

Hemophilia Management Program

A Comprehensive Approach to
Managing Hemophilia



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 our patients can obtain and properly use the medications prescribed to them. The vast knowledge base our staff has compiled in all components of treating Hemophilia is what sets us apart.

- Provide patients with educational resources and information on their medications
- 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
- Collaborate with all of the patient's healthcare providers
- Educate patient on proper handling and storage of their 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 patients understand their treatment plans and are monitoring any changes in their condition.

This detailed approach to 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

Hemophilia medications bear a significant financial burden on employer groups and payers. Cottrill's is constantly researching ways to reduce the cost through ongoing management strategies. Our goal is to help plan sponsors avoid unnecessary future costs while providing unsurpassed, personalized care for each one of their members.

Patient Management

At Cottrill's we take a whole person approach when it comes to managing and caring for patients. Clinicians communicate each month with patients to assess the effectiveness of their treatment plan. Strong patient relationships allow for more opportunities to impact patient outcomes and adherence.

- Has the patient missed any doses?
- How many doses are left in the home?
- Has the patient experienced a breakthrough bleeding episode?
- Have there been changes to weight?
- Has the patient's activity level changed?
- Has the patient missed days of school or work or been unable to participate in normal activities due to changes in their condition?

Monthly communication allows our team to proactively identify ways to control or reduce unnecessary costs. Below is an actual example of a positive outcome for both member and plan.

- Patient transferred to Cottrill's from another specialty pharmacy
- Previous vendor had the patient set up for auto shipment
- Patient had accumulated 20 extra doses over the course of one year, which expired
- Plan saved \$188,000 by transferring member to Cottrill's for monthly member outreach and better claim management



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 at the lower end of the percentage fill if possible. This maximizes patient outcomes and minimizes unnecessary spending for payers.



Below is an actual example detailing cost savings.

Hemophilia FVIII Patient		Assay Availability / Savings Management			
Dispense Date	Antihemophilic Factor	Prescribed Dose	Dispensed Dose	Highest Available Assay	Cost Savings
1/10/2020	Clotting Factor VIII	5100iu +/-10%	96.86%	108.24%	\$12,424

Dispense Date	Antihemophilic Factor	Prescribed Dose	Dispensed Dose	Highest Available Assay	Cost Savings
2/10/2020	Clotting Factor VIII	5100iu +/-10%	99.61%	108.24%	\$9,425

Annualized savings of over \$131,000

Commitment to Excellence

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



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Data Collection and Outcome Measurement

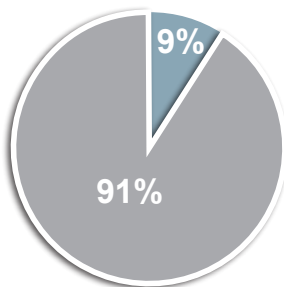
Data is collected on all patients and the results are closely monitored and analyzed to provide our partners with the information they need to make strategic decisions for their members. We collect and monitor information on each patient, before during and after each patient's treatment plan. By using 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

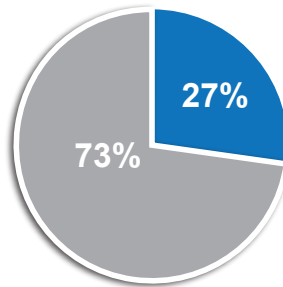
Prophylaxis vs. PRN



● PRN ● Prophylaxis

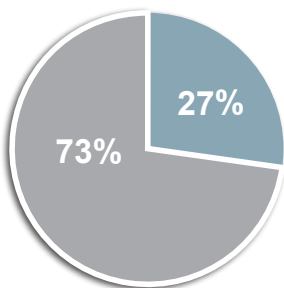
Payor 2

Prophylaxis vs. PRN



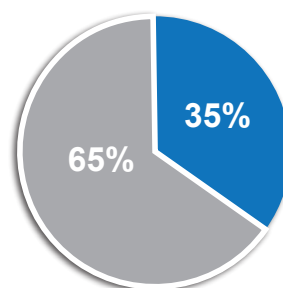
● PRN ● Prophylaxis

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 every 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 where we can support the patient.

All patients have 24/7 access to our clinical team.

Each patient is contacted monthly for a follow-up assessment to ensure their treatment plan is working. 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 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.

Cottrill's assists patients throughout every step of the patient journey through the following steps:

- Welcome call
- Introduction – what to expect
- Individual assessment
- Monthly goals identified
- Ongoing monthly outreach

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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