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AMCP MIDWEST Newsletter

President's Corner

As 2023 draws to a close, I'll take this opportunity to share what our Affiliate has done so far and what we're looking forward to the rest of the year. We're still in awe of the 15th Annual Detroit Day of Education, and I can't thank the attendees, sponsors, and speakers enough for their contributions. We had record-breaking attendance with over 160 colleagues joining us for some spectacular insights, networking, and education. Our highly anticipated Chicago Day of Education is quickly approaching, and we have an amazing day planned for you all! I hope to see you there on November 17th at the Radisson Blu Aqua.



Earlier this year we had the opportunity to sponsor 2 students to attend AMCP Annual 2023 in Chicago, Natalya Salganik from the University of Michigan and Alexa Abrenilla from the University of Illinois Chicago (UIC). We also sent 3 students to attend a 'Shadow Day' at LEO Pharma, Hanna Bischel from the University of Wisconsin, Leah Song from UIC, and Alexa Abrenilla also from UIC. Midwest AMCP is only able to support students because of the generosity our membership shows each year. Thank you!

I hope this newsletter brings you special content from the year behind us and promotes events we all look forward to attending. It has been such a pleasure to lead this dedicated group of innovators into another year, and I appreciate every member of our Board and State Delegates. We welcome all feedback and hope that you reach out if you have something to share. Thank you for making 2023 my best year!

A handwritten signature in black ink, appearing to read "Casey Lucas".

Casey Lucas, PharmD, MBA
President, AMCP Midwest Affiliate



*Natalie Pirkola, Pharm.D.,
MBA, MASPHM, MSIS BCACP,
BCGP, CCM, CDCES, AE-C
Vice President, Pharmacy
Health Plan Administration
Health Alliance Plan*

Industry Expert Interview – Natalie Pirkola

Dr. Natalie Pirkola is Vice President of Pharmacy Health Plan Administration for Health Alliance Plan (HAP), a regional, physician-led health plan that is an integrated part of the Henry Ford Health. Natalie provides leadership and oversight for all aspects of health plan drug management and benefit programs. Natalie also works closely with key stakeholders across the Henry Ford Health integrated delivery system to assure coordination of high-quality pharmacy programs. Prior to this role, Natalie was Vice President of Ambulatory Clinical Pharmacy Services for Henry Ford Health and developed, implemented, and sustained cost-effective and value-based clinical pharmacy programs.

Natalie's experience also includes serving as a leader in self-insured medical and pharmacy benefits at Ford Motor Company, serving as director of multidisciplinary care management and value-based services for an independent physician organization in Michigan, and serving as a population health strategy consultant and subject matter expert. Natalie has also been a healthcare educator, community pharmacist, and engaged member of various pharmacy organizations. Natalie holds a Master of Science in Information Systems with a concentration in Health Informatics from Northwestern University, a Master of Applied Science in Population Health Management from Johns Hopkins University, a Master of Business Administration with a concentration in Health Care Leadership from Oakland University, and a Doctor of Pharmacy from Wayne State University. Natalie maintains clinical pharmacy board certifications in geriatrics and ambulatory care as well as certifications in case management, diabetes education, and asthma patient education.

Natalie grew up on an apple orchard in suburban Michigan, working in her family's fruit market. With roots in the community going back one-hundred years, Natalie learned the value of hard work and contributing to the community through the family business. Natalie still hands out pies for the Thanksgiving holiday. Natalie is married to a brilliant non-pharmacist, Alex, that she met in high school. They have a daughter and son, along with two hound dogs. Natalie loves puzzles, reading, and good food with friends.

How did you decide to become a pharmacist?

A friend from Middle School who was taking the PCAT suggested that Natalie also take the exam, as she thought Natalie would make a good pharmacist. After studying for a week, mastering organic chemistry



Natalie in the bakery when I was a kid, making a pie for home use.

and other required subjects, Natalie scored in the 99th percentile, demonstrating that pharmacy was a perfect match.

How did you get into Managed Care Pharmacy?

While Natalie was a community pharmacist for Kroger, she continued to maintain relationships at her alumnus Wayne State University with a thought to eventually obtaining a joint faculty position. It was through these university connections that she learned about an opportunity to develop a unique pharmacist role in a physician organization. Jumping in as a contract employee, Natalie was converted quickly to a permanent full-time position at Oakland Southfield Physicians PC (OSP). Natalie's role evolved from creating generic dispensing reports to leading the organization's participating in the Michigan Primary Care Transformation project which involved embedding care managers, population health, analytics, and contracting. Here she was able to utilize her Pharmacy training in pharmacoeconomics. This opportunity allowed her to influence without authority, which demonstrated her ability to take on a direct leadership role.

