



The Pacific Northwest Chapter of the  
International Society of  
Certified Employee Benefit Specialists



# Ten Tips for Tackling a PBM Contract Negotiation

Wednesday, March 6, 2019 | 11:45 – 1:00 Pacific

Via Webinar

No Cost

[Register online](#)

*We appreciate your registration by March 4th.*

Our March educational program highlights the “top ten” areas of concern when negotiating a service agreement with a Pharmacy Benefit Manager (PBM). Many of us in the Pacific Northwest Chapter attended this presentation at the 2017 ISCEBS Symposium and were so impacted by the information we asked Josh Golden to bring his updated presentation to our members. The program will begin with an overview of the pharmacy supply chain, with payment structures that have become much more complex than simply a patient paying a retailer for a drug, who pays a manufacturer for the product. A deep-dive look at the typical PBM business model will help with understanding contract pitfalls and challenges, as well as best-in-class protocols for achieving an optimal PBM service agreement that aligns with the best interests of the plan sponsor. A summary of the current PBM vendor landscape will also be provided.

## Top Take Aways

- Understand the PBM business model and how they make money
- Identify the current vendor landscape
- Recognize the common pitfalls and challenges of PBM contract negotiation
- Categorize a set of best-in-class practices for optimizing a PBM service agreement for your organization

**Speaker:** Josh Golden | Area Senior VP | Solid Benefit Guidance | Montvale, NJ



Josh has over 18 years of experience as a strategic consultant within the health care industry, working at Arthur J. Gallagher, Pharmaceutical Strategies Group LLC, Aon Hewitt, Mercer Human Resource Consulting, and Buck Consultants. In his role as an Area Senior Vice President at Solid Benefit Guidance (a division of Arthur J. Gallagher), he is responsible for the successful delivery of a wide range of pharmacy consulting solutions to Fortune 500 employers, government entities, labor unions, and other benefit plan sponsors. Josh has a keen understanding of the entire pharmacy benefits supply chain along with extensive expertise in the areas of vendor procurement, contract negotiation, benchmarking, audit, and plan design consultation. He is recognized as a thought leader in the pharmacy benefits arena, and is frequently called upon for speaking engagements and media inquiries at a national level.

## 1 Hour of Professional Development Credits

*This program is designed to meet the requirements of the following programs*

- CEBS Compliance credit
- HRCI Recertification credit
- SHRM-CP and SHRM-SCP PDC toward recertification

A certificate will be provided to you after you meet the attendance requirements of the program. The program’s credit hours and session information would be self-reported.

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