Effective strategies lead to client savings.

Patient services and contracting strategy yields \$350,000 in savings for client



Business Situation

A pharmaceutical manufacturer with an underachieving product in the retail market needed to relaunch its drug in the specialty space and offer a full patient services program to support the drug.

Solution

COEUS conducted a complete evaluation of the existing programs being offered and helped the manufacturer both identify program enhancements that would support its patient population and choose a new HUB provider to support the program.

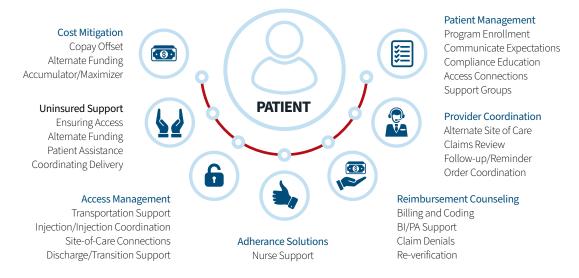
The Engagement Consisted of Three Distinct Phases:

PHASE 2 PHASE 3

Conduct a full analysis of existing program offerings and patient needs

- Remodel the existing patient services programs to better meet patients' needs
- Issue an extensive RFP to help identify a new HUB provider
- Evaluated RFP responses and helped to identify the ideal partner for the client
- Provided design and contracting support

COEUS Redesigned the Client's QuickStart and Coverage Gap Programs



Results

The client benefitted from COEUS' comprehensive approach and deeply experienced team to yield the following results:

- COEUS implemented QuickStart and Coverage Gap programs that not only got patients on therapy sooner, but helped keep them there
- By assisting contract negotiations, COEUS saved the client more than \$350,000 in costs with its HUB vendor of choice