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Sixth Manufacturer Townhall: Responding to COVID-19

August 13, 2020

During the call, please submit questions via the chat function
or via email to: Solutions@amerisourcebergen.com

Today's Speakers



Jan Burkett

SVP of Global Specialty, Branded, & Consumer Products



Danielle O'Connell

Director Strategic Accounts, East Health Systems



Kenny Yu

Director of Pharmacy, 340B Program and Pharmacy Business Analytics, NYU Langone Health



Doug Cook

EVP & President – Commercialization Services & Animal Health



Heather Zenk

Sr. Vice President, Replenishment & Secure Supply Chain Operations



Dave Picard

Sr. Vice President, Global Generics Pharmaceuticals

Agenda

1	Opening Remarks
2	Voice of Customer – Health Systems
3	Commercialization Adaptations
4	Supply Chain Update
5	Q&A
6	Closing Remarks

Opening Remarks



Jan Burkett

*SVP of Global Specialty, Branded, &
Consumer Products*

Health Systems Perspectives



Danielle O'Connell

*Director Strategic Accounts, East
Health Systems*



Kenny Yu

*Director of Pharmacy, 340B
Program and Pharmacy Business
Analytics, NYU Langone Health*

Commercialization Adaptation



Doug Cook
*EVP & President –
Commercialization Services &
Animal Health*

Commercialization Services & Animal Health Businesses

Adapting to support manufacturer partners, providers, patients, pet owners and policymakers during COVID-19



Global Clinical Trial Logistics & 3PL (World Courier and ICS)

- Increase in direct-to-patient volume
- Involvement in COVID-19 clinical trials
- June was record month for volume and weight
- Supported major health system with overflow storage to support treatment of COVID-19 patients



Consulting & Field Reimbursement (Xcenda)

- Seamless transition to virtual client engagements
- Developed COVID-19 model and white paper to help health policy leaders make crucial decisions
- Launched COVID-19 disease state page to help payers make informed decisions on the disease landscape



Patient Support Programs (Lash Group)

- Deployed a Universal Patient Portal – allows patients and providers to upload documents from their mobile/home devices
- Accelerating electronic Benefits Verification (eBV) leveraging AI
- Planning for a fully remote Annual Reverification – requires remote onboarding of 4,000 contractors



Animal Health

- Launched new techy solutions to help veterinarians implement video and telehealth services
- Pet adoption remains high during pandemic
- Production animal market recovery will be slower as restaurant and hospitality industry reopens

Supply Chain Update



Heather Zenk
*Sr. Vice President,
Replenishment & Secure Supply
Chain Operations*

Supply Chain Update

What we are seeing across the supply chain



Inventory

Continued stabilization

- Physician based businesses are starting to see normal course of business
- 90-day refills following a predictable flow
- Hot zones implementing lessons learned and amped up business continuity practices



Global Supply Chain

Risks:

- Plasma donations decreased
- Individual country constraints

Opportunities:

- Flu Vaccine
- COVID Vaccine

Policy Update



Brad Tallamy
Sr. Director, Government Affairs



Policy

- MFN/IPI
- 340b
- Made in America
- Importation
- Rebate reform

Q & A

Closing Remarks



Dave Picard

*Sr. Vice President, Global
Generics Pharmaceuticals*

We want your feedback.

We want to hear how AmerisourceBergen is doing to support you during the Covid-19 pandemic. Look for our email and please take the time to share your feedback via a 3-minute survey.



We are united in our responsibility to create healthier futures.