

SAVE THE DATE CCSC AT THE BLEEDING DISORDERS CONFERENCE

## HTC/Payer Collaborations to Address Current Threats to Care Delivery

Thursday, September 12, 2024–9 am – 12:30 pm ET  
Georgia World Congress Center | Atlanta, GA

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### Session Overview

The Comprehensive Care Sustainability Collaborative (CCSC), led by NBDF over the last decade, was developed to support the sustainability of the integrated comprehensive model of care and strives to improve patient access. Join us for this unique session to get an update on the latest threats to care delivery and learn what your HTC can do to address barriers to access. The session will also feature HTC/payer panel discussions to better understand perspectives from various stakeholders and offer solutions to improve patient access to care.

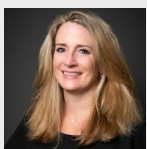
### Who Should Attend

HTC Providers and Chapter Leadership

### Features

- Updates on Current Threats to Care Delivery from Kollet Koulianos-Barkhouse, MBA
- Speed round of interviews between HTC and Payer Experts
  - Topic 1: Consequences of delays in access to care
  - Topic 2: Employer perspective on Alternative Funding Models
  - Topic 3: Presenting the HTC Value Story to the Payer
  - Topic 4: Hemophilia Alliance and NBDF Collaboration to Address Current Threats to Care Delivery
- Handouts/key resources will be distributed to bring back to your HTC

### Expert Panel



**Jennifer Borrillo, MSW, LCSW, MBA**  
Senior Vice President, Member and  
Community Relations  
Hemophilia Alliance



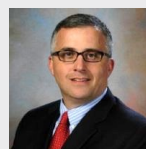
**Shannon Carpenter, MD, MS**  
Chief, Section of Hematology  
Director, Hemophilia Treatment Center  
Children's Mercy Kansas City  
Professor of Pediatrics  
University of Missouri-Kansas City School of Medicine



**Ryan Faden, JD, MPH**  
Director of Patient Access  
National Bleeding Disorders Foundation



**Kollet Koulianos-Barkhouse, MBA**  
Senior Payer/Provider Relations Consultant  
National Bleeding Disorders Foundation



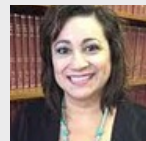
**Sal Morana, RPh, PhD**  
Executive Vice President  
Pharmacy Benefits  
Alliant Employee Benefits



**Dana McCormick, RPh, FAMCP**  
Senior Director,  
Pharmacy Advisory Services  
Optum



**Elizabeth Solomon, MBA, MHSA**  
Chief Strategy Officer  
Hemophilia of Georgia



**Marisela Trujillo, MSW**  
Director of Management Operations  
Gulf States Hemophilia and  
Thrombophilia Center  
University of Texas Health Sciences  
Center at Houston

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# NEW! 2024 CCSC PAYER SURVEY RESULTS

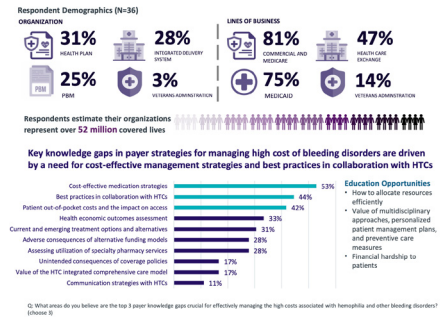
CCSC conducted a survey in March 2024 to Impact Education, LLC's managed care network consisting of health care executives, medical and pharmacy directors, and other experienced individuals in managed care.



The highlights are now available: [Payer Survey Results Infographic](#)

## CCSC 2024 Payer Survey Highlights

An electronic survey containing both multiple-choice and Likert scale-rating questions was fielded in March 2024 to Impact Education, LLC managed care network consisting of health care executives, medical and pharmacy directors, and other experienced individuals in managed care.



## Hearing from the Experts Key Takeaways from the CCSC Advisory Board Meeting

In June 2024, CCSC hosted its 11th annual advisory board meeting in Aurora, CO. 13 HTC experts and 8 payer experts attended the 1-day meeting to:

- Review current funding trends related to access, affordability, and sustainability of the HTC's integrated comprehensive care model and the unintended consequences of these trends
- Discuss trends in marketplace plans and managed Medicaid that link to opportunities for HTCs by capitalizing on the medical home model
- Identify multistakeholder tactics to address unintended consequences of payer trends in the management of inherited bleeding disorders
- Review new CCSC resources to provide value to HTCs

The meeting's sessions included an overview of CCSC 2024 payer survey data, a CCSC status update, and a presentation on trends and opportunities for HTCs with marketplace plans and managed Medicaid. Panel discussions addressed capitalizing on the medical home model for HTCs to gain influence with payers, funding updates and implications for bleeding disorders, and strategies to foster collaboration between providers, payers, and purchasers.

