



MemberChoice

FORMULARY MANAGEMENT

MEDICATION THERAPY MANAGEMENT (MTM)

SPECIALTY DRUG MANAGEMENT

# MemberChoice DRUG MANAGEMENT



## Our MemberChoice Plan

### THE RISING COST OF DRUGS

#### Expected Per Capita Pharmacy Expenses

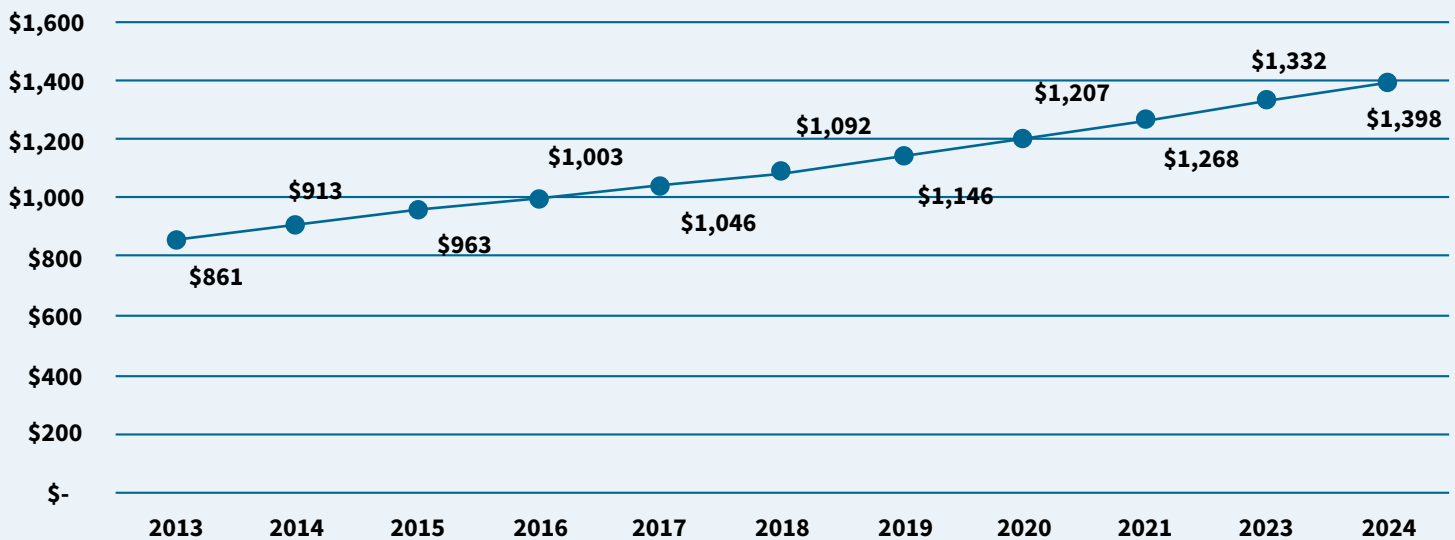





Figure 1 - 2014 – 2023 Projections by HHS/CMS Office of the Actuary, 9/2/2014 (Actuary, 2014)

Costs are expected to rise by 16% between 2013 and 2016. These costs will continue to rise at an alarming rate through the end of 2023. In order to control these costs, employers and other entities providing coverage for pharmacy benefits must begin to implement risk management tools. Employers are torn between offering competitive benefits in order to recruit and maintain a talented workforce and managing profitability due to the rising cost of healthcare. Add in new government regulations and the employer is faced with even higher overhead costs in order to provide healthcare benefits.

Keeping good employees happy and productive may be the first priority for the employer's human resources department. Furthermore, human resources or benefits departments are looking for ways to save money for the employer with little or no disruption to members. RxResults now offers the **MemberChoice** solution that can be implemented with no disruption and will save your plan 3-5% of your total pharmacy costs.

## Member Utilization Savings

### WHAT DO YOU PAY FOR DRUGS?

Drug	Without MemberChoice	With MemberChoice Alternative	Annual Savings
 SOLODYN <sup>®</sup> TMNOCICLINE-HCL/SP EXTENDED-RELEASE TABLETS	\$946.74 / Month	\$30.98 / Month	\$10,989
 DEXILANT <sup>™</sup> dexlansoprazole 30 (N3) 60 (N3) EXTENDED-RELEASE CAPSULES	\$202.71 / Month	\$6.57 / Month	\$2,354
 CRESTOR <sup>®</sup> rosuvastatin calcium	\$196.75 / Month	\$9.99 / Month	\$2,241
 LYRICA <sup>®</sup> PRYGABALIN	\$300.12 / Month	\$7.57 / Month	\$3,511
 Veramyst <sup>®</sup> (fluticasone furoate) Nasal Spray	\$130.55 / Month	\$7.42 / Month	\$1,478

Savings based on 12 months supply of drug. Pricing is estimated and will vary by pharmacy. Pricing is prior to patient co-payments.

