

Beyond the Script: Managing the True Drivers of Pharmacy Costs

The Benefits Brief: Insights that Fit Your Schedule

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Cottingham & Butler

Before We Begin

- All attendees are in “LISTEN ONLY” mode.
- All questions are taken offline.
- A recorded copy of the webinar and slides will be made available to all attendees.
- Reach out to BJ McAndrew, your host, and he will follow up with you after today’s session.

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Specialty Drugs

50%+
of Spend

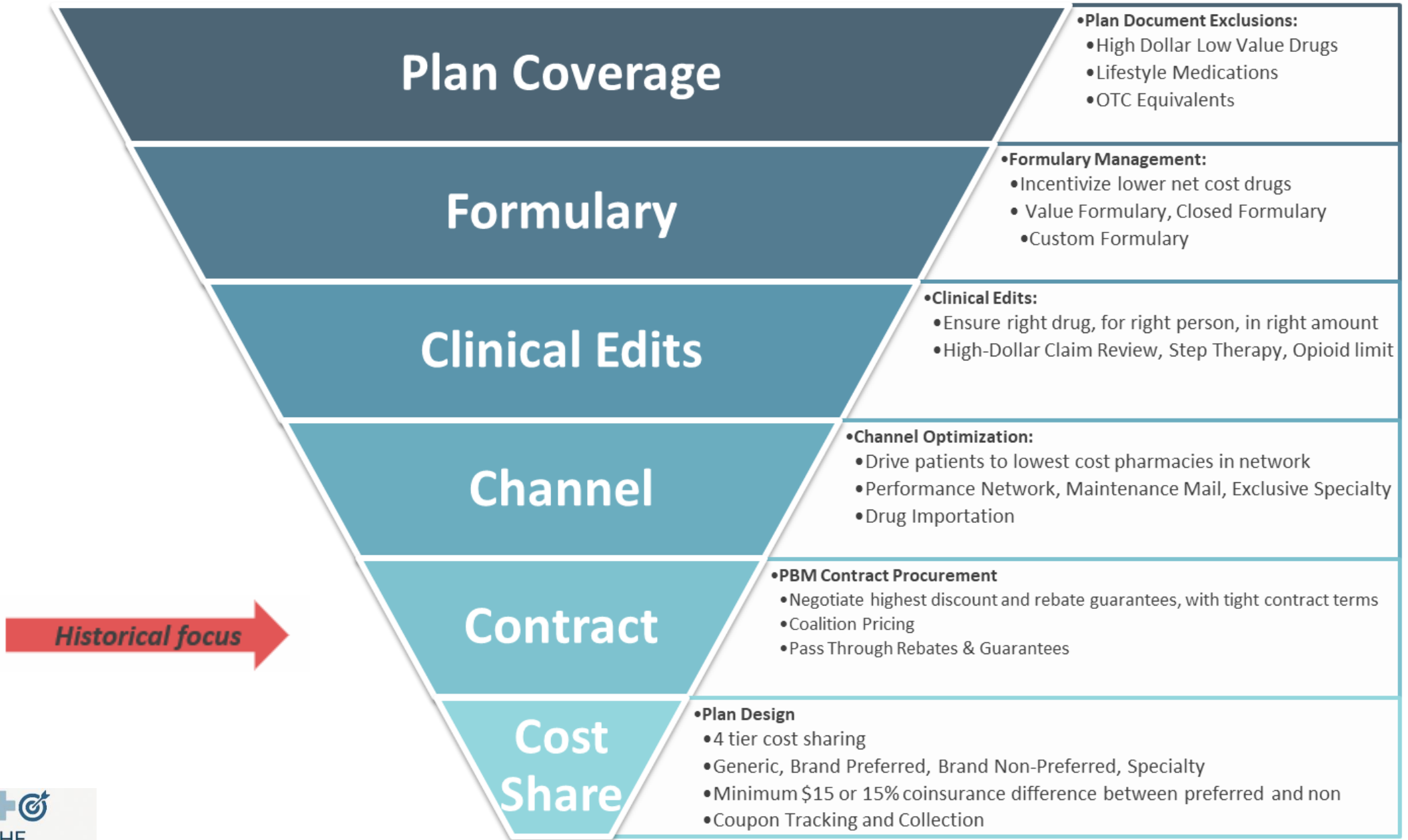
● **<2%**
of Members

GLP-1

20%
of Spend



+300%
Utilization



Engineer Control

CONTROLRX



33% less cost
than national average

70% less

Specialty drugs utilized than rational average



32% denial rate for GLP-1s

Impacting <1% of population but generating 865k+ in savings alone for avg. 500-person company.

