

## New On-Demand Library of Market Access Resources for Life Sciences Teams Available Now

*Collection of Comprehensive Training Tools Is Designed for Immediate Implementation*

EDGEWATER, Md. - [July 15, 2025] – Encompass Communications and Learning, Inc. has unveiled a collection of market access training materials for life sciences companies seeking real-time learning and development tools. Encompass’s industry, access, and instructional experts developed [On-Demand Market Access Solutions](#) with a focus on topics most pertinent to pharmaceutical colleagues.

The library of in-depth guides is designed to acquaint pharma colleagues with some of the more complex—but essential—elements of the healthcare system. Among the topics are key stakeholders in the prescription pathway, details of health insurance coverage including Medicare Parts B and D, and specialty drugs and pharmacies, as well as a comprehensive glossary of market access terminology.

Encompass, known for creating fully customized learning and development programs that address teams’ specific training needs, developed the suite of solutions after identifying a pattern of subjects where most of its partners see gaps in knowledge. Each standalone guide helps team members understand a specific area, while collectively the guides provide context to navigate customer discussions and business challenges.

“These ready-to-use resources speak to the topics that our clients most often share as areas of need for their teams,” said Jim Gamgort, managing partner and chief commercial officer of Encompass. “They are a huge step forward for companies who want to start training now and then refine their programs with the more tailored resources we offer.”

To learn more about the On-Demand Market Access Solutions, contact Jenn Lalli, senior director of business development and marketing at [jlalli@encompasscnl.com](mailto:jlalli@encompasscnl.com).

### About Encompass

Dedicated to the life sciences industry, [Encompass Communications and Learning, Inc.](#) delivers training and communications solutions leveraging deep industry experience. Using its proven iEAR® approach, the company partners with life sciences organizations to develop their teams’ knowledge and skills, and ultimately drive optimal performance.

### Key Media Contact

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