



Forecasting & Predictions

Our programs are unique in that they:

- Combine integrated data sets of pharmacy, medical, laboratory, eligibility, workers' compensation loss runs, etc.
- Analyze data sets for as small as 1,000 lives and up to 1.5 million or more total covered lives
- Use artificial intelligence data sets across multiple data formats using Pharmacy Benefit Management (PBM), Third Party Administrators (TPA), and health plan data sets for over 20 years.

Forecasting & Predictions™ Utilizes:

Biotech Modeling

- Predictions of the impact of specific factors on the population

Market Share Analyses

- Cost accounting of every dollar spent including discounting and utilization
 - Pharmacy spend for patient count, prescription count and metrics for budget

Treatment Calendar™

- Artificial intelligence rule sets applied to integrated data to identify and trend complex clinical problems

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PRO PHARMA
PHARMACEUTICAL CONSULTANTS, INC.



Biotech Modeling

Map Your Current Biotech Utilization and Spend

Pro Pharma utilizes both the Medical and Pharmacy paid claims to analyze previous claims experience and to develop a model to project future trends. These issues center on the need for drug specific claims information, processing rules to ensure accurate quantities and maximum payment amounts, and rules for processing miscellaneous claims. The model can be updated with enhancements expeditiously given new Medical and Pharmacy claims experience.

Pro Pharma can identify immediate savings opportunities through e-modeling of claims processing procedures, and longer-term savings through technology assessment and utilization management.

Additional research and analyses can be performed to determine the biotechnology drug driven costs in procedures, diagnostics, and provider time. It is expected that these adjunctive costs will represent an ever-larger portion of the ambulatory experience downstream.

The cost of the biotechnology drug segment is increasing nationally at 17% per annum. There are currently over 100 biotechnology drugs on the market. These medications are manufactured from living organisms that produce genetically modified molecules or genetic variations of naturally occurring molecules.

We are able to:

- ***Map your current Biotech utilization and spend***
- ***Project Biotech trend***
- ***Model Biotech utilization by drug category or any other drug grouping (client specific)***
- ***Identify cost by ICD9, CPT HCPC code***

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Market Share Analyses

Cost accounting for every penny spent is important to for benefit planning, management of the overall spend, and prioritizing management objectives to the highest value therapeutic categories.

Pro Pharma analyzes all spend every month to identify where every dollar is spent and by whom. Analyses include discounting for every category and medication.

Spend is analyzed by multiple criteria including bases of cost (e.g., AWP, WAC, MAC and ASP) and is indexed by the population (PMPM, RxPMPM, PUPM and RxPUPM).

Important client benefits are –

- Compare discounts to contract guarantees*
- Prioritize targets for managing drug spend*
- Assist with budgeting projections*

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Treatment Calendar™

Pro Pharma Treatment Calendar™ is a proprietary program comprised of Artificial Intelligence rule sets, which allow for quality, utilization and cost comparisons by peer-to-peer, peer-to-best in class, peer to national norms, peer to local norms.

Pro Pharma uses clinical protocol to analyze patient encounter data and diagnoses for required exams, tests, and medications.

Every month the staff can use Treatment Calendar™ to schedule patients for the appropriate services for those individual patients.

Treatment Calendar™ is a:

- *Quality tool for benchmarking*
- *Tool to align provider and payer incentives by focusing on actionable patient specific quality improvements*
- *Risk management tool to identify therapy that doesn't comply with national norms*
- *Tool to graphically identify gaps in compliance.*

Product Features:

- *Analysis of complicated and integrated data sets*
- *Inexpensive compared to the high cost of other Disease Management*
- *Inexpensive with respect to medical and pharmacy benefit costs*

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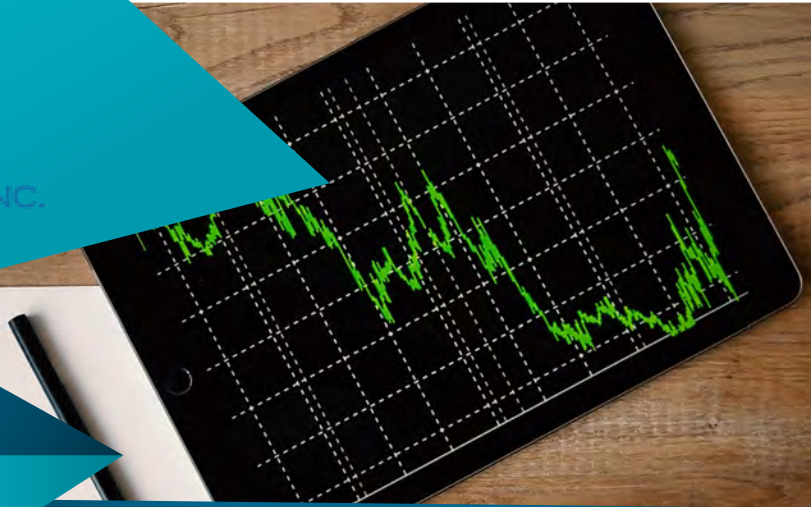
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PRODATA
ANALYTICS



Analytics at Your Fingertips

With the right tools - Anyone can be an Analyst

Having data at your fingertips is a management imperative. Having analytics that are easy to use and interpret is a crucial management tool.

While big data employs specialized mathematical tools, the technology marketplace has moved much of the simple analyses to reporting that can be used on the desktop or mobile environments.

Pro Pharma and ProData Analytics have developed tools that will bring analytics to the manager who is not an analyst. Many of these tools rapidly, efficiently, and graphically utilize integrated claims data. An extensive list of filters makes it easy to customize your analyses.

The objective to analytics:

- *Identify cost and quality drivers*
- *Make predictions*
- *Develop action plans*
- *Trend results*

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About Pro Pharma & ProData Analytics

Pro Pharma Pharmaceutical Consultants, Inc. is a multi-service, woman owned, privately held consulting firm offering a vast portfolio of services to public and private entities including self-insured employers, unions, public employers, for-profit hospitals and integrated health networks, health care insurance companies, worker's compensation insurers, small-to-medium sized HMO's, and physician groups.

Established in 1986, Pro Pharma's consulting services are grounded in the use of data and the communication of that information to define benefit trends, drivers and other analytical indicators.

Pro Pharma has developed IT capabilities over the last 30 years that focus on Standardization and Analysis of Integrated Data Sets (i.e., Medical Encounter, Member, Provider, Pharmacy Claim detail, etc.), for audit work, oversight and management of PBMs and for control of specialty medical costs and programs.

Pro Data Analytics was formed to focus on data analytics in all industries. ProData has significant expertise in Programming, Systems Analysis, and Data Analysis.

Pro Data Analytics has been supporting Clients who need:

- Assistance building their own analytics internally
- A bridge analytics to outsource while developing inhouse
- Back Office Support (hosting) for those clients who require more comprehensive "just in time" support
- Specific one-time analyses that can be addressed quickly

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