



Lake Havasu Schools Employee Benefit Trust

The Cooperative Advantage

March 15, 2017



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Strategic Account Executive

National Cooperative 



Mission

To be the most trusted and knowledgeable provider of drug purchasing power and pharmacy benefit consultation.

What's New for 2017?

Growth

34 new members representing 80,000 participants

Pricing Improvement

Pricing improved 3.5% effective January 1, 2017

Mid-Market Review

Negotiations in progress for contract improvements

Additional Staff

Enhanced Implementation Process

Agenda

2016 Rx Plan Performance

Plan Design Recommendations

1. Formulary Management Strategies
2. Specialty Cost Share Tier
3. Transform Diabetes Care

2016 Rx Plan Performance

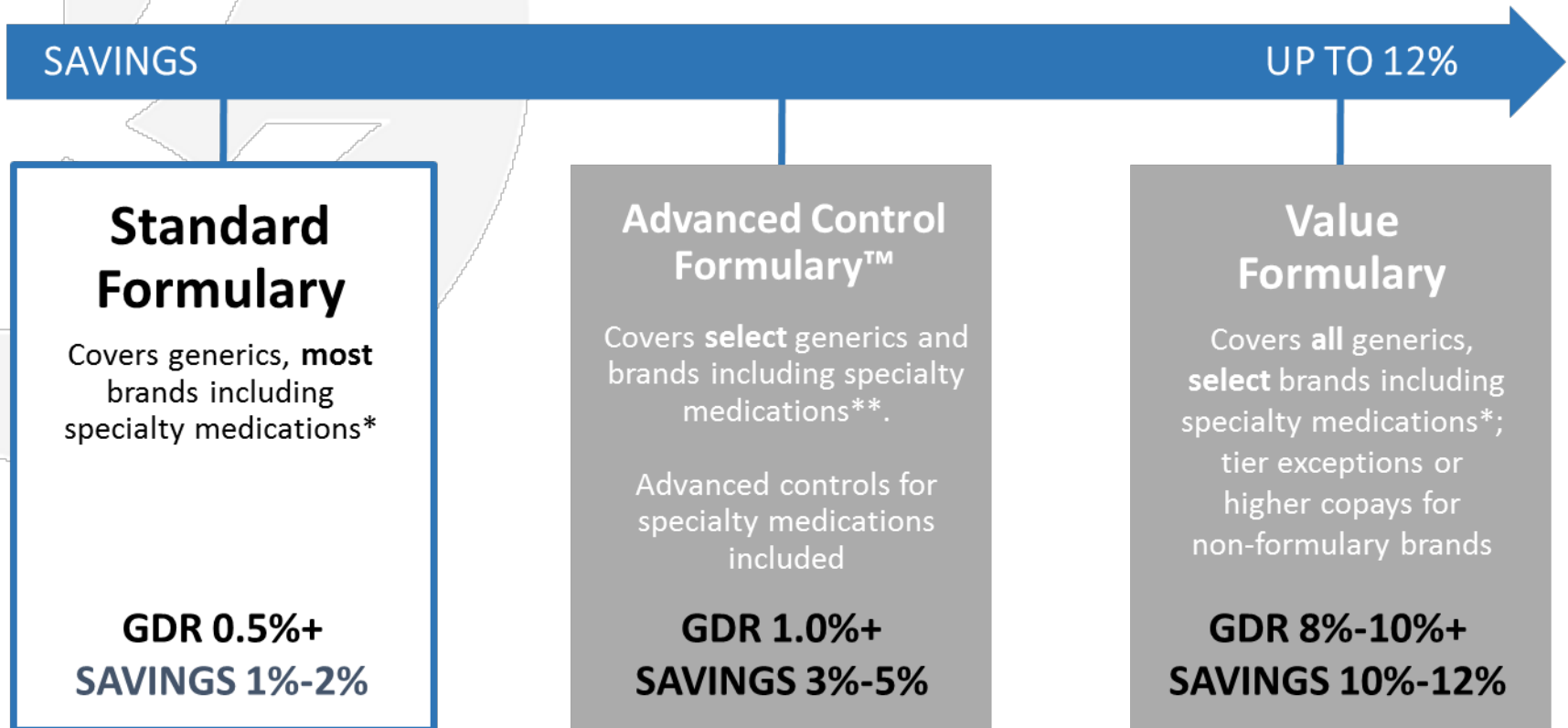
Gross Cost	\$	974,799
Net Cost (Plan Paid)	\$	908,588
Participant Paid	\$	66,211 (6.8% of Total)
No. of Prescriptions		5,173
Generic Dispensing Rate		81.7%

