



IFPW Service Member Spotlight Porzio Life Sciences Services



Porzio Life Sciences (PorzioLS) is a single member limited-liability company and a wholly-owned subsidiary of the law firm of Porzio, Bromberg & Newman, P.C. (Porzio), a law firm nationally recognized for its litigation and regulatory compliance work for the life sciences industry. Porzio has provided counseling services to the life sciences industry for over 30 years. PorzioLS provides non-legal services relating to the pre-approval, launch and commercialization of prescription drugs and medical devices. Together, the companies provide regulatory compliance and legal and business services related to product development, the Prescription Drug Marketing Act (PDMA), anti-kickback statutes, the Sunshine Act, FDA regulations, false claims act, global industry codes and OIG guidances.

PorzioLS helps pharmaceutical, medical device and biotechnology companies satisfy federal, state and global marketing and sales obligations. Additional areas of expertise include healthcare compliance program development, product commercialization, training programs, promotional/medical communications review, fraud and abuse, HCP contracting and interactions, internal investigations, compliance assessments and audits, monitoring support, distribution and licensing, and Sunshine Act, state and global transparency. PorzioLS also offers a varied portfolio of compliance tools and services related to the individual laws of the 50 states, the District of Columbia and the federal government, and transparency services pursuant to reporting requirements in almost 40 jurisdictions. The non-traditional combination of Porzio's legal services and PorzioLS' non-legal counseling and solutions allows for greater flexibility and range of services for our clients and customers.

Global Capabilities... Through our joint venture partnership with MedPro Systems, Porzio AggregateSpendID® was launched in July 2010. This best-in-class aggregate spend solution allows life sciences companies to capture, review, track and report interactions with U.S.-based HCPs and HCOs. As global regulations and reporting requirements have evolved in recent years, so too have the PorzioLS products and services, in order to keep up with the demanding regulatory environment.

PorzioLS leveraged its extensive regulatory and operations experience related to U.S. transparency and Sunshine Act requirements into global solutions as well. Porzio GST® is a true “end-to-end,” fully hosted, web-based HCP management and transparency reporting tool that allows life sciences companies to capture, review, track and report interactions with European, Australian and Japanese HCPs and HCOs. PorzioLS has provided

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In Brief...

◆ **AmerisourceBergen Corporation** reported second quarter 2017 results with revenues of US\$37.1 billion, a 4% increase year over year. Gross profits rose 16.8% from the same period last year to US\$1.3 billion. Separately AmerisourceBergen has signed a new five-year pharmaceutical agreement with Express Scripts. The current agreement expires in September of 2017, while the new agreement will extend through September 30, 2022. “We are extremely pleased and proud to continue to be the strategic partner of choice and provide brand pharmaceuticals for Express Scripts,” AmerisourceBergen’s Chairman, President and CEO, *Steve Collis*, said. AmerisourceBergen’s 2016 revenue contribution from its Express Scripts relationship was approximately US\$23 billion.

◆ **Cardinal Health’s** board of directors has approved a 3% increase to its quarterly dividend beginning July 15, 2017. The dividend increase (US\$0.4624 per share) allows Cardinal to provide approximately a 2.5% dividend yield based on its current price.

◆ **McKesson Corporation** subsidiary **McKesson Canada** has announced significant upgrades and enhancements to its *PACMED Core* software platform. This platform is designed to support customers, improve efficiency of compliance packaging for patients, advance packaging accuracy and further enhance pharmacy workflow. McKesson Canada is the exclusive distributor of *PACMED* and *PACVision* to Canadian hospital and retail pharmacies.

◆ **Profarma** announced first quarter results for 2017, with consolidated gross revenues of R\$1.2 billion (US\$324.5

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IFPW Hosts Another Successful CEO Roundtable

Fifty-two international pharma executives attended the IFPW 2017 CEO Roundtable at the Corinthian Hotel in London last week. Attendees heard a variety of presentations on current topics of interest and thought-provoking ideas to be considered for future business strategy. The meeting kicked off with a fascinating in depth global overview of the pharma industry by QuintilesIMS’ Doug Long and Per Troein, followed by a very candid perspective on Specialty and Biosimilars by Tony Hooper with Amgen. These were followed by a presentation on innovative end-user patient/pharmacy technologies by MedAvail Technologies, Inc. Ari Boushib, CEO of QuintilesIMS, then concluded the morning session with an intriguing perspective on the role of informatics in healthcare outcomes.

The afternoon session kicked off with an overview of the U.S Health System and its complexities by Dr. Bede Broome with McKinsey. The next session, led by Eric Percher with Barclays, provided an overview of the Wall Street perspective of

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EU, EFPIA and Australia transparency consulting and reporting services to the life sciences industry for over 4 years, and currently works with mid-size multi-national companies to support their European and EFPIA reporting obligations via Porzio GST. In addition to Porzio GST as a solution, PorzioLS provides global transparency counseling services to companies world-wide.