After 6 years at OSP, Natalie joined the MI Care management Resource Center as a Subject Matter Expert for Team Based Care and Multi Payor programs where she helped develop curriculum to coach teams across the State in best practices for interdisciplinary team-based care models. Her expertise in cross-health plan programs including the Michigan State Innovation Model Patient Centered Medical Home and BCBS MI's Physician Group Incentive Program Provider Delivered Care management program launched her into her next role as a Health Benefit Specialist for the Ford Motor Company. In this position her responsibilities included managing both medical and pharmacy services. She believes her unique experience working with a major employer and understanding their challenges, needs and perspectives in dealing with employer coalitions, payors, PBMs and third-party programs are what set her up for her current role as VP at HAP. She certainly did not take the traditional, linear path from Managed Care Pharmacy resident to Pharmacy leadership at a major Regional Plan!

What is the major challenge your organization is currently facing?

Natalie believes that there are 2 challenges currently being faced by HAP and by many other health plans across the nation.

The first is managing the utilization of the GLP1 RAs which are an expensive class of drugs used to treat Diabetes, a chronic condition. While the drugs have been priced based on market demand, the widespread use along with the high cost of this class, is budget prohibitive for many health plans. Secondly, the extreme cost of gene therapies is also budget prohibitive, even though their utilization is on a much smaller scale. The current market operating models do not



Store from Natalie's mom's website

allow for health plans to absorb these costs within current funding structures, and it would cause significant premium increases if passed on to the public. Natalie feels that this area of this market may require government relief or a new funding model to support access to these treatments.

What advice do you give those starting their careers in Managed Care Pharmacy?

According to Natalie, advocating for yourself and putting yourself out there are very important. The physician organization and university partners originally thought that only a new graduate would be willing to take on the risk of starting up a new service on a contract basis. You may have a talent, but a potential employer or opportunity may not know about your interest or your experience. It is also valuable to try something different and learn. Don't be afraid to take on projects and prove yourself. Learning to influence without authority in smaller roles can lead to larger direct leadership opportunities. Lateral moves can help you learn new skills and employers value unique experiences which can leapfrog you ahead of the competition.

Where do you think our industry is headed in the next 5 years?

When she looks to the future, Natalie sees three major trends influencing how care and benefits are provided: value-based care, transparency, and equity. Health plans and providers are increasingly intertwined through value-based care contracts to focus on delivering health value to the patients that they serve. This is driving a reduction in vendor reliance and increased awareness of the true costs of care to providers and downstream entities. Increased data sharing with these at-risk providers further supports the shift away from volume-based services and towards net valuable experiences. When coupling this trend with the increasing regulations for transparency in pricing, patients can further engage in the definition of value. Transparency in other markets, like auto insurance, has increased customer engagement and lowered prices. It also raises pressures on plans and providers to deliver value. Lastly, it is not enough to provide value to only some in the population served. There is a recognition that it is critical to provide care based on member need, demonstrating equity in access, quality, service, and outcomes. Equity will challenge the market to think differently about how to reach across the health care continuum to reshape the value chain and deliver for all patients served. Natalie is very excited for this future.

"People are generally better persuaded by the reasons which they have themselves discovered than by those which have come into the mind of others."

– Blaise Pascal.



HAP Corporate and site of Detroit Day of Education

Health Plans in Attendance:

- BCBS of Michigan
- CareSource
- CIGNA Health
- Emergent Holdings Inc.
- Health Alliance Medical Plans
- Henry Ford Health
- Optum, Inc.
- Priority Health
- UAW Retiree Medical Benefits Trust
- University of Michigan PDP



Scott Biggs



Natalie Pirkola



Detroit Day of Education: Recap

The Midwest Day of Education – Detroit on September 22nd was a meeting filled with relative content, expert delivery, and networking opportunities. A big thank you to Health Alliance Plan of Michigan for the use of their facilities and their warm hospitality, and to our expert speakers and panel participants. The day would not have been a success without each of the participants who traveled in to share in the much-anticipated day of education, your attendance and feedback is much appreciated!

