

# Hemophilia Management Program

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**A Comprehensive Approach to Managing Hemophilia**

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**COTTRILL'S**  
SPECIALTY PHARMACY



## COTTRILL'S

**SPECIALTY PHARMACY** a national provider of specialty medications and infusion services, has a comprehensive Hemophilia Management Program designed to maximize outcomes and minimize costs through clinical expertise, data collection, and personalized treatment plans.

### Clinical Expertise in Bleeding Disorders

The Cottrill's team consists of experts in the fields of Pharmacy, Infusion Nursing, Medicine and Patient Advocacy. We are recognized nationally as a leader in the treatment of Hemophilia and other Bleeding Disorders.

We have over 100 years of experience and have spent many years developing the management, processes, and clinical capabilities to ensure that all of our patients can obtain and properly use the medications that are prescribed to them. The vast knowledge base that our staff has compiled in all components of treating Hemophilia is what sets us apart.

- Provide patients with education and resources on bleeding disorders and all of the medications that treat them
- Help patients to understand the complex treatment protocols ordered by their physicians
- Monitor patients adherence to their prescribed treatment plan
- Monthly assessments and assistance with infusion logs
- Counsel patients one-on-one to identify barriers to adherence and reduction of side effects
- Coordinate the dissemination information among all members of the patient's care team
- Manage the handling, storage and distribution of each medication
- 24/7 telephone access to pharmacists and nurses

### Adherence and Outcome Measurement

Routine interactions with pharmacists, nurses, field care coordinators and support staff at Cottrill's assures that patients are knowledgeable about their treatment plans and monitoring any changes in their condition.

This multi-step approach to collecting data and monitoring each patient's health is a key component to maximizing adherence, improving outcomes, and decreasing costs.

**We focus  
on every detail  
throughout  
the patients  
journey**



**93%** Overall  
Patient Adherence  
Rating



**99.18%**  
Patient Satisfaction  
Rate



We understand the significant financial impact that Hemophilia medications have on payers. We are continuously developing and making use of strategies such as utilization management to reduce the amount that is spent on these drugs. Our goal is to help plan sponsors avoid unnecessary future costs while providing unsurpassed, personalized care for each one of their members.

## Utilization Management

### Precise Management of Clotting Factor Reduces Costs.

Unlike other medications, hemophilia clotting factor is not manufactured at a standard dose. An example of a dose prescribed for clotting factor would be, "5000 units +/- 10%". This gives pharmacies the ability to fill up to 10% more than the patient requires, potentially costing plans hundreds of thousands of dollars more per year.

Cottrill's Specialty Pharmacy adheres to a strict utilization management program. Our experienced staff will always fill a prescription as close to the prescribed dose as possible, with the goal of filling as close to the lower end of the percentage fill as possible. This maximizes patient outcomes and minimizes unnecessary spending for payers.

**Below is an actual example that shows how choosing an available dose as close to the target as possible has saved significant costs.**

Hemophilia FVIII Patient		Assay Availability / Savings Management			
Dispense Date	Antihemophilic Factor	Prescribed Dose	Dispensed Dose	Highest Avail Assay	% of potential cost savings
1/10/2020	Clotting Factor VIII	5100iu +/-10%	96.86%	108.24%	11.37%

Dispense Date	Antihemophilic Factor	Prescribed Dose	Dispensed Dose	Highest Avail Assay	% of potential cost savings
2/10/2020	Clotting Factor VIII	5100iu +/-10%	99.61%	108.24%	8.63%

## Commitment to Excellence

Cottrill's is accredited by ACHC and URAC as a specialty pharmacy. These accreditations demonstrate our commitment and dedication to provide unsurpassed personal service and exceptional care for all of our patients. We operate under the highest of national standards that illustrate our ability to effectively and efficiently deliver quality services and products to our patients.



ACHC  
ACCREDITED



## Data Collection and Outcome Measurement

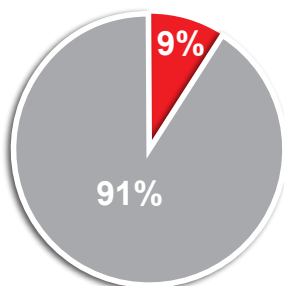
Cottrill's Specialty Pharmacy has a data driven Hemophilia management program that will improve adherence, maximize outcomes and increase cost savings. Data is collected on all patients and the results are closely monitored and analyzed to provide our partners with the information they need to make strategic decisions for their members. We collect and monitor information on each patient, before during and after each patient's treatment plan. By using baseline data and comparing it with data collected throughout the patient's treatment, Cottrill's is able to measure and validate a patient's response to therapy.



### FACTOR VII

#### Payor 1

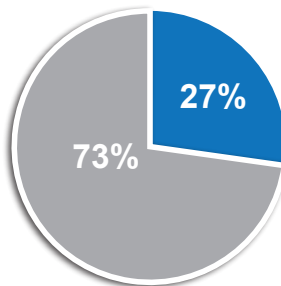
##### Prophylaxis vs. PRN



● PRN ● Prophy

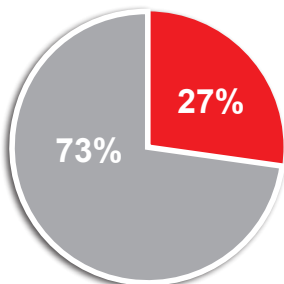
#### Payor 2

##### Prophylaxis vs. PRN



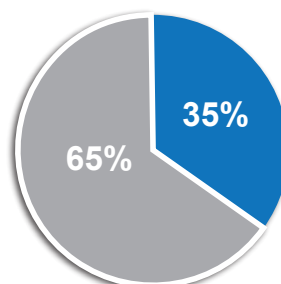
● PRN ● Prophy

##### Standard vs. Extended Half Life



● EHL ● SHL

##### Standard vs. Extended Half Life



● EHL ● SHL

Our Hemophilia Management Program allows you to compare the results of your patient population to other Health Plans and Payers around the country. These critical insights will empower you to make informed decisions on how to manage your Hemophilia patient population in the most efficient manner possible.

## Personalized Care

Our patient care model places the patient at the center of everything we do. We understand that every patient's situation is unique, so we offer personalized service and care for every patient and provider. When a patient with a Bleeding Disorder is brought onto service, a thorough clinical assessment is conducted by a nurse or pharmacist to address appropriateness of therapy, establish goals and identify any additional areas that we can support the patient. All patients have 24/7 access to our clinical team.

Each month, the patient is contacted for a follow-up assessment to ensure that their therapy is assisting them in meeting their goals. If barriers to adherence or side effects are identified, our clinical team works closely with the patient's doctors to create a plan and get the patient back on track. This model of care creates lines of open communication between all members of the patient's care team and ensures that the best possible outcomes are achieved. We help patients adhere to their treatment plans, meet their goals and prevent unplanned medical/ER visits and extended hospital stays, thereby limiting excess cost to the payer.



## Focused on Every Detail

*“ I wish to thank you for your great service over the past year.  
It is refreshing to work with a business that is professional and caring. ”*

*“ Your prompt response to requests as well as seeking out answers to  
our questions has been greatly appreciated. My illness has complicated  
our lives and it is so very reassuring that there is someone who is ready  
to assist and is dependable. ”*

*“ COTTRILL'S has facilitated the independence that has allowed our son to go away to school. ”*

*“ Thank you so much for the incredible effort, diligence and dedication.  
Your attention and professionalism go unmatched. You are a gift to us!! ”*



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