2016 Rx Plan Performance

SPECIALTY MEDICATIONS

Gross Cost	\$	507,478
Net Cost (Plan Paid)	\$	503,248
Participant Paid	\$	4,230 (0.8% of Total)
No. of Specialty Claims	68	(1.3% of Total Claims) (<u>52.1%</u> of Total Gross Cost)

Multiple Formulary Options to Align with Your Strategic Approach



*Advanced Control Specialty Formulary™ optional

**Advanced Control Specialty Formulary embedded GDR (Generic dispensing rate).

Savings projections based on CVS/caremark data. Individual results will vary based on plan design, formulary status, demographic characteristics and other factors. Client-specific modeling available upon request.

Formulary Impact

STANDARD

ACCU-CHEK SOFTCLIX LANCETS
CLIMARA PRO
DUREZOL
LANTUS SOLOSTAR
LUMIGAN
TOUJEO SOLOSTAR

8 members; 12 Rx

ADVANCED CONTROL

FLOVENT DISKUS
FLOVENT HFA
JUBLIA
QUARTETTE

12 members ; 18 Rx

Specialty Cost Share Tier

ORKAMBI: \$ 20,000 per Fill

Current Plan Design

Member Pays (w/ Coupon)	\$	16
Manufacturer Pays	\$	49
Plan Pays	\$	19,935

Specialty Tier (10%)