Another unique competitive advantage of PorzioLS is the International Life Sciences Transparency Database of the Porzio Compliance Digest (PCD) which provides subscribers easy-to-read excerpts and summaries of critical global information/updates on global reporting requirements concerning HCP/HCO transfers of value, anti-bribery and anti-corruption, and data privacy. The International Database includes international industry association codes of conduct and guidance documents and access to the International Life Sciences Transparency Compliance Module, providing an at-a-glance summary of the laws, codes, and pending legislation related to the aforementioned topics. International Database subscribers also receive access to the International InfoCenter News page, containing the latest global news, laws, industry codes and pending legislation impacting sales and marketing activities.

*PorzioLS Licensing Services...*One of the first services offered by PorzioLS was that of the acquisition and maintenance of distribution licenses. PorzioLS has developed efficient procedures that streamline the initial and renewal licensing process through its automated application forms, secure e-rooms for document delivery and sharing, established licensing agency contacts, and thorough knowledge of the diverse state licensing rules and prerequisites. PorzioLS has worked with over 250 life sciences companies, including preparation of over 4,000 initial licenses and supporting documentation.

With experience in licensing projects with diverse scopes, business models and timelines, the Distribution Licensing Team assists manufacturers and distributors in many ways, including: identifying jurisdictional and federal requirements related to your business model; preparing, reviewing and filing of applications through all licensing bodies; tailoring applications to distribution models - trade product, device and sample distribution; and ensuring compliance with requisites and prerequisites, including bonding, fingerprinting, licenses to do business, and testing of designated personnel. The team is also in constant contact with state and federal licensing agencies, further assuring a timely application process.

PorzioLS and Porzio often assist companies in a consulting or legal capacity, respectively, with distribution and state licensing strategies. This is often done in conjunction with mergers, acquisitions, or restructuring by assessing the licensing and notification implications of a particular transaction and planning to assure uninterrupted supply. In addition, PorzioLS and Porzio consult on Drug Supply Chain Security Act issues impacting state licensing, as well as on the increasing number of county drug take back programs. Porzio often performs licensing gap analyses for companies with multiple facilities and complex distribution models and assists in notifications to the various boards that may be required outside of a licensing renewal.

PorzioLS and the Porzio family of companies offer innovative services that are unique within the life sciences industry with a team of compliance and consulting experts who understand the

issues and complexities of operating and expanding companies of every size and stage of the development spectrum. PorzioLS and Porzio's goal is to partner with our customers to fully understand their business needs and help them achieve their ultimate goals.

For more information, please contact Frank Fazio, RPh, JD, Vice President of Distribution and Licensing Services, at Fazio@PorzioLS.com, or visit www.PorzioLS.com.

IFPW's New Service Member Spotlight Feature - With this issue of the FOCUS Newsletter, IFPW will begin featuring one of its Service Member companies every two months with the goal of highlighting each company's background, history and considerable service offerings. We hope that you will find this information useful and timely as you make decisions for your company.

In Brief (cont.)...

million), highlighted by a 56.7% rise in its retail sales division. The gross profit for its pharmaceutical distribution division rose by 9.3% to R\$82.4 million (US\$22.2 million) and its independent customer segment grew by 19.9%. Its specialty division also saw an increase in sales, by 12.8%.

- ♦ **Walgreens and Rite Aid** have taken steps to force antitrust officials at the U.S. Federal Trade Commission to make a decision on the Walgreens' merger with Rite Aid. Both companies have said that they have complied with all requests for information by the FTC and have called for a deadline of July 8th for the agency to make its final decision.

- ♦ The **National Association of Chain Drug Stores (NACDS)** and the **Healthcare Distribution Alliance (HDA)** submitted a joint op-ed that was published in *The Hill* concerning the importation of drugs to the U.S. from foreign markets, and the risks associated with these imports. *John Gray*, President of HDA, along with NACDS president, *Steve Anderson*, reiterated that the importation of foreign market pharmaceuticals is not a health cost panacea and would, in fact, undo current legislation designed to maintain the integrity of the closed pharmaceutical supply chain in the country.

(Sources: Company Press Releases, Drug Store News, Drug Channels, FiercePharma)

CEO Roundtable (cont.)...

the pharmaceutical wholesale/distribution market. The meeting wrapped up with a presentation by Todd Skrinar of Ernst & Young, who has considerable experience with clients in the pharma distribution space, on the use of digital technologies in the world healthcare market today.

IFPW Chairman Steve Collis summarized the work of IFPW Foundation and challenged members to become more involved and support its activities, including the partnership with Gavi Alliance and the Fight the Fakes campaign (against falsified medicines.)

The feedback by attendees was nothing short of amazing as this meeting truly allows networking at the highest level within the member organizations. Companies representing Argentina, Australia, Belgium, Canada, China, Finland, Japan, Mexico, Peru, Russia, Singapore, South Africa, Sweden, Switzerland, United Kingdom and the U.S. were all in attendance. If you were not able to attend this year's meeting be sure and make plans to attend the IFPW 2018 CEO Roundtable which will be held in New York City April 9-10, 2018.