



# Shields Health Solutions – The Premier Specialty Pharmacy Accelerator in the Country

Transform your specialty pharmacy into a powerful growth engine and elevate performance where it matters most — with ShieldsRx.

**CEO:** John Lucey

**Founded:** 2012

**Employees:** 1,700

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**SHIELDS**  
HEALTH SOLUTIONS

## Company Background

At ShieldsRx, improving lives and elevating performance are at the heart of everything we do. That's why more health system leaders trust ShieldsRx to elevate access, outcomes, and growth within specialty pharmacy — delivering value throughout the entire health system. Transform your specialty pharmacy into a powerful growth engine and elevate performance where it matters most with ShieldsRx — the premier specialty pharmacy accelerator in the country.

## Product Overview

■ **Elevate Performance Where it Matters Most.** At ShieldsRx, improving lives and elevating performance are at the heart of everything we do. That's why more health system leaders trust ShieldsRx to elevate access, outcomes, and growth within specialty pharmacy — delivering value throughout the entire health system. Leveraging our proven Shields Performance Platform, we help you produce the superior outcomes your patients deserve and the financial results your health system demands. We work alongside your team, scaling resources and implementing the processes required to deliver more affordable care, optimize specialty pharmacy services, improve outcomes, retain more patients, and accelerate system-wide growth.

■ **Make Complex Care More Accessible and Affordable.** It all starts by providing your health system with access to the medications, health plans, and financial support that patients with complex and chronic conditions require. That's why we put our trade relations experts to work for you — securing access to 90% or more of the limited distribution drugs and specialty medications that patients desperately need. Simultaneously, our payer teams open the door to nine out of 10 restricted payer networks most specialty pharmacies are unable to access — expanding your eligible patient opportunity twofold. While our financial professionals work tirelessly to ensure that patients have access to affordable care and support services through your health system.

■ **Scale Integrated Pharmacy Services and Improve Outcomes.** As we are increasing access to affordable care, our clinical pharmacist, patient liaison, and support teams are also implementing the proven Shields Care Continuum to improve therapy management and care coordination

across your health system. These dedicated experts operate as integrated members of your care team — improving patient success by reducing time to therapy to 48 hours or less; optimizing the patient experience by expanding the number of critical care touchpoints four times; and enhancing outcomes by achieving 90% or greater adherence across your entire specialty pharmacy patient population.

■ **Attract and Retain More Patients.** Our Patient Workflow and Care Coordination Solution, along with our data experts also enable you to scale patient engagement and care coordination throughout the hospital. Rapidly identify patients in need and follow them throughout therapy — connecting patients with the medical providers, specialty pharmacists, patient liaisons, and financial support professionals required to deliver the best possible outcomes. This one-of-a-kind solution has proven to increase specialty pharmacy retention by 40-60%; improve patient experience Net Promoter Scores (NPS) from 20 to 80+; and reduce the total cost of care by 13% or more.

■ **Accelerate System-Wide Growth.** While we are laser-focused on helping you produce superior patient outcomes, we also understand that your health system must be financially fit. That's why we leverage Shields Acceleration Solutions and Services to unlock economic upside as we scale your specialty pharmacy capabilities. Whether it is reducing your total cost of care by double digits, enhancing margins through 340B; increasing specialty pharmacy revenue by 30%; or generating \$20M+ in incremental year-over-year net operating income — we will deliver the system-wide financial performance required to accelerate growth and optimize care.

■ **Transform Specialty Pharmacy Into a Growth Engine.** With the foremost leaders in specialty pharmacy on our team; proven success partnering with more than 75 health systems across the country; and a vested interest in delivering measurable results — we are the partner of choice for health system leaders who want to transform specialty pharmacy into a powerful growth engine and produce superior patient outcomes. Together, we will expand payer and drug access; improve therapy management and care coordination; deliver unsurpassed patient experiences; and generate the net operating income you need to accelerate growth.

## Key Customers

We are the partner of choice for health system leaders who want to transform specialty pharmacy into a powerful growth engine and produce superior patient outcomes.

Visit our website to see our growing list of health system partners nationwide, including leading academic medical centers, integrated delivery networks, accountable care organizations, and health systems.