

# The 2020 VIRTUAL SHARING CONFERENCE™

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October 19 - 21, 2020 • Monday - Wednesday

## Alternate Specialty Lite: A Successful Approach to Pharmacy Operations and Product Pull Through

PRESENTED BY

### Maryann Dowd

Director, Market Access Operations  
Optinose

### Nicholas Spiegl

Sr. Director, Pharmacy Operations  
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How many commercialization opportunities have you seen go by the wayside due to poor support in retail, or have limited commercial success because of prior authorizations and formulary restrictions placed on drugs by Pharmacy Benefits Managers and large wholesaler fees? Do you know ultimately how your company's pharmaceutical product gets to the end user – the patient, and the common hurdles patients face after securing a prescription from their prescriber?

Join Maryann Dowd and Nick Spiegl as they discuss how pharmacies and manufacturers can partner together to achieve shared goals for better patient outcomes with Specialty Lite drugs. Learn what really happens to a prescription after it gets written and sent to a pharmacy, and how technology is altering patient communication behavior.

The discussion will also include custom pharmacy solution workflows, administration support, therapy compliance, patient education and patient copay assistance from both a manufacturer and pharmacy perspective.

The Sharing Alliance™ is proud to announce this workshop as a part of this year's Virtual Sharing Conference™ lineup. Join us for 3 days of learning and sharing with presenters from FDA, DEA and CMS, along with top pharmaceutical, biotech and medical device companies, and expert service and solution providers. Registration is open to commercial compliance and operations professionals throughout the pharmaceutical, biotech, and medical device industries, as well as to the consultants and sales/solutions providers who support them.

The Virtual Sharing Conference is next month, are you registered yet?

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Only \$999 for our full program!

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### ATTENTION PHARMA INDUSTRY PROFESSIONALS:

Here's a special offer just for you. Register now for both the 2020 and 2021 events in a special combo deal. You'll get the October 2020 Virtual Conference, the September 2021 in-person Sharing Conference and 2 years of Members Only access, starting now, all for only \$3,899.00.

This offer is for industry attendees only, and does not apply to vendor service and solution providers or consultants. Vendors must register separately for the 2020 Virtual Conference and the 2021 In-Person Sharing Conference. For additional details please email: [exhibit2020@sharingalliance.org](mailto:exhibit2020@sharingalliance.org).

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The Sharing Alliance™ would like to thank all our Platinum and Gold partners for their continued support of the Sharing Conference™!

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Questions?

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