Member Pays (w/ Coupon)	\$	500
Manufacturer Pays	\$	1,500
Plan Pays	\$	18,000

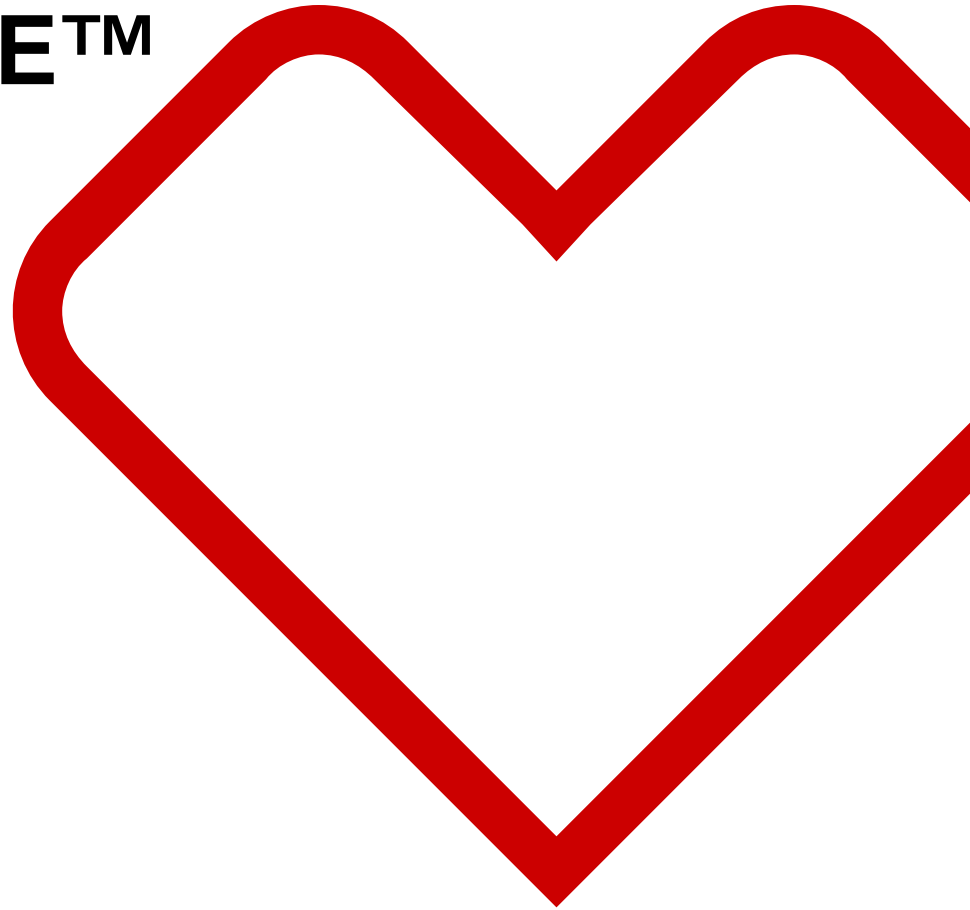
Pharmacy Coupons Discount Card

1. Put this card in your wallet.
2. Bring it to the pharmacy.
3. Save money off your prescription!

BIN: 005947
GRP: 5395DGT
PCN: CLAIMCR
UID: BBL717945

Save up to 75% off prescriptions
This card is not insurance.

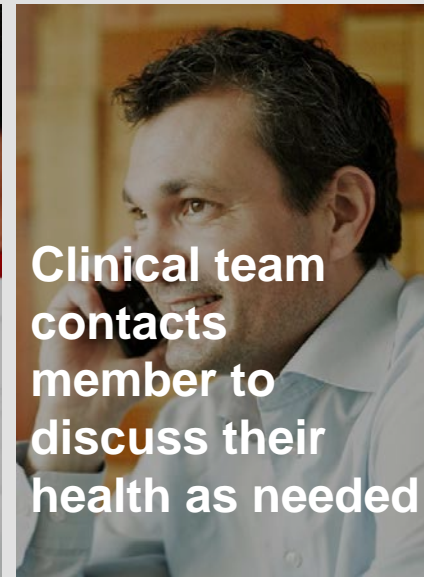
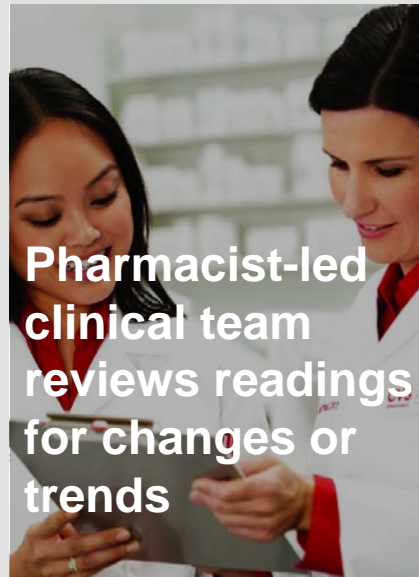
TRANSFORM DIABETES CARE™





Glooko: Connected Blood Glucose Monitoring for Improved A1C Control

IMPROVING OUTCOMES



Potential savings from improved control of diabetes: \$3K to \$5K PMPY¹

40501

Source: 1. CVS Analysis, Gilmer (2005), CDC Prevalence Data,
Photos source: Getty Images, 2016.



Personalized Care Delivered Through Effective Channels

PHARMACIST



Addresses non-adherence and gaps in therapy



Provides medication management solutions



Provides reminders about preventive care opportunities



IMPROVING OUTCOMES

DIABETES COACH



Counsels A1C and adherence improvement



Introduces Rx management services



Supports healthy behavior changes

MINUTECLINIC NURSE PRACTITIONER



Provides high-quality, low-cost support between doctor visits



Provides tests and screenings in accordance with the members care plan



Helps to manage lifestyle and weight



Questions?



Thank You!!



National CooperativeRx Adds Value to Clinical Programs

National CooperativeRx exists to protect members' bottom lines and promote employee health. That is why we independently research clinical programs for effectiveness and help members implement those that are most successful.

