

New Regulation Affecting Drug Pricing

STRATEGIC APPROACH TO NAVIGATING REPORTING AND PRICING REQUIREMENTS IN SB 17 AND OTHER STATES' ACTIONS

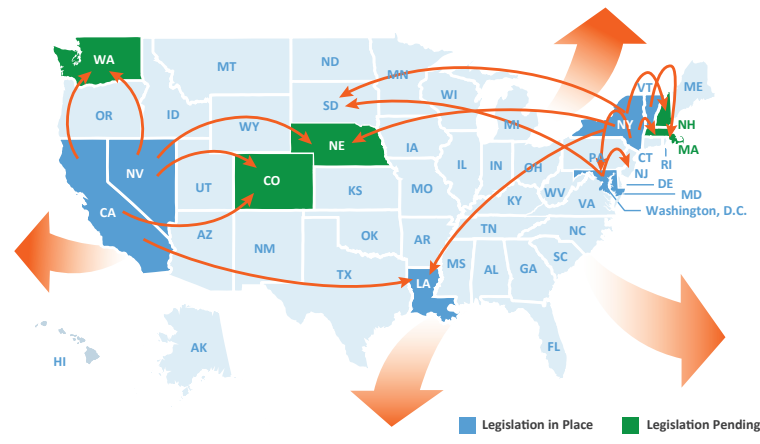
50% of the US population lives in states that have passed or have introduced price transparency and control legislation



Starting in 2016, five states have passed legislation on drug price control and transparency, with bills pending in another 9 states; California is particularly influential, and SB 17 is expected to prompt additional states to replicate this legislation

Local regulations, global impacts

Legislation has multiple impacts that go beyond local Medicaid and state spending – it impacts commercial pricing in affected states and nationwide, and competition globally



How we can help? Integrated approach ensures that regulatory compliance follows strategy



669034
3309876
4590380
2980076
3398066
1129987
2983784
8882723

SMA IS A DIFFERENT KIND OF SUPPORT SERVICES FIRM

Over 450 employee-professionals and extensive network of advisors and experts focused on improving competitiveness from market strategy to pursuit, to winning proposals, to execution performance

First hand experience – our principals have won business, delivered projects, managed organizations and handled crises in every corner of the world

People who have run things and achieved results – not just advisers, a group of business leaders and former senior government officials who have run significant organizations

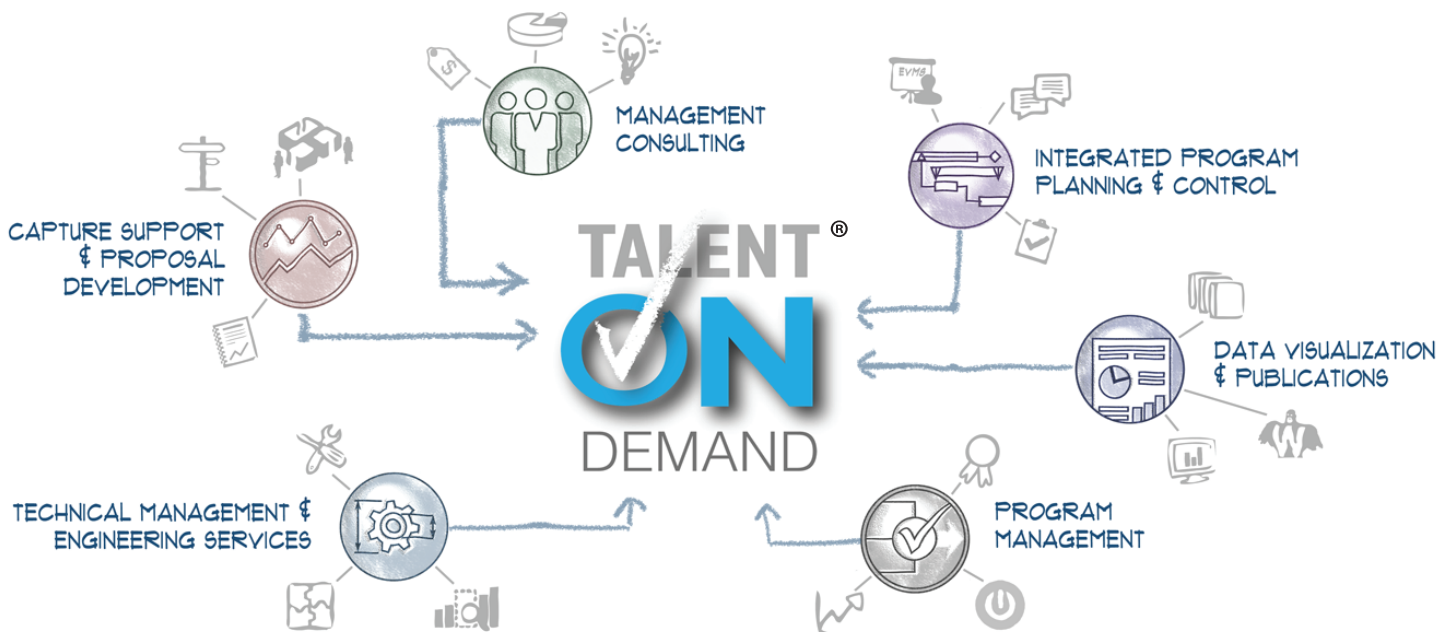
Ability to blend tacit knowledge with practical experience – combining ideas from the world's leading universities with hands on experience in the trenches

Can provide help with a wide range of problems – from strategy to implementation

Able to operate at the highest levels of business and government – our principals have advised CEOs and Boards, Secretaries and Generals, leaders of government agencies and military departments, and international presidents and kings

Delivered results for 35 years – our clients keep coming back to us to pursue, win and perform on programs

Thought Leadership – contributions in project management, proposal management, and systems engineering disciplines for industry, government and professional associations



SMA helps companies become more competitive. We offer STRATEGY, MANAGEMENT, and ANALYTICS to improve your competitiveness from market entry, to winning business, to profitable execution. We assist you to achieve success on programs with: Management Consulting, Capture Support & Proposal Development, Data Visualization & Publications, Program Management, Integrated Program Planning & Controls, and Technical Management & Engineering.

Corporate Headquarters
18400 Von Karman Avenue, Suite 500
Irvine, California 92612, USA

Washington, DC Office
2101 L Street NW Suite 400
Washington, DC 20037, USA

P. 949 975 1550
F. 949 975 1624
E. info@smawins.com