

## Sarah Marche Biography

LinkedIn Profile: [linkedin.com/in/sarah-marche-45249513/](https://www.linkedin.com/in/sarah-marche-45249513/)



Sarah Marche is responsible for Highmark's Pharmacy Benefit Management Business, including Clinical and Specialty Pharmacy, Pharmacy Product, Marketing and Sales, Operations, and Manufacturer and Vendor Contracting.

She joined Highmark Inc. as a Clinical Pharmacy Specialist in 2005 with a focus on Formulary and Utilization Management for the Commercial and Medicare Part D lines of business as well as Drug Pipeline Management.

Dr. Marche was subsequently promoted to Manager of Manufacturer Relations where she served as the main point of contact for pharmaceutical manufacturers and built the rebate contracting strategy for the Pharmacy Services organization at Highmark. She expanded her role to drive the strategy for all vendor partnerships including the PBM and Specialty Pharmacy partners.

Dr. Marche received her Doctor of Pharmacy from Duquesne University and then completed a Pharmacy Practice residency with University of Pittsburgh. She began her pharmacy career as a Clinical Pharmacist with UPMC - Shadyside Hospital as a Critical Care Pharmacist and also

spent time at UPMC – Palermo, working as a pharmacist.

### Current Professional Affiliations include:

- AMCP
- Leadership Pittsburgh
- Executive Sponsor of Highmark's Women's BRG

### Thought Leadership Topics:

#### High Cost Drugs and Pharmacy Issues

- Helping employers deal with high cost drugs
- Pharmacy cost and management issues that employers may face
- Specialty pharmacy strategies across pharmacy and medical benefits.
- Outcomes based contracting

#### Pharmacy Benefit Managers (PBMs)

- How PMBs play a role in managing pharmacy spend
- How health plans can work differently with their PBM to maintain strategic direction while leveraging PBM scale and size
- How to oversee your PBMs operations as a health plan

### Interviews/Articles:

#### Highmark Provides Members Alternative Site of Care for Infusion Therapies

<https://www.highmark.com/hmk2/newsroom/2018/pr120418InfusionTherapies.shtml>

*"By receiving infusion therapies at other sites, members can reduce transportation times, see more flexibility in their schedules and receive their treatment in a more comfortable and private environment. However, if a hospital setting is the appropriate option, a member's care will continue to be covered and uninterrupted."*

### **Independent pharmacies under pressure as networks narrow**

<https://www.pharmacist.com/article/independent-pharmacies-under-pressure-networks-narrow>

*"The reality is that health care costs are increasing and pharmacy is a huge component of driving our health care costs."*

### **How integrating pharmacy and medical benefits can rein in spending on specialty drugs**

<https://www.bizjournals.com/pittsburgh/news/2017/09/26/how-integrating-pharmacy-and-medical-benefits-can.html>

*"Drugs are getting launched with higher and higher price points," she said. "It's a little bit of an anomaly. There aren't many markets where the competition comes in with a higher price point. The existing competitor drugs then change their price point to meet the new drug. It's very different from the rest of the markets."*

### **Our Nation's Health Care System: A Conversation with Sarah Marché**

<https://www.highmarkhealth.org/blog/future/Our-Nations-Health-Care-System-A-Conversation-With-Sarah-Marche.shtml>

#### **About Highmark Inc.**

One of America's leading health insurance organizations and an independent licensee of the Blue Cross Blue Shield Association, Highmark Inc. (the Health Plan) and its affiliated health plans (collectively, the Health Plans) work passionately to deliver high-quality, accessible, understandable, and affordable experiences, outcomes, and solutions to customers. As the fourth-largest overall Blue Cross Blue Shield-affiliated organization, Highmark Inc. and its Blue-branded affiliates proudly cover the insurance needs of 4.5 million members in Pennsylvania, Delaware, and West Virginia. Its diversified businesses serve group customer and individual needs across the United States through dental insurance and other related businesses. For more information, visit [www.highmark.com](http://www.highmark.com).