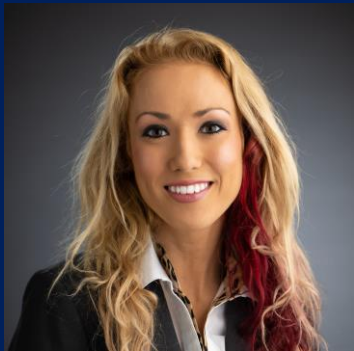
- Midwest AMCP President, Casey Lucas, PharmD, initiated the meeting with a warm welcome to the audience and recognition of the Midwest AMCP and HAP of MI staff that planned and executed the meeting. She provided reminders including specifics for the upcoming Midwest AMCP meeting on October 18th at AMCP Nexus and the Midwest AMCP Day of Education – Chicago scheduled on November 17th.
- Scott Biggs, IQVIA, Director delivered an information filled presentation addressing “Health Care and Pharmaceutical Marketplace Trends”. He outlined trends that are influencing today’s pharmaceutical health care and notable developments in the brand, generic and specialty drug markets. He recognized current market leaders as well as those in decline and pivotal developments that are influencing the U.S. pharmaceutical market and managed care market.
- VP, Pharmacy Health Plan Administration, Health Alliance Plan, Natalie Pirkola, Pharm.D, MBA, MASPHEM, MSIS, BCACP, BCGP, CCM, CDCES, AE-C, delivered the always riveting “Pipeline Update” recognizing specialty pharmacy trends and key products and their potential management strategies in 2023 and beyond specialty drug pipeline. She also presented how new treatments may impact budget, provide patient benefit, and identify potential patient populations.
- The legislative panel made up of Lisa Le Gette, RPh, MBA, (Sr. Director, Federal Government Affairs - Cigna), Phil Yeiter (Sr. Director, Government Relations - Corewell Health) and Thomas



Phil Yeiter, Thomas Casey,
Lisa Le Gette



Rob O'Brien, Peter Watson,
Christina Barrington, Atheer
Kaddis



Natalya Salganik is a PharmD
Candidate 2024 at the
University of Michigan
College of Pharmacy

Casey (Manager, Government Affairs - AMCP) provided managed care related federal and state legislation that was proposed/approved/enacted in 2023 along with a look at what's coming with national and local legislative trends.

- A very engaged panel completed the day of education discussing the always popular topic, "Industry Disruptors 2.0: Payer Perspectives". The robust discussion was moderated by Rob O'Brien, RPh, from endpoints and the panelists included Atheer Kaddis, Pharm.D, (VP and CPO - BCBSM), Christina Barrington, Pharm.D, (VP and CPO - Priority Health and President Elect, AMCP Board of Directors) and Peter Watson, MD, MMM, FACP, SFHM, (VP, Clinical Operations & Strategy - HAP of MI).

We are looking forward to an engaging and knowledge filled Midwest Day of Education – Chicago on November 17th!

2023 Scholarship Winner Spotlight – Natalya Salganik

Through a scholarship provided by the Midwest Affiliate of AMCP, I had the fortune of attending AMCP 2023 Annual in San Antonio, TX earlier this year. This conference was a fantastic opportunity to reunite with old friends, support student colleagues participating in the Annual P&T Competition and meet key stakeholders within the field of managed care.

How did AMCP Nexus directly apply to your emerging career?

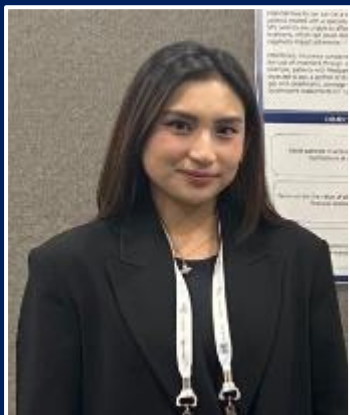
I was able to expand my knowledge of health policy and understand how this field shifts in tandem with pharmacy practice. The informational sessions not only improved my readiness for APPEs and other professional commitments but allowed me to provide better care for the patient populations I serve. Furthermore, it was inspiring to support AMCP members as they presented their research during the poster event.

What support did your AMCP Nexus conference buddy offer?

Finally, meeting with my conference buddy, Ronnie DePue, PharmD, BCGP, FASCP, among many others encouraged me to continue my journey as I prepare for post-graduation plans within the public health field. I greatly encourage all my fellow student colleagues to explore this scholarship opportunity – there is something for everyone at AMCP!



