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Accredo Health Group, Inc.
1640 Century Center Parkway
Memphis, TN 38134

June 1, 2023

Cynthia Smolens
Senior Procurement Specialist
AHCCCS Procurement Office
701 E. Jefferson, MD5700
Phoenix, Arizona 85034

Re: Arizona Health Care Cost Containment System (YH18-0004)

Dear Ms. Smolens:

Accredo appreciates the opportunity to once again bid for this business. The feedback we received during the last bid was a gift for us to innovate and find ways to better serve the hemophilia community through improved options for payers. We continue to believe in the core care model of what we do at Accredo.

With this RFP, we are excited to share new ways that we have innovated to drive improved outcomes for those living with hemophilia, while challenging the costs and trends that are often seen with these expensive therapies. We strive to be your exclusive choice to deliver hemophilia specialty pharmacy care to your members. As part of your desire to choose an exclusive specialty pharmacy partner, we are pleased to present our core model and our new Therapeutic Resource (TRC) Plus Hemophilia model. The TRC Plus model is being offered to AHCCCS at no additional charge. Greater detail on this exclusive offering is provided in our RFP response.

Based on our previous conversations and our understanding of your bid requirements, we recognize that you are looking for a partner that offers innovation, differentiated services, cost management, and exceptional member care and education. We are aligned on the importance of each of these needs and believe we are the right partner for AHCCCS based on our unique characteristics and the value they deliver, including:

- *Specialized care* — an end-to-end specialty pharmacy experience tailored to the specific needs of individual patients
- *Data insights* — the data-driven services and visibility necessary to meet patient needs, improve adherence, and enhance your benefit
- *Innovative and Emerging solutions* — the engagement tools and programs vital to improving patient health and making the most of your healthcare dollars

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Accredo's Ever Evolving Hemophilia Model

The following represents recent enhancements and offerings that Accredo has brought forward to help create solutions for AHCCCS' members:

Hemlibra approved (Oct. 2018) — Patients have 100% access to in-market factor therapy and gene therapy access through Accredo, ensuring continuity of care.

Embarc Benefit Protection (**2019)** – Launched to help protect customers from the high cost of gene therapy drugs and ensure access for those who need them.

Home Infusion Nursing (2020) – Our team of 600+ home infusion nurses conducted 250K+ nursing visits between 2020 and 2021, spending approximately 625K hours caring for patients virtually or in their homes and navigating the pandemic. 96% of patients scored their nurse above average or excellent based on how well their needs were met.

Hemlibra Dose Calculator (2021) – Proprietary, patent pending piloted.

Gene/Cell Therapy Forecasting (2021) – Gene and cell therapy forecasting tool shows impact to the plan based on pipeline predictions and other factors.

URAC Rare Disease Pharmacy Center of Excellence (Feb 2022) – Accredo earns URAC Rare Disease Pharmacy Center of Excellence designation.

Hemgenix (Nov 2022) – Hemgenix gene therapy approved; Accredo is selected for Limited Distribution Access.

Hemlibra Dose Optimization (Jan 2023) – Accredo Hemlibra dose optimization study is published; our protocol found 64% of originally prescribed treatment regimens had the opportunity for dose and/or prescribed vial size wastage and saved $1.8 million across study participants.

TRC Plus (March 2023) – Therapeutic Resource (TRC) Plus for hemophilia launched to transform the navigation of high-spend specialty conditions

Patient Education (April 2023) – Gene therapy-focused patient education handbook available to patients.

Junior Care Force (2023+) - Junior Care Force online education tool in development to support pediatric patients with a bleeding disorder.

Government Payor Experience - Accredo currently participates in all 50 state Medicaid programs, and is actively involved in assisting states in managing this demanding market.

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Accredo is committed to making a difference in healthcare and delivering exceptional hemophilia specialty pharmacy care to AHCCS' members. You deserve a partner that not only sets the bar for aggressive action and innovation in the marketplace, but also one that brings solutions to the table in a way that matters to you. Together, we can collaborate on ideas that drive real value for AHCCCS and your members.

As per the Special Instructions to Offerors, Section 11, Accredo is formally identifying the components of our proposal submission that we consider to be proprietary and confidential. These items include the financial components within Attachment 1, Accredo's Prior and Current Contracts and Client References, our Subcontracted Vendor Listing, the Certificates of Insurance, and Accredo's Sample Reports.

We sincerely appreciate the opportunity to serve AHCCCS and your patients. As you review our proposal, please don't hesitate to contact Cathy Heinsohn, Sales Director – Accredo Pharmacy, at CEHeinsohn@express-scripts.com or 314.496.9446 with any questions.

Sincerely,

DocuSigned by:

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Victor Perini

VP Account Management, Accredo Pharmacy

06/01/2023 | 9:04 AM EDT

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