



2018 Specialty Pharmacy EPPS

Education & EPPS Programs

ECRM's educational sessions provide EPPS attendees with the opportunity to learn from thought leaders and category experts on a variety of topics aimed at their professional development. These sessions include presentations, moderated panel discussions, special events, workshops, and roundtable discussions focused on category insights and trends, as well as hands-on workshops to help buyers and sellers enhance the effectiveness of their meetings during an EPPS.

TIP Session - Thought Interaction Pods

60 minutes

TIP, short for Thought Interaction Pods, will take place Sunday afternoon. The session gives participants the opportunity to discuss relevant industry topics in a round table format with fellow industry professionals sitting at the table.

The Industry Experts Leading Discussions Include:

Table 1: Julie Zatzabel, Vice President - Trade Relations with Amber Specialty Pharmacy

Topic: Create a NEW Class of Trade for Specialty Pharmacy

Table 2: Cheryl Allen, Vice President - Industry Relations with Diplomat Pharmacy

Topic: Biosimilars 101

Table 3: Kent Keith, CEO and Collin Holderfield, VP Specialty with Infinity Care Solutions

Topic: Specialty Management in Retail: The Patient Experience

Table 4: John Hafl, Senior Vice President - Sales and Training with CSI Specialty Group

Topic: 2018 Strategies for Sales Success

Table 5: Timothy Paine, Director - Industry Relations with Fairview Specialty Pharmacy

Topic: Coordination of Care: Alignment of the Patient, Provider and the Specialty Pharmacy

Table 6: Scott Bryant, Senior Director - Business Development with U.S. Bioservices

Topic: Orphan and Ultra-Orphan Medications

Multiple Speakers
Multiple Companies