

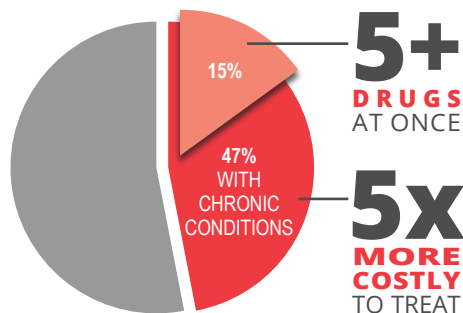
# NEW APPROACH TO MAINTENANCE MEDICATIONS SAVES THE AVERAGE PLAN 2-7% ON DRUG SPEND

## Improving Cost and Care with Rx90

### More people than ever use prescription drugs on a recurring basis

Nearly half of all Americans have at least one chronic disease and are heavily reliant on prescriptions to manage their condition. These same patients, with chronic conditions, contribute 85% of all health care costs and many have more than one condition, requiring multiple medications to maintain their health. For plan sponsors, the average medical and prescription cost for people with chronic conditions is about \$6,000 per year, or five times more than for people without.<sup>1</sup>

### U.S. Population with Chronic Conditions, Using Multiple Drugs for Treatment



### Low adherence has a costly impact, but manageable causes

Adding to this problem, statistics show that three of four patients do not adhere to their prescribed therapy.<sup>2</sup> By not following their treatment plans, the overall cost of care significantly increases from added visits to their doctors and specialists, urgent care and the emergency room. Since most patients do not enjoy these visits either, it would seem far easier to simply take your medications on a consistent basis. While the reasons for non-adherence can appear as complex as many of the conditions being treated, there are four main reasons for low adherence:

- **Economic Challenges:** Patients simply cannot afford their medications, so they resort to tactics like skipping doses or splitting tablets to stretch their prescription further.
- **Inconvenient Fills:** For some patients, repeated trips to the pharmacy can be burdensome. Enduring long wait lines, getting initial fills or refills in a timely manner can be a challenge.

- **Behavioral Issues:** Taking a pill every day can be cumbersome, and patients simply forget. In other cases, patients feel better so they quit taking their medication...even though it was the reason for feeling better in the first place.
- **Clinical Reasons:** Patients may not take medications as prescribed due to unappealing side effects, adverse reactions or having an unclear treatment plan.

The right solution helps members overcome their challenge and become more adherent and healthy.

### Rx90 delivers savings for plan sponsors and members

The EnvisionRx approach to maintenance medication management improves costs for plan sponsors and members, offers easy-to-access retail and mail pharmacies, delivers timely communications to ensure member compliance and provides clinical support to improve adherence.



### RX90 ANNUAL SAVINGS EXAMPLE

#### Average Plan

Plan Members	15,000
% on Maintenance Medications	28.7%

#### Members Affected

Script Change Only (30 to 90 day)	10.9%
Pharmacy Change	18.3%

#### Shared Cost Savings

Plan	\$200,000
Member	\$220,000

**Total Rx90 Annual Savings \$420,000**

The above analysis does not include additional savings due to increased adherence, which lowers overall medical costs.

<sup>1</sup>Newsweek, 2015. <sup>2</sup>Phrma.org, 2011.

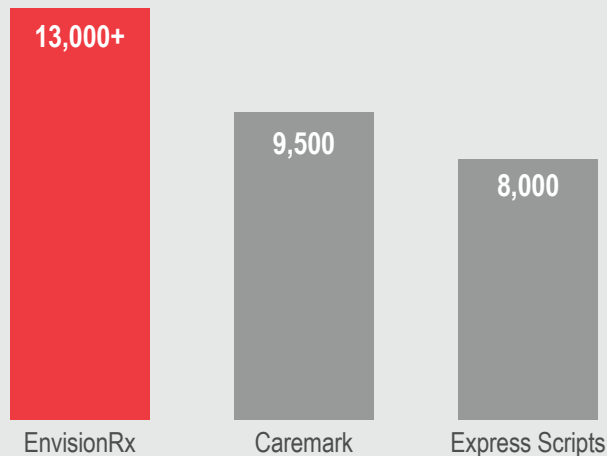
## RX90 HAS THE LARGEST 90-DAY MAINTENANCE MEDICATION NETWORK

Walgreens



Costco

ENVISIONMAIL



### ENVISIONRX GIVES YOU OPTIONS TO MEET YOUR MAINTENANCE MEDICATION GOALS

With Rx90, plans have the flexibility to design a program that meets their financial and clinical objectives. Rx90 gives plan sponsors choices in determining the level of copay incentive offered and the number of grace fills a member can receive. With the convenience of offering retail and mail pharmacies, along with options for member engagement and clinical support, Rx90 helps plans improve adherence and reduce overall plan costs.

#### Reduced costs for plan sponsors and members

Rx90 creates lower drug costs for plans through increased network discounts with Rite Aid, Walgreens, Costco and EnvisionMail. And because of our innovative pass-through contracting model, these savings go directly to your bottom line. Our plan options even allow your members to save on their copays, and — because Rx90 refills prescriptions once every three months instead of monthly — there are fewer administration fees.

#### Convenience of 90-day fills at retail or mail — for the same price

Rx90 offers members the convenience of filling their medications through 13,000+ Rite Aid, Walgreens and Costco retail pharmacies. Prescriptions, including automatic refills, also can be delivered directly to members' homes through EnvisionMail.

### Robust communications change member behavior

We offer a variety of communication methods to engage members and educate them on their options. For those who are adherent to their medication therapies, our program simply monitors behavior to ensure the continuation of their prescription therapy. For non-adherent members, triggered communications are customized to the member's specific situation and inform them of what is needed to ensure their medications are covered by their plan benefit — at the lowest cost, at the most convenient pharmacy — and helps ensure barriers to maintaining their prescribed therapy are resolved. Member engagement happens through a variety of communication options including:



LETTERS



PHONE



EMAILS



TEXT



PHARMACIST

### Clinical support improves adherence and outcomes

Our integrated Adherence and Drug Therapy Management (DTM) programs ensure that patients with gaps in care — and a higher risk of increased medical costs — get the additional support they need. These targeted clinical and communications programs provide the coaching and intervention needed to improve adherence, reduce overall health plan costs and improve health outcomes for your members.

#### FOR AN ANALYSIS & RECOMMENDATIONS

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