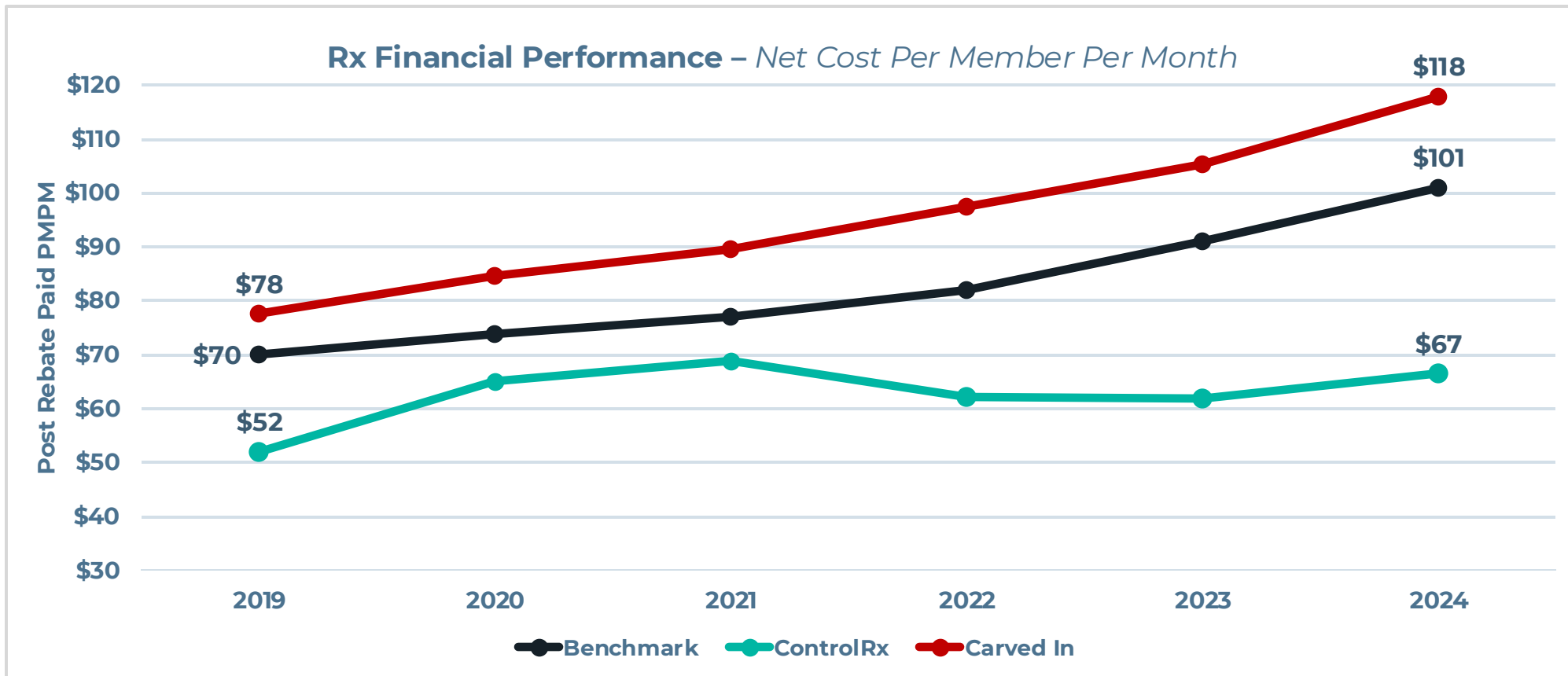
What is it?

Best-in-class cost control PBM program.

Why is ControlRx different?

- ✓ Plan Language & Exclusions
- ✓ Clinical Management
- ✓ Member services and clinical team support

ControlRx: Market-Leading



45% Less Than
Carved In Deals

33% Less than
National Avg.

So, what should I do?

- ❑ **Audit your Top 10 Specialty Drugs**
- ❑ **Review PBM Contracts: rebates and transparency.**
- ❑ **Goal: Engineer Control**

What's Next?

On Demand:

The Benefits Brief | Micro-Strategy Sessions

Upcoming Topics

- **Choose Wisely—Steering to High-Value, Cost-Effective Providers**

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