

Curriculum Vitae

Katheryne Richardson, PharmD

BRG

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SUMMARY

Katheryne Richardson is a Managing Director in BRG's Health practice and has over 25 years of experience including pharmacy practice, strategic consulting, drug pricing and policy analytics, and pharmaceutical industry executive leadership. She has specific expertise in the strategy, operations, and analytics of programs such as the 340B program and the Inflation Reduction Act (IRA). She specializes in leveraging technology enablement to support strategic consulting for clients across the healthcare continuum, including pharmaceutical manufacturers and others. Specifically, she focuses on creating strategic insights and opportunities that expand clients' capabilities to understand, deliver, and optimize their performance in the dynamic drug pricing and policy landscape.

EDUCATION

BS, PharmD University of Kentucky

PRESENT POSITION

Berkeley Research Group

Managing Director 2024-present

PREVIOUS POSITIONS

Bristol Myers Squibb

Vice President Global Pricing and Health Systems Analytics 2024

Vice President Global Health Systems Analytics 2023-2024

Executive Director 340B Strategy 2021-2022

Apexus/Vizient

Vice President 340B Compliance 2014-2021

Senior Director Policy 2011-2014

PROFESSIONAL EXPERIENCE

Drug Pricing, Policy Analytics, and Cross-functional Strategic Leadership

Served as the pricing lead for the first round of CMS IRA price-setting for the highest gross sales Medicare Part D drug, which included oversight of the pricing strategy, data submission, impact analytics, delivering executive communications and recommendations, and representing the pharmaceutical manufacturer in all live CMS meetings. This resulted in the third lowest discount of the negotiated price from 2023 list price, as described by CMS here: <https://www.cms.gov/newsroom/fact-sheets/medicare-drug-price-negotiation-program-negotiated-prices-initial-price-applicability-year-2026>

Led pricing strategy, execution, contracting, government pricing, and pricing analytics teams, of over 100 individuals across US and international markets for a leading pharmaceutical company. Results from these teams included establishing and approving pricing and contracting strategies for new product launches, determining international reference pricing impacts for market segment pricing exceptions, overseeing the pricing governance and exception processes, projecting product/pricing impacts for potential business development opportunities, recommending price actions, overseeing and explaining market access components to the gross to net impacts in conjunction with finance, reporting state and federal government pricing requirements, payment of customer rebates, developing the language for the pricing components of the Environmental Social Governance-related reports, and preparing senior leaders on pricing issues pertinent to earnings calls, congressional testimony, litigation, and other external affairs.

Established and led a global pricing policy analytics team for a top pharmaceutical manufacturer that forecasted policy impacts used for financial projections, including 340B (state and federal legislation, duplicate discounts, and program abuses such as diversion), the Inflation Reduction Act (Part D redesign/affordability improvement, utilization management, manufacturer discount program, coverage gap changes, inflation rebates, maximum fair price impacts), as well as other policy analysis such as PBM reform, Medicaid Misclassification Rule, Direct and Indirect Remuneration Changes, European Union Health Technology Assessment Reform/Joint Clinical Assessment, European Union General Pricing Legislation, etc. This resulted in accurate assessments of impacts that were included in base budgets as well as dynamics that were held as risks/opportunities.

Created and implemented new organizational enterprise strategic and operational 340B capabilities that included designing and aligning resources including federal and state policy, advocacy, government affairs, corporate communications, legal, market access, trade, government pricing, finance, pricing analytics, external technology vendors, and commercial marketing. This work enabled successful evolution of the company's 340B program integrity approaches, in alignment with rapidly evolving

market dynamics. Additionally, this work formalized measurements for key indicators, established the capability for good faith inquiries, and informed overall policy reform positions and approaches.

Oversaw the executive organizational direction as a senior leadership team leader, which included financial and strategic responsibilities and board of directors' engagement for the federal 340B Prime Vendor Program. Managed key industry partner executive relationships, including at the US Department of Health and Human Services, wholesalers, hospital systems, pharmaceutical companies and hospital systems. Led teams to achieve multiple successful federal agreement awards as the Prime Vendor. Created, implemented, and evolved new organizational capabilities, including a national policy and operational call center, online and live educational programs serving tens of thousands of individuals, and a market-leading national certification program.

SAMPLE RECENT PRESENTATIONS AND PUBLICATIONS

Association for Value Based Cancer Care, New York 2024: Faculty for the session - Inflation Reduction Act: What's Next for Oncology, Hematology, and Cell and Gene Therapy, The Producer's View (Co-faculty: Angela Riemer, Vice President US Business Policy and Public Affairs Pfizer, David Senior, MPH, SVP Cencora, John Hughes, Executive Director Federal Policy and Government Relations Merck)

Medicaid Drug Rebate Conference, Chicago 2023 and 2024: Speaker and facilitator for the session - Closed Door Executive Strategy Summit, an interactive session for executives at the Senior Director level and higher. Topics included: 340B litigation and policy reform, IRA implementation, state drug affordability boards and reporting, technology and innovation, and additional policy and gross to net topics

Medicaid Drug Rebate Conference, Chicago 2022: Speaker for the session - 340B Thought Leadership, What's New and What's Next (Co-Speaker: Ge Bai, PhD, CPA Professor, Johns Hopkins University Carey School of Business)

340B Coalition, 2021 - 2022: Drug Manufacturer 340B Working Session: Lead Speaker

340B Handbook, American Society of Health Systems Pharmacists 2024, Author Chapter 16: Manufacturer Considerations and Perspectives on the 340B Program

340B Handbook, American Society of Health Systems Pharmacists 2018, Author Chapter 17: Chargebacks and the 340B Program

340B University Live: Course creator, editor, and speaker at approximately 50 in-person training sessions over ten years, educating approximately 15,000 learners on topics including: 340B Basics, 340B for Executives, 340B and Medicaid, GPO Prohibition, Orphan Drug Exclusion, 340B Hot Topics, Contract Pharmacy, Mixed-use Pharmacy, Entity-owned Pharmacy, Audits, 340B Pricing

