

# Wiley's Health Care Contracting Chronicles

## Transforming PBM Contracting: The Wiley Approach

In this episode of Wiley's Health Care Contracting Chronicles, hosts Jordan Ross and Brooke DeLoatch share how Wiley's innovative PBM contracting process helps health plans achieve better pricing, transparency, and efficiency. They outline the five key stages of the Wiley Competitive Contracting process, explain why early legal involvement is a game-changer, and discuss how this method drives meaningful negotiations. Tune in for actionable insights into mastering PBM contracts in a rapidly evolving marketplace.

## Contact Us

For more information, please contact one of the attorneys listed below.

- Dorthula H. Powell-Woodson
- Brooke M. DeLoatch
- Jordan Ross

## Wiley's Health Care Team

Dorthula H. Powell-Woodson; Brooke M. DeLoatch; Jordan Ross; Lukman Azeez; Kathryn Bucher; Kathleen E. Scott; Tatiana Sainati; Kathleen Cooperstein; Rebecca J. Fiebig; Melany Birdsong; Kelly Baugh; Amaru J. Sánchez

## Related Professionals

Brooke M. DeLoatch  
Associate  
202.719.3765  
bdeloatch@wiley.law  
Jordan Ross  
Associate  
202.719.3264  
jross@wiley.law

## Practice Areas

Health Care  
Health Care Contracting  
Pharmacy Benefit Manager (PBM)  
Contracting

## Understanding Pharmacy Benefit Managers: The PBM Landscape Explained

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In this episode of Wiley's Health Care Contracting Chronicles, hosts Jordan Ross and Brooke DeLoach introduce the complex world of Pharmacy Benefit Managers (PBMs) and their pivotal role in the healthcare industry. They explore the functions of PBMs as intermediaries between insurers, pharmaceutical companies, and pharmacies, detailing their responsibilities in managing drug benefits and negotiating prices. The discussion also addresses the growing concerns around transparency and regulatory oversight, highlighting recent legislative efforts aimed at reforming PBM practices. Tune in to gain foundational insights into the PBM landscape and what it means for healthcare contracting in the future.