# Beyond the Script: Managing the True Drivers of Pharmacy Costs

The Benefits Brief: Insights that Fit Your Schedule

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## Before We Begin

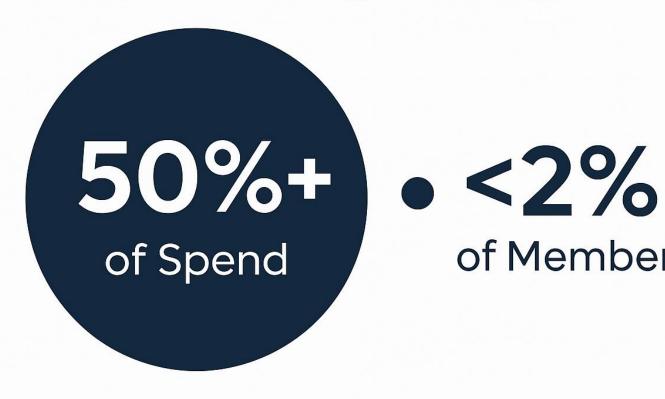
- All attendees are in "LISTEN ONLY" mode.
- All questions are taken offline.
- A recorded copy of the webinar and slides will be made available to all attendees.
- Reach out to BJ McAndrew, your host, and he will follow up with you after today's session.

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# **Specialty Drugs**



of Members





# GLP-1 20% of Spend +300% Utilization





#### •Plan Document Exclusions: High Dollar Low Value Drugs **Plan Coverage** Lifestyle Medications OTC Equivalents •Formulary Management: •Incentivize lower net cost drugs **Formulary** • Value Formulary, Closed Formulary Custom Formulary Clinical Edits: • Ensure right drug, for right person, in right amount **Clinical Edits** • High-Dollar Claim Review, Step Therapy, Opioid limit Channel Optimization: • Drive patients to lowest cost pharmacies in network Channel • Performance Network, Maintenance Mail, Exclusive Specialty Drug Importation •PBM Contract Procurement • Negotiate highest discount and rebate guarantees, with tight contract terms **Contract** Coalition Pricing Historical focus • Pass Through Rebates & Guarantees •Plan Design Cost 4 tier cost sharing • Generic, Brand Preferred, Brand Non-Preferred, Specialty Share •Minimum \$15 or 15% coinsurance difference between preferred and non **+**Ø Coupon Tracking and Collection **BENEFITS**



**BRIEF** 

### **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 popblation but generating 865k+ in sovings alonne for avg. 500-person company.

#### What is it?

Best-in-class cost control PBM program.

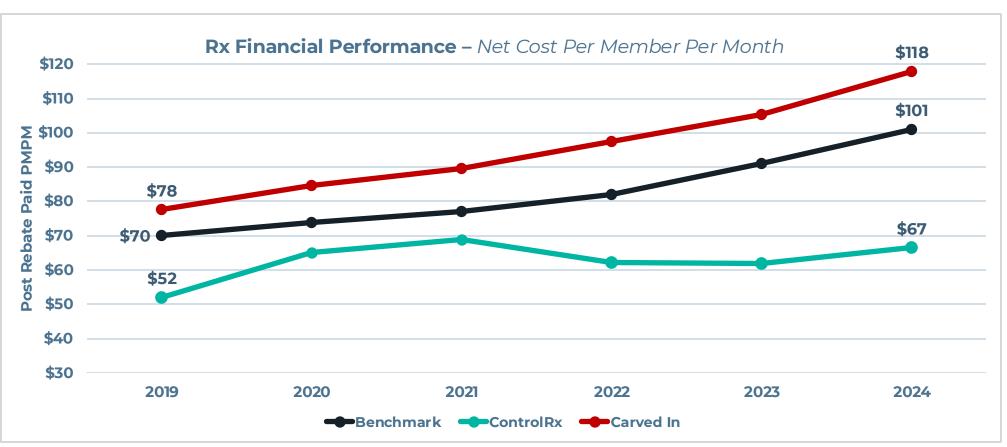
#### Why is ControlRx different?

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





## ControlRx: Market-Leading



% Less Than Carved In Deals

% Less than National Avg.





### So, what should I do?

- ☐ Audit your Top 10 Specialty Drugs
- ☐ Review PBM Contracts: <u>rebates</u> and <u>transparency</u>.
- **☐** Goal: <u>Engineer Control</u>





# 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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