### REAL LIFE MEMBER EXAMPLES



**Tom**  
49 Year Old Male

**Tom Saved 29% \$194**  
**The Plan Saved 48% \$1,779**

**By switching from Crestor and Celebrex to lower cost alternatives**



**Maria**  
57 Year Old Female

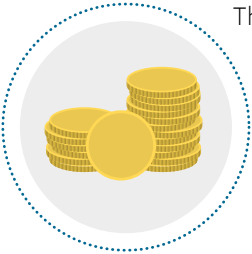
**Maria Saved 85% \$77**  
**The Plan Cost reduced from \$485 to Zero**

**By switching from Dexilant to a lower cost alternative**

**In just 3 Months RxResults Saved the Health Plan \$2,264 for only 2 members!**

# KEY BENEFITS

There are several benefits to the member and the plan sponsor.



- **Points and Rewards**

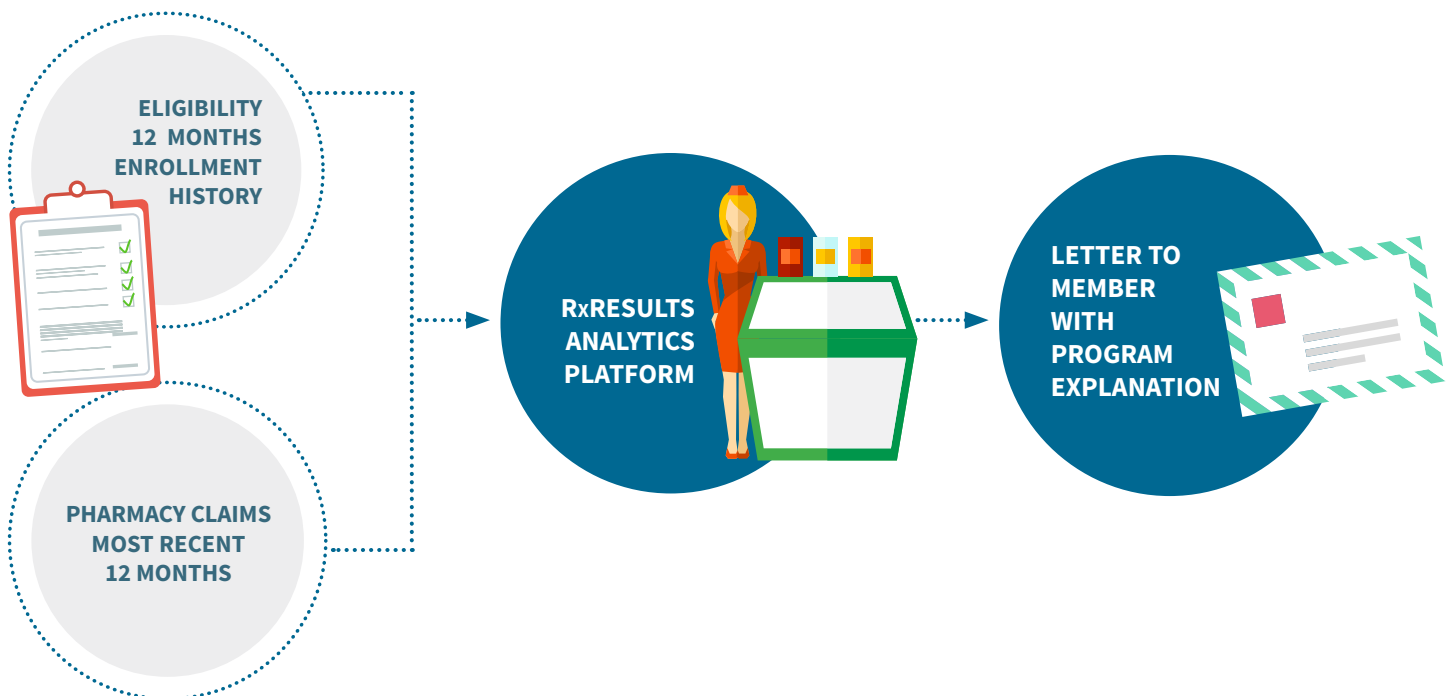
The member is incentivized through a points system that provides gift cards and other merchandise in exchange for reward points. This is managed through an on-line portal and call center available to the member.

