



We are delighted to invite your practice to:

Programs designed to help facilitate seamless access to our products
for your practice and patients

Presented by:

Please RSVP by:

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Janssen Biotech, Inc.

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Practice Management

Considerations for Proactive Practice Management

- This presentation will provide practical advice and education and identify resources to help practices manage their operational processes efficiently and proactively. This presentation includes the following topics:
 - The Current Practice Landscape
 - Process Improvement and Benchmarking
 - Establishing Operational SOPs
 - Establishing a Business Office Management Plan
 - Evaluating Advances in Technology
 - Payer Contracting

Current Healthcare Policy and Legislative Update

Emerging Trends in Health Care

- This presentation will help practices understand both current and future healthcare trends, policies, and initiatives important to your practice, including:
 - Healthcare Reform: From Volume to Value
 - Medicare and Medicaid Audit Programs
 - Electronic Health Records
 - e-Prescribing
 - The Physician Quality Reporting System
 - HIPAA 5010 and ICD-10

Patient Access Considerations

Exceptions and Appeals

- This presentation covers three main topics:
 - Description and Discussion of an Exception Versus an Appeal and the Appropriate Situations in Which to Use Each
 - Steps Necessary to Initiate an Exceptions and/or Appeals Process
 - Discussion of Resources Used to Facilitate a Successful Exception and/or Appeal

Medicare Part D Overview

- This presentation covers four main topics:
 - Medicare Part D Basics
 - How Healthcare Reform Closes the Coverage Gap
 - Medicare Part D Subsidies
 - Medicare Resources that are Available to Help Educate Patients

Specialty Pharmacy Provider (SPP) Overview

- This presentation will provide a comprehensive overview of:
 - A SPP and How It Provides Services that Support Your Practice
 - Tools and Resources that are Available to Help Facilitate an Efficient SPP-Practice Relationship

ZytigaOne™ Overview

- This presentation provides an overview of the comprehensive patient access support that ZytigaOne™ provides

Oncology ABS Program Offerings

Considerations for Proactive Practice Management

Your local Janssen Biotech, Inc., Area Business Specialist has several program offerings to help you facilitate seamless access to care for your practice and your patients. One of those offerings is the Considerations for Proactive Practice Management program. The Considerations for Proactive Practice Management program reviews the practice management challenges facing our customers and provides considerations for areas to improve their current practice structure.

There are 6 important topics covered within this program:

1. The Current Practice Landscape

- Most practices “just keep up” with demands and are not current with changes necessitating appropriate shift of resources or addition of new processes. Consequential problems or obstacles cause practices to back off of therapies that require more attention or greater work effort. This section provides a high level view of the issues affecting practices nationwide, and sets the stage for the practice to consider proactive processes that will help them avoid consequential work effort that otherwise takes resources away from the provision of care.

2. Process Improvement and Benchmarking

- Most practices are not familiar with, nor do they think they have the expertise to address changes to processes (how they do the things they need to do). The changes in the healthcare environment are not going away. Practices need to know how to easily change processes that are not working, versus moving away from therapies that cause increased burden on their operations.

3. Establishing Operational Standard Operating Procedures (SOPs)

- This section educates customers on “best practice” approaches to the processes associated with access to pharmacy and medical benefit products. It helps identify common issues associated with these types of products and how proactive planning can circumvent these issues before they become a problem affecting patient compliance, or physician desire to prescribe a different product. Best practice approaches help promote the use of pharmacy benefit products by avoiding things such as downstream problems due to patient non compliance, financial issues, denials, etc.

4. Establishing a Business Office Management Plan

- This section focuses on the business impact that appropriate planning has on the services they provide. The services provided must be cost effective for the practice and not over-ride the resources available for service provision. The business office now plays a more vital role in clinical practices. Inefficiencies with business operations have caused practices to abandon the private practice model and join larger networks (ie, hospital systems). Hospital systems are now more frequently restricting access by manufacturers. They may have more restrictive formularies that can exclude certain products. Helping to increase operational efficiencies helps to secure a place in the practice’s formulary choices.

5. Evaluating Advances in Technology

- In addition to operational issues and requirements, practices are now faced with monumental shifts in the way they do things. Although technology can ultimately help practices, they see the need to convert to electronic tools as burdensome. This section helps to address the benefits of technology and how the practices can benefit from the initiatives that Medicare is providing.

6. Payer Contracting

- Most practices lack familiarity with how to conduct contracting relationships with payers. They have no clear process or procedures. This section outlines steps that practices can consider for successful contracting dialogue in order to address concerns with their existing contracts. It is an additional demonstration of an overall understanding of issues customers face in relation to product access and a commitment to assist them to improve efficiency.

Please reach out to your local Janssen Biotech, Inc., Area Business Specialist to schedule an appointment for this program delivery.

