



2022 Strategic Channel Partner of the Year

Innovative Service or Solution

AscellaHealth, a global Specialty Pharmacy and Healthcare Services organization is dedicated to providing customized clinical and technology-based services, streamlining access to specialty medications, optimizing clinical outcomes and improving the overall patient journey. AscellaHealth is at the forefront of Specialty Pharmacy with cutting-edge programs to address unmet needs and deliver the best possible experience for patients with chronic or complex conditions requiring specialty medications and/or gene and cell therapies. Benefiting all industry stakeholders including patients, payers, pharmaceutical manufacturers and providers, AscellaHealth provides integrated end-to-end solutions delivering value across the care continuum.

Recently, the AscellaHealth Family of Companies was formed which includes Ireland-based subsidiary, Terebellum, offering group purchasing services, financial solutions and supply chain logistics to European biotech manufacturers, along with Optime Care, a Specialty Pharmacy and patient management organization providing high touch capabilities for rare and orphan disease patients.

The AscellaHealth Family of Companies offers services throughout the entire product lifecycle from pre-commercialization and market access to distribution, fulfillment, clinical compliance and outcomes tracking.

AscellaHealth has received numerous accolades including being named one of the top workplaces in the Philadelphia region by the Philadelphia Inquirer, included on The Financial Times' list of "Americas' Fastest Growing Companies 2022" and named Gold Winner as Small Company of the Year for Pharmaceuticals by 2022 American Business Awards at this year's Stevie Awards. Dea Belazi, President and CEO of AscellaHealth was also recently recognized as a Philadelphia Titan 100 for his superior leadership and an astounding 4-year revenue growth of 1556%.

Service Excellence

AscellaHealth at its core is a patient-first organization, putting specialty and rare disease patient needs above all else. Its exemplary work incorporates technology and innovation into patient care, making ongoing contributions to achieve the best possible health outcomes for rare disease and specialty patients.

AscellaHealth's custom services strive to increase affordability and access to specialty medications. For example, the company's subsidiary, Optime Care, recently launched the Copay AdvisorSM program, enabling manufacturers to ensure that allotted copay funds are used towards patients' out-of-pocket costs. Other comprehensive Hub and patient support services streamline communications between prescribers, patients and pharmacies while decreasing the time it takes to fulfill specialty medications and increasing health outcomes. Optime Care



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demonstrates an 80-90% compliance rate with an overall 98% patient and provider satisfaction rate.

Additionally, AscellaHealth continues to adapt to the changing marketplace as the industry develops new treatments, considers the concerns of patients, some dealing with conditions ranging from cystic fibrosis (CF) to Duchenne muscular dystrophy (DMD), and finds new ways to improve its services establishing a single-source partner for organizations launching or managing new and innovative therapies. As we see the progress of research on gene therapy and genome-editing for rare diseases, including ways in which we can optimize treatment for rare genetic conditions including Cushing Syndrome, it is crucial for AscellaHealth to conclude how best to address and share this information to its audience, creating open communication to guide patients safely and confidently throughout treatment.

Specialty Pharmacy Business Model Acumen

AscellaHealth paves the way for the Specialty Pharmacy marketplace while continuing to grow and expand its portfolio of end-to-end specialty pharmacy solutions. The organization's recent formation of the AscellaHealth Family of Companies and acquisition of Optime Care increased its suite of high-touch patient support capabilities including its custom-branded programs and national fulfillment of all specialty medications, optimizing access and compliance to therapies. Furthermore, its patient-first approach allows care coordinators to form meaningful connections with patients, keeping them from having to jump through hoops to reach quality care and effective solutions to manage chronic or complex conditions.

The AscellaHealth Family of Companies also recently announced the plan to expand their Ireland-based subsidiary, Terebellum, into the United Kingdom and Germany. Terebellum offers premier pre-commercialization and market access expertise, supply chain logistics, potential distribution and unique pharmaceutical financial solutions. Expanding into these new markets allows the AscellaHealth Family of Companies to close the gaps and reach unmet needs within the global Specialty Pharmacy industry.

AscellaHealth has also developed a complimentary industry-wide digital newsletter, Developments in Specialty Pharmacy, which presents key industry trends, therapeutic news and other relevant information on Specialty Pharmacy to patients, payers, pharmaceutical manufacturers and providers. The company will also be creating a European version of this newsletter branded under its subsidiary, Terebellum, launching later this year.

Community Involvement

AscellaHealth's work has improved the Specialty Pharmacy and rare disease communities by developing innovative solutions and programs to improve access and affordability to expensive specialty medications and compliance to therapies, for those with rare and orphan diseases.

AscellaHealth supports their patients nationwide, with many of those patients located in the local Pennsylvania/Philadelphia community in which the company is headquartered. The company has received numerous accolades from the Philadelphia Business Journal,



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including placing sixth on the “Soaring 76” list of fastest growing companies and President and CEO, Dea Belazi, being named a top honoree for “Most Admired CEO.”

AscellaHealth's corporate volunteer program organizes philanthropic efforts, such as the recent aid given to Ukraine thanks to employee contributions and corporate-matched donations.

Employees are encouraged to participate in volunteer activities in the local Philadelphia community through the Philadelphia Chamber of Commerce and other local organizations. AscellaHealth is also part of multiple industry associations such as the National Association of Specialty Pharmacy (NASP), the Self Insurance Institute of America (SIIA) and the National Council for Prescription Drug programs (NCPDP). Additionally, AscellaHealth supports the National Hemophilia Foundation (NHF), a foundation which shares the same goal – improving the treatment journey for patients.

AscellaHealth is always at the forefront of the Specialty Pharmacy industry by ensuring unmet needs in the marketplace are met and serving all stakeholders including patients, payers, pharmaceutical manufacturers and providers in an effort to optimize medication access and clinical outcomes for specialty and rare disease patients.