Hannah, Leah and Alexa



Alexa Abrenilla
UIC College of Pharmacy,
Doctor of Pharmacy
Candidate, Class of 2024

LEO Internship Spotlight – Alexa Abrenilla

I had the privilege to participate in the Industry Shadowing Day at LEO Pharma alongside other fellow students from different AMCP Affiliates. This experience proved to be exceptionally invaluable, offering me profound insights into the intricate workings of a pharmaceutical company. The day was filled with informative sessions that introduced us to diverse functional domains and underscored the significance of collaborative work across functions. Effective communication emerged as a pivotal factor in propelling efficiency, productivity, and success. Moreover, we students received comprehensive enlightenment on the contributions of each function to a drug's life cycle and their areas of involvement. During my time with LEO Pharma, I engaged in a Regulatory Affairs Case, where I presented my group's responses. This interactive experience was both enjoyable and instructive, fostering collaboration between us students and the current fellows as we addressed potential real-world scenarios and their resolutions. I also had the opportunity to tune into the Medical Affairs case, further enriching my understanding.

Overall, if it were not for the support and cooperation extended by the AMCP Midwest Affiliate and LEO Pharma, I would not have had the chance to establish connections with other fellow students or gain insights from accomplished individuals within the company at such a deep level. Undoubtedly, this proved to be an immensely enriching experience and I recommend all to apply for this opportunity next year!

LEO Internship Spotlight – Hannah Bischel

The LEO Pharma “Day in the Life of a Manufacture” student day provided me with a valuable opportunity to grow as a student pharmacist and member of the interprofessional team. We got to hear from a variety of professions and roles within the company and learn about how we can utilize our clinical background to integrate into the industry setting. This experience allowed education and discussion with departments such as drug development, legal, market access,



Hannah Bischel, DPH-4
 Doctor of Pharmacy
 Candidate 2024
 University of Wisconsin-
 Madison School of Pharmacy



Leah Song
 UIC College of Pharmacy,
 Doctor of Pharmacy
 Candidate, Class of 2025

regulatory and medical affairs, and HEOR. We were walked through the complicated process of getting a new drug to market, and how to get that drug to the patients who need it.

My favorite part of the experience was working closely with a team of other students and one of the current fellows on a regulatory affairs case discussion that was presented to the large group. We discussed the importance of following the FDA's OPDP standards when reviewing promotional material, managing the complex schedule of a fellow, and how to maintain operational activities as a part of a high functioning team. I was also able to connect with other students who have a passion for managed care and am excited to keep up with these connections as we grow in our career. Overall, this was a great learning experience for me and I'm looking forward to taking what I learned into my future practice. Thank you to Midwest AMCP for allowing me to represent our affiliate, and LEO Pharma for hosting such an educational event.

LEO Internship Spotlight – Leah Song

Last August, I was able to participate in the LEO Pharma Industry Shadowing Day, an event that brought together students from various AMCP Affiliates. The opportunity to engage in the Leo Pharma shadowing event in New Jersey was undeniably enlightening. Observing professionals in action, gaining firsthand exposure to their daily routines, challenges, and decision-making processes, proved to be an insightful experience. The dedication and expertise exhibited by Leo Pharma's team underscored the fundamental importance of collaboration, innovation, and patient-centered care in this sector. These attributes were further reinforced through interactions with both professionals and fellow participants.

Participating in discussions revolving around our shared interests not only deepened my grasp of industry dynamics and the intricacies of drug development but also allowed me to approach these concepts from multifaceted perspectives. I extend my heartfelt gratitude to the AMCP Midwest Affiliate for granting me the opportunity to gain invaluable insights and establish connections with industry professionals. This experience has not only enriched my comprehension of the pharmaceutical realm but has also prompted consideration of a potential career pathway within the industry. Concurrently, it has provided me with the privilege of cultivating meaningful relationships with like-minded peers. I strongly advocate

for embracing this opportunity, as it has the potential to serve as a catalyst for both personal and professional advancement.

