

## Positioning You for Success

# Addressing the opportunities and challenges in specialty pharmacy

As the country's largest alternate site GPO, MHA provides resources and services to help you achieve your business and patient care goals while remaining competitive in the market.



### Savings opportunities with comprehensive specialty GPO portfolio

**250+** Specialty products across 20 therapeutic areas

**27+** Products added to portfolio in 2021

**\$350M** Savings realized by MHA members utilizing our specialty contracts in 2021<sup>1</sup>



### Grow your business with actionable opportunities

- Enhanced contracted data & services programs
- Biosimilar program
- Genericized limited distribution drug contracts
- Immunoglobulin program



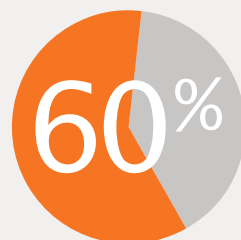
### Make strategic business decisions with key trend and market insights

- Personalized account management and engagement
- Access to full suite of clinical resources including pipeline reports
- Plan for market trends impacting patient experience and operational efficiencies, especially digital
- Leverage strong strategic relationships with industry associations, distribution partners, and pharmaceutical manufacturers

## Market Trends



Percentage of US pharma spend in specialty in 2020<sup>2</sup>



Percentage of new drug approvals in 2020 that were specialty<sup>3</sup>

**\$24B**

Investment in digital health in 2020<sup>4</sup>

**Our program is designed to position you for success today and tomorrow.  
To find out the details, contact your MHA Account Team or [info@mhainc.com](mailto:info@mhainc.com).**

1. MHA data on file.

2. Specialty and cancer drugs set to drive US drug expenditure in 2021. (2021). *PharmacoEconomics & Outcomes News*. Available at <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8085802/#:~:text=The%20ongoing%20rapid%20growth%20in,overall%20drug%20expenditure%20in%202021>. Accessed 02/15/22.

3. 2020 Specialty Approvals-96% Via Limited Distribution, January 2021. Available at <https://antonhealth.com/2020-specialty-pharmacy-approvals/>. Accessed 02/15/22.

4. IQVIA Institute Report - Digital Health Trends 2021: Innovation, Evidence, Regulation, Adoption, July 2021. Available at <https://www.iqvia.com/insights/the-iqvia-institute/reports/digital-health-trends-2021>. Accessed 02/15/22.