

7 Strategies to Control Pharmacy Cost

1. Strong PBM contracts	100% transparent pricing	Pass-through pricing	Formulary & market share rebates	Performance incentives
2. Specialty drug prior-authorizations through RxResults	Independent prescription risk management	Evidence-based recommendations	Priority on efficacy over rebates	Approved specialty Rx followed by nurse case manager
3. Copay assistance programs for Specialty Rx	Shield members from high copay on specialty Rx	Assistance for member to enroll in program	Copay is offset so member's actual cost is reduced	Alternate option adjusts coinsurance to 10%, 20% or 25%
4. Alternate funding programs for Specialty Rx	Reduce member specialty Rx copay	Complies with ERISA, HSA, HDHP, tax & discrimination regulations	Appropriate utilization of alternate funding programs	Factors can influence funding program criteria
5. TrueCost Rx/Reference-Based Pricing	Reference-based pricing for non-specialty Rx	Two tiers: Limited therapeutic classes or all therapeutic classes	Alternate to traditional PBM offerings	Targeted member communication and education included
6. Carve out Cell and Gene Therapy	Control future risk and mitigate costly new lasers	Provide members with access to breakthrough treatments	Utilize Center of Experience	Can exclude Cell Therapy, Gene Therapy or both
7. Manage Pharmacy Cost in the Medical Plan	Access rebates for medical plan pharmacy spend	Includes high-cost injectable drugs and medications	100% claims monitoring	PBM reconciliation