- **Lower Out-of-Pocket Cost and Happy Members**

The plan sponsor benefits through lower costs in pharmacy spend, and higher member satisfaction with the program. Rather than carrying a big stick to force change, the plan sponsor offers incentives to bring about change. In addition, RxResults MemberChoice is able to offer clinically relevant and equivalent drug substitutions that no other vendor can provide. Through our unique partnership with the University of Arkansas for Medical Sciences (UAMS) College of Pharmacy, we offer a full staff of pharmacists and other clinicians who research and evaluate drug therapies which produce equivalent patient outcomes at a lower cost for both members and health plans.



## IMPLEMENTATION AND SETUP



## ONGOING OPERATIONAL FLOW



# Member Communications

ABC Company  
123 Main Street  
Anywhere, USA

**ABC Company**

6/12/2015

John Smith  
345 Family Lane  
Anywhere USA

**Save money on your prescription medications and get rewarded!**

Dear ABC Company Health Plan Member:

You may have an opportunity to lower your monthly out-of-pocket prescription cost (co-payment) for one or more of your routine medications.

Our records show you recently filled one or more prescriptions for drugs listed below. There are other very similar, less costly drugs that could likely be equally effective for you. Alternative drugs such as generic omeprazole or pantoprazole, along with your current drug, have been studied in clinical trials and all have been shown to be similarly or equally effective in treating patients when properly dosed.

- **Current Drug Name: Dexilant** **Current Co-payment: \$50**
- **Alternative Drug: Generic Omeprazole** **Lower Co-payment: \$10**

advantages for you in making a switch from your current drug to an alternative

out-of-pocket cost for alternative medications. Switching  
hundreds of dollars per year!

your prescribing physi

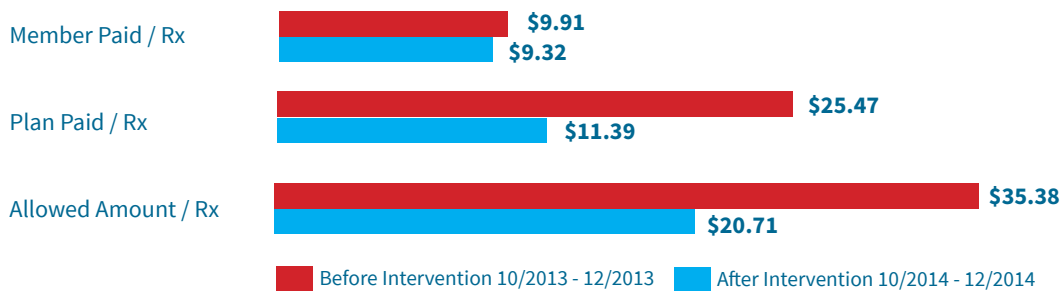
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## PRESCRIPTION CLASSES WITH INTERVENTION

	Before Intervention 10/2013 - 12/2013	After Intervention 10/2014 - 12/2014	DIFFERENCE	DIFFERENCE PERCENTAGE
Utilizing Members	798	841	43	-----
# Rxs	2,435	2,495	60	-----
Allowed Amount	\$86,138.96	\$51,683.38	(\$34,455.58)	-----
Plan Paid	\$62,020.05	\$28,425.86	(\$33,594.19)	-----
Member Paid	\$24,118.91	\$23,257.52	(\$861.39)	-----
Allowed Amount / Rx	\$35.38	\$20.71	(\$14.66) ↓	<b>-41.44%</b>
Plan Paid / Rx	\$24.57	\$11.39	(\$14.08) ↓	<b>-55.27%</b>
Member Paid / Rx	\$9.91	\$9.32	(\$0.58) ↓	<b>-5.89%</b>
Generic Utilization	87.6%	93.8%	6.2% ↑	<b>7.08%</b>

Statistics that are not normalized will not be compared using a difference percentage

## AVERAGE PRESCRIPTION COST COMPARISON



## Recent Activity

Target Drug Prescriptions Filled  
Member Communications  
Inbound Calls to Call Center  
Outbound Calls from Call Center  
Drug Substitutions

## This Period 10/2014 - 12/2014

96  
213  
30  
21  
76

## Last Period 07/2014 - 09/2014

224  
320  
41  
26  
122



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