Student Chapter Spotlight – University of Illinois Chicago School of Pharmacy

The AMCP student chapter at the UIC Chicago College of Pharmacy is delighted to be featured as the chapter spotlight. In the past year, UIC's AMCP executive board worked to increase student engagement by introducing two new committees: Education and Value Proposition. When the Value Proposition Committee was launched, it provided students with the opportunity to assess medication value, refine P&T skills, and enhance public speaking. The committee conducted five school-credited presentations, measuring interest in the P&T Competition and boosting member engagement. Due to its success, the committee will continue and expand. During Fall 2022, we introduced the Education Committee, where members explored managed care career paths and created informative infographics for UIC COP students. Upcoming projects involve presenting key managed care topics to broaden exposure to the field's ideas and values.

The AMCP student chapter at the UIC Chicago College of Pharmacy is eagerly looking ahead to the Fall of 2023 with a set of ambitious goals aimed at strengthening the organization and enriching the experiences of its members. Building upon the success of the previous year, the chapter plans to organize at least eight school-credited presentations during the Fall semester. These presentations will delve into crucial topics such as medication value, pharmaceuticals, the P&T Competition, and introducing Managed Care residencies. By doing so, the chapter aims to not only educate its members but also generate increased interest in these essential facets of managed care.

One of the key objectives for the upcoming semester is to further enhance the Value Proposition Committee's efforts. Simultaneously, the Education Committee will continue to play a pivotal role in expanding the organization's educational outreach. The committee's mission is to introduce managed care career paths to a broader audience within the college. To achieve this, they will focus on creating additional informative infographics, workshops, and seminars. This proactive approach aims to equip students with valuable insights into potential career paths within managed care.



A significant highlight of the Fall 2023 agenda is the chapter's determination to foster collaboration with industry professionals. By organizing speaker sessions, webinars, and networking events, members will have the opportunity to interact with experts in the managed care field. Our biggest networking event will be the Alumni Mixer and SAMI mentorship which allows students to match with a mentor of their interest and learn more about that field. This interaction will not only provide valuable insights but also establish essential connections for those aspiring to pursue careers in managed care.

In summary, the UIC Chicago College of Pharmacy's AMCP student chapter is gearing up for an exciting Fall semester in 2023. Their goals reflect a commitment to educational excellence, industry engagement, member development, and effective communication. With these objectives in mind, the chapter is well-positioned to make a significant impact on the managed care community while providing enriching experiences for its members.

Fall 2023 Events:

- Introduction to Managed Care
- Joint Industry Fellowship Series with IPhO and DIA
 - MCPHS Biopharmaceutical Industry Fellowship
 - Rutgers pharmaceutical Industry Fellowship
 - AESARA/University of North Carolina-Health Outcomes & Market Access Fellowship
- P&T Competition Kick Off
- P&T Competition workshop with previous local winners
- SAMI Mentorship Program
- Alumni Mixer
- Managed Care Residency Info Session
- Value Proposition Series Presentation
- Education Committee:
 - Prior Authorization Workshop
 - Career Development in Managed Care
- Delve into HEOR with Todd Lee, PharmD, PhD
- HEOR Workshop

Overall, we hope every member can learn a bit more about managed care throughout their time within AMCP and apply the concepts and skills they have learned in areas they intend to work in. For Fall 2023-Spring 2024, we are looking to host a panel and/or feature a guest speaker highlighting their road to managed care pharmacy. Please reach out to Leah Song at lsong21@uic.edu for any questions or to learn more about this opportunity.

AMCP MIDWEST MEMBER RECOGNITION

Christina Barrington - Top 50 Women Leaders in Health Care for 2023 by WomenWeAdmire.com and President Elect AMCP 2024.

Vijay Patel - named VP of Pharmacy, UAW Retiree Medical Benefits Trust

Mission

To improve patient health by ensuring access to high-quality, cost-effective medications and other therapies.

The Midwest Affiliate of the Academy of Managed Care Pharmacy (Midwest-AMCP) seeks to serve the AMCP membership in Michigan, Illinois, Wisconsin, and Indiana in three primary areas: Networking, advocacy, and continuing education programming.

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- Director of Special Projects: Charles Balisalisa (P2)
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Where to find us:

<https://www.amcp.org/midwest-amcp>

How to reach us:

midwest@amcp.org

or

midwestamcp@gmail.com

Upcoming events:

AMCP Midwest Day of Education – November 17th, 2023, in Chicago, IL

Click [HERE](#) for details!

Don't forget to complete your CE from Detroit by December 15th! Use the link below to complete.

<https://www.lecturepanda.com/a/MidwestAMCPDetroitDayofEducation2023>

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