

LIFE SCIENCES GLOBAL MARKET ACCESS CENTRE OF EXCELLENCE

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.

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.

Utilising our extensive industry knowledge and consulting experience, we bring clarity to complexity and substance to strategy. As a full service life sciences consultancy, Navigant seamlessly integrates market access assessments, findings and requirements with clinical, regulatory and commercial strategies.

With a 360° view of the global healthcare landscape, our team of experts work closely with our clients to identify the key perspectives and incentives of major stakeholders.

Navigant takes a fully integrated approach that reflects external market access realities and aligns to and informs internal decision processes.

Our teams support early commercial development and market preparation through launch and end-of-lifecycle planning.

Through our capabilities of economics and healthcare modelling and analysis of developing innovations, Navigant is uniquely positioned to identify and substantiate value.

We have been consistently ranked as a Top 5 Healthcare Management Consulting Firm by Modern Healthcare magazine.

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

NAVIGANT'S INTEGRATED SOLUTION DELIVERY PLATFORM

Life Sciences

- Pharmaceutical companies
- Biotechnology companies
- Medical device manufacturers
- Drug delivery companies
- Diagnostic companies

Providers

- Hospital & Institutions
- ACOs
- Academics Medical Centres
- Physician Group Practices

Capital Advisory

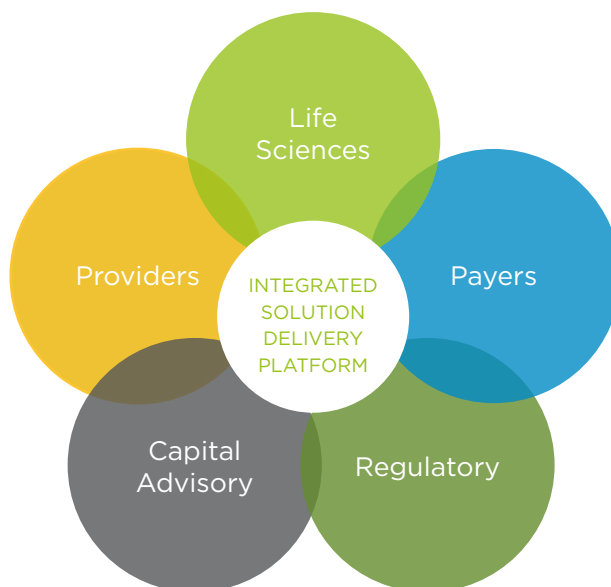
- M&S Advisory for small to mid-size firms
- Valuation & Fairness opinions
- Capital restructuring
- Lender services

Regulatory

- Life Science companies
- Regulatory Agencies (FDA, EMA)
- PE & Law Firms

Payers

- Commercial payers
- Health plans & PBMs
- Government Agencies



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

VALUE:

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

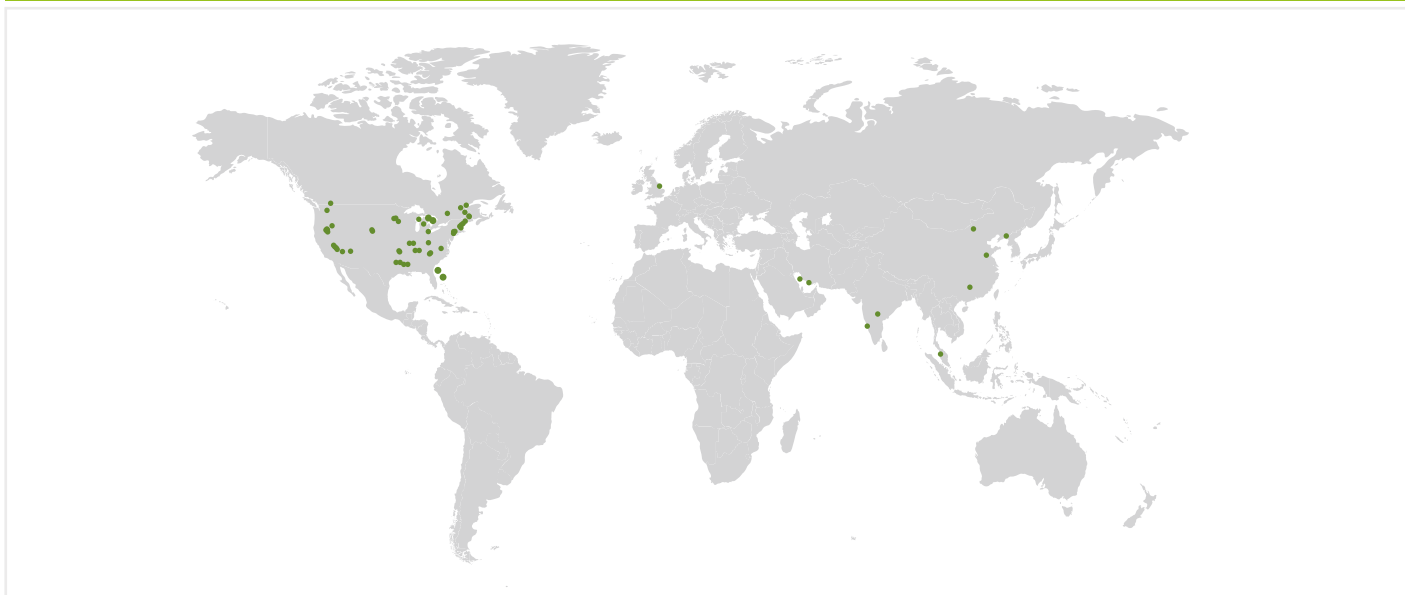
PRICING & REIMBURSEMENT:

- 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

EVIDENCE & Non-Interventional Studies:

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

NAVIGANT'S GLOBAL OFFICES



ABOUT NAVIGANT

Navigant Consulting, Inc. (NYSE: NCI) is a specialised, 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.

NAVIGANT'S LIFE SCIENCES EXPERTS

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