The Drug Savings Review program is one example. It features behind the scenes interventions that target physicians and other prescribers to promote safety and effectiveness, and helps ensure the right drugs are prescribed for the right duration. Its goal is to manage utilization in a cost effective and patient-friendly way.

National CooperativeRx piloted the program and found it to be effective. You can see for yourself the findings of our evaluation on the right hand side of this page.

Drug Savings Review would cost a company \$0.33 per member per month if they were to purchase it on their own. But now that we've tested this program and found it to bring a significant return to plans, the coalition is offering it at no charge to members. It's one of the many ways National CooperativeRx adds value to pharmacy benefits for its members.

"Our company has enjoyed a return on investment for clinical interventions without upfront costs, thanks to our partnership with National CooperativeRx."

- Vincent Dekker, Benefits Manager
QBE the Americas

For a pharmacy solution you
can trust, call or email us:
866-679-9479
info@wisrx.com

DRUG SAVINGS REVIEW CASE STUDY

www.nationalcooperativerx.com

Members:

QBE the Americas with 5,028 health plan participants underwrites property, casualty, specialty and reinsurance products.



The **WAICU Benefits Consortium (WBC)**, with 3,067 enrollees, is a jointly administered health plan for the faculty and staff at many of Wisconsin's independent colleges and universities.



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Drug Savings Review:

During a one year period ending in June 2010, there were 1,401 Drug Savings Review interventions involving QBE enrollees and 699 for WBC participants. Drug Savings Review was working behind the scenes with enrollees' healthcare providers to help ensure:

1. Safe, cost effective medications were prescribed at the right dose;
2. Chronic condition therapies were complied with and conditions were managed;
3. Medications were not overused or taken for an ineffective or unsafe duration.
4. Prescriptions were not duplicated.

The Results:

Drug Savings Review saved QBE the Americas \$255,743 in one year, or 6.5 percent of their total drug spend. WBC saved \$163,598 during the same timeframe, or 6.3 percent of their total prescription costs. Enrollees were healthier because prescribers took additional steps to ensure safety and effectiveness in one third of the interventions. Providers' response to the data presented was overwhelmingly positive.

Wisconsin 
National Cooperative 

Value

National CooperativeRx® is a not-for-profit cooperative that helps members navigate pharmacy benefits. Consultation, education and representation: this is the value of National CooperativeRx®.

Member-ownership

Our objectives match yours because we're member-owned

- **Member-ownership** allows members to determine the direction and governance of the coalition.
- **Not-for-profit**, and transparent financial terms, show that our objectives are aligned with yours.

Consultation

Independent clinical consultation on plan design

- **An In-house Pharmacist** is available to help you tailor your plan design to fit your needs and the needs of your participants.
- **Clinical Programs** educate health care providers and plan participants on cost-savings opportunities.

Education

Educational tools for you

- **Weekly eNewsletters** inform you of current news in the PBM industry and how it affects you.
- **Quarterly Webinars** for plan design, industry trends and resources for you and participants.
- **An Annual Meeting** where you're invited to join us for lectures from the experts.
- **Additional Resources**, such as handouts, are available on our web site and upon request.

Educational tools for your participants

- **Educational Mailings** to plan members and physicians are sent by the cooperative to enhance prescription compliance, encourage generic utilization and control prescription costs.

Representation

Strength in numbers allows for more purchasing power

- **Competitive Costs** are obtained through aggregated purchasing power. We continue to re-evaluate the contract with our PBM partner to ensure we lead the market.
- **Hiring Independent Auditors** on 100% of claims, for all members. We ensure recoveries go back to you.

History

The cooperative was founded when a group of employers and coalitions began examining their PBM options, and found the industry to be confusing, with pricing that benefited the PBM, not necessarily the payer. Not finding a transparent solution in the existing market, they created National CooperativeRx®.

We're different because we're not-for-profit. Our main goal is to get our members the best services at the best pricing.

Owned by a diverse group of employers and health plans across the United States, our large group allows us strength in numbers when negotiating contracts.

Our biggest success is keeping our trend low by helping plan sponsors create customized plan designs, while also helping members avoid errors, adhere to their medications and make cost-effective choices.