The advisors reviewed new CCSC resources developed as an output of the 2023 advisory board meeting and provided their feedback. Prior to the close of the meeting, payer and provider advisors broke out into separate work group sessions to brainstorm concepts for facilitating enhanced collaboration in 2025 and beyond.

Key takeaways and highlights from the meeting's sessions follow:

- Data and messaging must continue to demonstrate specific components of HTC-derived value to payers, including reduction in hospitalization rates, ER visits, optimizing the use of clotting factor, minimizing waste, appropriate dosing, and adherence to treatment plan
- Outreach and education should continue to arm centers with knowledge and best practices in dealing with alternative funding programs (AFPs)
- Steps should be taken to grow payer and HTC involvement in CCSC
- Medicaid plans represent a key target for intervention and outreach to drive HTC network inclusion
- 340B certification and patient-centered medical home (PCMH) accreditation have many overlapping characteristics that would allow centers to apply for both distinctions
- Opportunities exist for HTCs to leverage value-based contracts and accountable care organization (ACO) models, which are attractive to payers
- Opportunities exist for HTCs to develop relationships with smaller PBMs without in-house specialty pharmacy programs (SPPs)
- Opportunities for "gold carding" HTC providers to overcome the burdensome and complicated prior authorization process

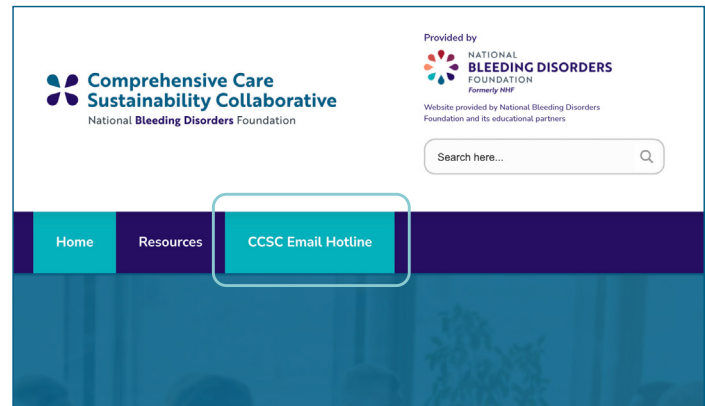
Through CCSC, NBDF is uniquely positioned to help forge relationships between payers and providers to accomplish these goals. The Executive Summary is available upon request: [ccsc@impactedu.net](mailto:ccsc@impactedu.net).

## Need CCSC's Help?

Check out the new [Email Hotline](#) on [CCSCHemo.com](#) to report any patient access issues you are seeing or if you need help navigating care access for your patients or members.

You can also reach out to CCSC directly with any questions regarding access issues for people living with inherited bleeding disorders in your community.

[✉ ccsc@impactedu.net](mailto:ccsc@impactedu.net)

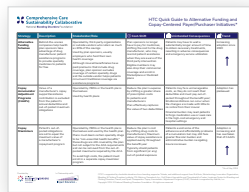


## Spotlight on New Resources



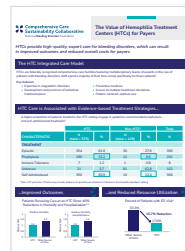
### ↓ HTC Fact Sheet

Download this fact sheet to learn more about the benefits of CCSC participation for HTCs



### ↓ HTC Quick Guide

Download this HTC quick guide to alternative funding and copay-centered payer/purchaser initiatives



### ↓ Fact Sheet for Payers

Download this overview of the value of Hemophilia Treatment Centers to improve care and outcomes to share with Payers



### ↓ CCSC Print-ready Poster

Print this pop up sign to share the benefits of CCSC at your local events

## Not a CCSC Member Yet?

Join today at [CCSCHemo.com](#)

NBDF encourages you to join CCSC to gain insights from clinician bleeding disorders experts and payer opinion leaders, access useful management tools and resources, and advance your collaboration with HTC providers and purchasers of healthcare.

To access available resources developed by CCSC or find out how you can get involved, please visit [CCSCHemo.com](#).



CCSC is supported by charitable donations from founding supporter Takeda, and additional support from BioMarin, Biotechnology Innovation Organization, Bleeding & Clotting Disorders Institute, CSL Behring, Genentech, Inc., Gulf States Hemophilia and Thrombophilia Center, Louisiana Center for Bleeding and Clotting Disorders, Sanofi, and Spark Therapeutics. Copay Accumulator Adjustment Program (CAAP) Outreach is supported by AbbVie, Inc. © 2024 National Bleeding Disorders Foundation. All Rights Reserved.