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Emerging Trends in Health Care

Your local Janssen Biotech, Inc., Area Business Specialist has several program offerings to help you facilitate seamless access to care for your practice and your patients. One of those offerings is the Emerging Trends in Health Care program. The Emerging Trends in Health Care program reviews current and evolving health care trends that have potential impact to your practice both now and in the near future.

There are 6 important topics covered within this program:

1. Healthcare Reform: From Volume to Value

- Healthcare reform represents multiple simultaneous changes to operational processes for practices. Even the most savvy practices are finding it challenging to allocate resources to learn and gain proficiency with these changes. The cornerstones of change impact delivery of care, payment, increase focus on patient-centered care, and value based purchasing. This section helps you understand all the reform changes taking place and how they may impact your practice.

2. Medicare and Medicaid Audit Programs

- Audits are increasing and are scrutinizing documentation to assess whether billed levels of care are accounted for through appropriate documentation. This requires practices to understand the audits and processes to help prepare and manage audit requests. The information within this section helps promote greater access to oral and injectable therapies by alleviating provider concerns related to additional payer scrutiny on more complex provider activities.

3. Electronic Health Records

- In addition to operational issues and requirements, practices are now faced with monumental shifts in the way they do things. Although technology can ultimately help practices, they see the need to convert to electronic tools as burdensome. This section helps to address the benefits of technology and how practices can benefit from the initiatives that Medicare is providing.

4. e-Prescribing

- Electronic prescribing is the transmission—using electronic media—of prescription or prescription-related information between the prescriber, dispenser, pharmacy benefit manager (PBM), or health plan, either directly or through an intermediary, including an electronic prescribing network. This section helps to address the benefits of this technology and how the practices can avoid payment reductions for nonparticipation.

5. Physician Quality Reporting System (PQRS)

- This section describes Medicare's PQRS quality monitoring initiative. There is concern about the mandatory shift for this initiative. The information contained here allows practices to recognize that many of the actions required by this initiative are things they are currently engaged in. This section helps to address the process steps to engage with the initiative, and how practices can benefit from the bonus payments, and avoid payment reductions for non participation.

6. HIPAA 5010 and ICD-10

- Appropriate coding is essential to describe the correct level of patient need (diagnosis) and the corresponding level of care that will be consequently billed regardless of the treatment modality selected for a patient. Product use and payer approval is tightly linked to diagnosis. Failure to code appropriately can lead to payment/coverage denials. Providers are not fully understanding the concept of ICD-10 and the impact this transition will have on system and learning needs. This section helps providers understand the implementation strategy for ICD-10.

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Exceptions and Appeals

Your local Janssen Biotech, Inc., Area Business Specialist has several program offerings to help you facilitate seamless access to care for your practice and your patients. One of those offerings is the Exceptions and Appeals program. The Exceptions and Appeals program ensures our customers have a thorough understanding of the Prior Authorization process, the difference between a Prior Authorization, an Exception and an Appeal, the steps necessary to initiate the Exceptions and Appeals process, and an overview of resources that can help facilitate the Exception or Appeal process.

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Medicare Part D Overview

Your local Janssen Biotech, Inc., Area Business Specialist has several program offerings to help you facilitate seamless access to care for your practice and your patients. One of those offerings is the Medicare Part D Overview program. The Medicare Part D Overview program ensures our customers have a thorough understanding of the Medicare Part D basics, how Healthcare Reform will close the coverage gap over time, Medicare Part D subsidies, and Part D resources for patients.

Please reach out to your local Janssen Biotech, Inc., Area Business Specialist to schedule an appointment for this program delivery.

Specialty Pharmacy Provider (SPP) Overview

Your local Janssen Biotech, Inc., Area Business Specialist has several program offerings to help you facilitate seamless access to care for your practice and your patients. One of those offerings is the SPP Overview program. The SPP Overview program ensures our customers have a thorough understanding of what a SPP is, how to best work with a SPP, and what tools and resources your ABS can provide when working with an SPP.

Please reach out to your local Janssen Biotech, Inc., Area Business Specialist to schedule an appointment for this program delivery.

ZytigaOne™ Overview

Your local Janssen Biotech, Inc., Area Business Specialist has several program offerings to help you facilitate seamless access to care for your practice and your patients. One of those offerings is the ZytigaOne™ Overview program. ZytigaOne™ Support is the single point of contact for access for ZYTIGA® (abiraterone acetate). It can provide assistance with benefit investigations, prior authorization services, coordination with SPPs for processing prescriptions, financial assistance such as out-of-pocket programs, patient education materials, personalized prescription refill reminders, and assist with the exception or appeal process. The ZytigaOne™ Overview program ensures our customers have a thorough understanding of all the services that ZytigaOne™ provides.

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