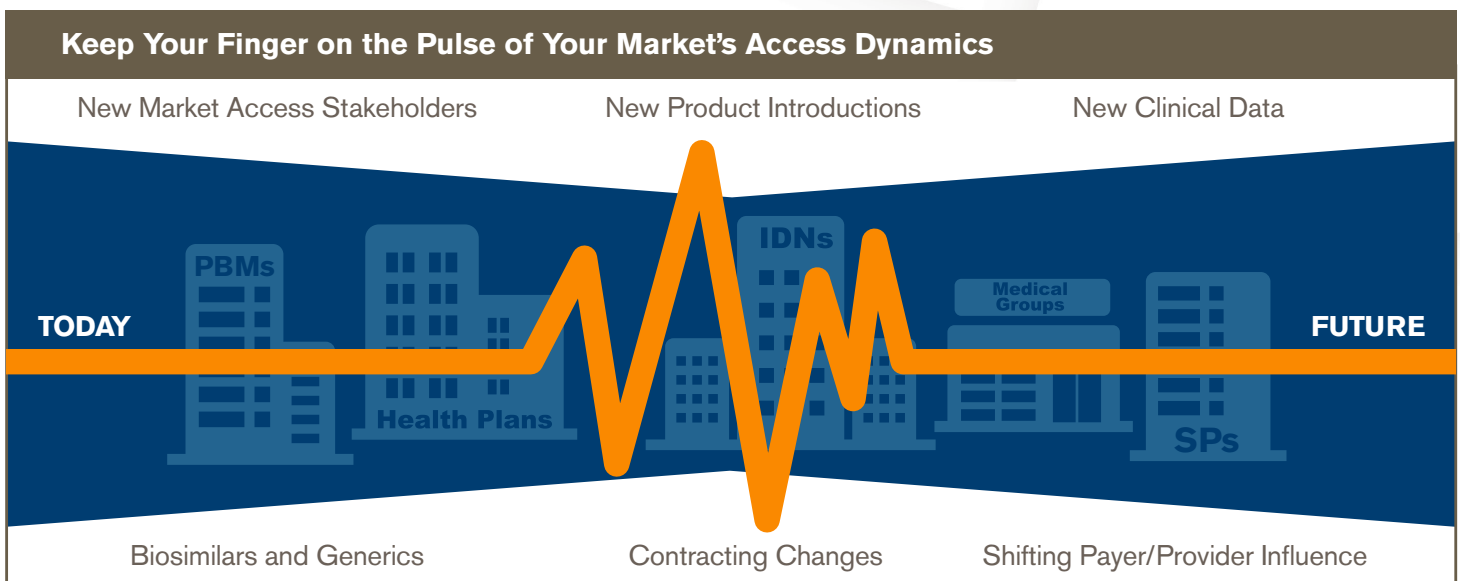
Brand Access Marketplace Dynamics

Respiratory Market

Brand Access Marketplace Dynamics assesses the current and future access environment for your therapeutic market.

Brand Access Marketplace Dynamics answers your questions so you can identify opportunities and risks for your brand.

- How do market access stakeholders influence access in your therapeutic market?
- How will market access stakeholder management and contracting for the brands in this therapeutic market evolve over the next two years?
- How are market access stakeholders responding to key market events in this therapeutic market?








You can use **Brand Access Marketplace Dynamics** to:

- Keep** your finger on the pulse of market evolution
- Understand** the shift in influence on access between payers and organized providers
- Understand** current and future payer management of this therapeutic market
- Identify** opportunities and risks for your brand's access

<p>March 2017 Respiratory Market Access Stakeholder Drug Management Landscape</p>	<ul style="list-style-type: none"> ▪ Key organized stakeholders that impact access to products in your therapeutic market ▪ Stakeholder tactics that impact access to your products ▪ Stakeholder's capabilities in managing physician and patient access ▪ Brand-specific management tactics that impact access by key stakeholders
<p>April 2017 July 2017 October 2017 Respiratory Market Access Stakeholder Drug Management Pulse</p>	<ul style="list-style-type: none"> ▪ Customer reaction to market events that will shape management in your therapeutic market ▪ Pulses will cover customer reaction to up to five market events each quarter ▪ Anticipated market events in 2016 include: <ul style="list-style-type: none"> – FDA approvals and market launch of: <ul style="list-style-type: none"> – New therapies (including new LAMAs, and LAMA/LABA combinations) – Fixed dose triple therapy combinations (ICS/LAMA/LABAs) – Nebulized LAMA products – Biologic injectable and infused therapies – Generic approval and launch of fluticasone/salmeterol for both COPD and asthma
<p>June 2017 Respiratory Market Access Stakeholder Drug Management Outlook 2019</p>	<ul style="list-style-type: none"> ▪ Evolving stakeholder capabilities over next two years <ul style="list-style-type: none"> – E.g., SP mandates, benefit design, reimbursement models, site-of-care management, preferred agent selection, clinical pathways ▪ Brand-level scenarios of predicted stakeholder management ▪ Evolving pricing and contracting environment ▪ Assessment of future/near term access risks by brand

Clients receive:

 <p>On-call access to our subject matter experts for your inquiries</p>	 <p>Access to our website, customized for your organization</p>
 <p>Client-exclusive webinar</p>	 <p>Unlocked PowerPoint slides</p>
 <p>On-site and virtual presentations with research leaders</p>	 <p>Access to source data</p>
 <p>Opportunity for input into research topics covered within the service</p>	 <p>Specific recommendations for your organization</p>

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