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**About Navigant**

Navigant Consulting, Inc. (NYSE: NCI) is a specialized, global professional services firm that helps clients take control of their future. Navigant's professionals apply deep industry knowledge, substantive technical expertise, and an enterprising approach to help clients build, manage and/or protect their business interests. With a focus on markets and clients facing transformational change and significant regulatory or legal pressures, the Firm primarily serves clients in the healthcare, energy and financial services industries. Across a range of advisory, consulting, outsourcing, and technology/analytics services, Navigant's practitioners bring sharp insight that pinpoints opportunities and delivers powerful results.

More information can be found at [navigant.com/LifeSciences](http://navigant.com/LifeSciences).

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# LIFE SCIENCES

## GLOBAL MARKET ACCESS

NAVIGANT'S GLOBAL OFFICES



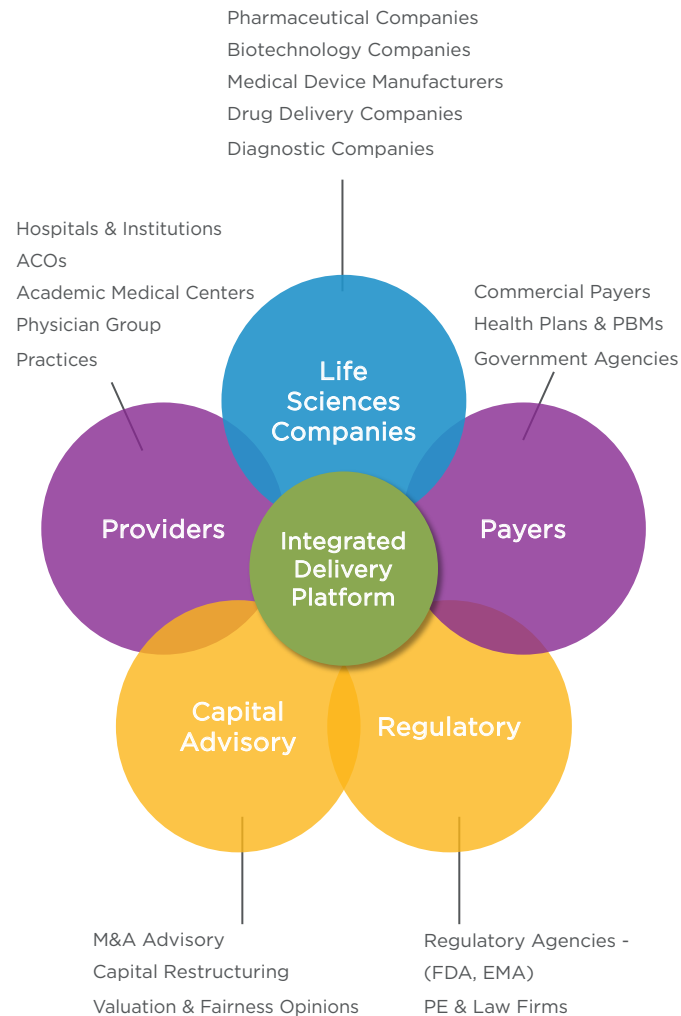
In today's highly dynamic global market access environment, companies face the challenge of continuous health reforms redefining innovation; blurring stakeholder interests, and evolving national, regional and local requirements for substantiating and capturing value.

At Navigant, we believe that market access is an integral part of optimal product development and lifecycle planning. To be successful, life science companies must integrate market access insights into clinical and commercial decision-making.

Navigant's Life Sciences Global Market Access Center of Excellence brings:

- **Expertise in Pricing, Reimbursement & Access:** A dedicated global team with deep expertise in pricing, reimbursement and market access across product development and lifecycles
- **Global Network of Stakeholders:** Access to a broad range of stakeholders including national, regional and local payers, pharmacists, key opinion leaders (KOLs), physicians and patients
- **Rich Knowledge of Major Therapeutic areas:** Oncology, immunology, pain, cardiovascular, metabolics, antibiotics and vaccines
- **Rigorous Analysis to Deliver Tailored Actionable Insights:** Advanced analytics, innovative methodologies, and qualitative and quantitative research techniques designed to bring actionable insights
- **Industry Experience:** Extensive pharmaceuticals, biotech and medical devices experience in both commercial and clinical development
- **Global & Regional Perspectives:** We have the ability to deliver global, local and affiliate engagements through our global capabilities and resources

## INTEGRATING MARKET ACCESS EXPERTISE AND INSIGHT INTO CLINICAL, REGULATORY AND COMMERCIAL STRATEGY.



## LIFE SCIENCES GLOBAL MARKET ACCESS CENTER OF EXCELLENCE:

### ENVIRONMENT:

- Payer/stakeholder mapping
- Unmet needs & value driver assessment
- TPP Assessment & evidence requirements
- Payer funds flow/care re-design & pathway implementation
- Coding/Billing & Reimbursement Analysis

### EVIDENCE & NON-INTERVENTIONAL STUDIES

- Clinical trial design & evidence requirements
- Retrospective Chart Reviews
- Pharmaco-epidemiological studies
- Patient/caregiver reported outcomes
- Registries
- Data mining

### VALUE:

- Value Proposition Optimization
- Key Value Message Testing by stakeholder group
- Value story development
- Objection handling
- Roadmap for launch
- BD&L Assessments

### PRICING & REIMBURSEMENT

- Qualitative Price Assessment
- Quantitative Price Finding & Access Studies
- Price build-up models
- Innovative pricing, contracting & managed entry agreements
- International Reference Pricing & Launch Sequence Modeling
- Mock Negotiations