A VISIBLY DIFFERENT APPROACH TO PHARMACY BENEFITS FOR GOVERNMENT
AN INNOVATIVE IDEA THAT CHANGED THE INDUSTRY

In 2001, frustrated by the limitations and lack of transparency in the traditional pharmacy benefit management (PBM) model, a trio of PBM executives joined forces to create something new. Rather than rework an existing business model, they created a PBM from scratch. Their alternative gave clients, consultants and brokers unprecedented clarity and flexibility, disrupted the market and laid the foundation for the EnvisionRxOptions of today — a health care company with a visibly different approach to pharmacy benefits.

Over the years, Envision expanded its capabilities with a deliberate, carefully paced process. Our strategic, organic growth drew the attention of TPG, a leading investment firm that acquired the company in 2013. Less than two years later, the Rite Aid acquisition of Envision brought together two national health care companies, giving plan sponsors improved pricing, enhanced manufacturer relationships, elevated clinical and analytic capabilities, and a more integrated, higher quality pharmacy care experience for members.

Aligning with one of the nation’s leading drugstore chains has fostered continued growth and new innovation. The addition of new capital, industry veterans to our leadership team, new acquisitions and improved operational efficiencies are helping Envision deliver more value for our clients. Health plans and employer groups of all sizes are adopting a visibly different approach and seeing improvements in plan performance — immediately and year after year.

As the health care sector continues to evolve, consolidation continues among health plans, hospital and health care provider groups, pharmaceutical manufacturers and PBMs. As the big get bigger, brokers and consultants are left with fewer options and less flexibility, while their plan sponsor clients are left with unmet performance guarantees, greater vulnerability to unchecked manufacturer price increases, and uncontrolled, rapidly increasing spending on specialty medications and overall drug spend.

The evidence is clear: being bigger is not the only thing needed to be better. We provide our clients with exceptional value through flexible plan design options, pass through of rebates and discounts, better patient analytics and highly customizable networks. In addition, we carefully manage the pharmacy care experience with effective messaging and clinical programs integrated throughout the online and offline member experience, from the retail counter to our in-store clinics.

The health care paradigm shift from delivering quantity of care to quality of care required an industry-wide change in thinking and operations. As a nimble partner with a modern approach to pharmacy benefits, Envision was ready and continues to deliver effective, outcomes-based medication management.

A THOUGHTFUL APPROACH TO GROWTH

<table>
<thead>
<tr>
<th>YEAR</th>
<th>EVENT</th>
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<tbody>
<tr>
<td>2001</td>
<td>Three former PBM executives launch a fully transparent approach with a vision for end-to-end support for clients &amp; members</td>
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<td>2004</td>
<td>ENVISIONRx debuts Rx discount cards for uninsured &amp; underinsured patients</td>
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<td>2007</td>
<td>ENVISIONRx provides PBM services for Medicaid health plans</td>
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<tr>
<td>2008</td>
<td>ENVISIONRx launches national Medicare Part D plans</td>
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<tr>
<td>2008</td>
<td>ENVISIONRx introduces fully accredited mail-order pharmacy services</td>
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WHO WE ARE TODAY

We are a different kind of health care company with a unique approach to managing pharmacy benefits. We help plan sponsors give their members the prescription coverage they need and the service they deserve across every stage of life.

The cornerstone of the EnvisionRxOptions organization is our PBM, EnvisionRx. Our success as a PBM lies in our ability to go beyond basic benefit design and formulary management. Plan sponsors benefit from improved provider relationships and analytic capabilities, while members get an improved pharmacy experience.

We are integrated, owning our own mail, specialty, and compounding pharmacies, the nation’s leading claims processing platform, and all of the core programs and tools we provide for clients and members. Integration gives us the distinct advantage of being able to make rapid changes. In addition, we can tailor solutions to a client’s unique needs, leverage efficiencies that reduce costs, and ensure that members quickly get the medicines they need at prices they can better afford.

Being a national provider with one of the industry’s largest pharmacy networks helps deliver the pricing our customers need. But being big is not what makes us better. Being nimble, proactive, fair and easy to do business with makes us better. Providing more options that deliver better pricing and better performance than anyone in the category makes us better.

As technology has evolved, so have the choices we provide. And as our clients’ needs have changed, so have our solutions. Envision now offers more options for contract models (transparent, traditional and hybrid), performance guarantees and even how we share rebates, including the option to pass them back at the point of sale. Regardless of your pharmacy benefit management need or preference, Envision has the flexibility to fit.

MORE THAN CAPABILITIES, WE GIVE YOU REAL OPTIONS

UNIQUE APPROACH TO SPECIALTY RX
CUSTOMIZABLE PHARMACY NETWORKS
EFFECTIVE CLINICAL CARE
FLEXIBLE CONTRACTS – TRADITIONAL & PASS-THROUGH MODELS
ELEVATED MEMBER ENGAGEMENT
TAILORED PLAN & FORMULARY DESIGN
MEDICARE & MEDICAID EXPERTISE
DISCOUNTS FOR UNDER & UNINSURED
IMPACTFUL COMPLIANCE PROGRAMS
MODERN, SCALABLE TECHNOLOGY
ROBUST PERFORMANCE REPORTING

2010
Acquisition by Rite Aid amplifies value with improved rebates, discounts, network options, analytics & care coordination
Launch of compounding pharmacy provides lower cost, high quality alternatives for plans & patients

2014
TPG acquires EnvisionRx, adding seasoned PBM leadership & new capital, processes & programs
Integrated technology platform from LakerSoftWare enables flexible plan design & claims processing

2015
ENVISIONRx acquires MEBTRAX to serve small to midmarket employers, offer a traditional PBM model option & provide medication management for end-of-life hospice care

2011
ENVISIONRx launches specialty pharmacy, addressing the need for a high touch, comprehensive approach to specialty drug management

2012
ENVISIONRx launches PBM programs for Medicare & commercial health plans

2013
ENVISION INSURANCE adds Group Medicare plans with extra savings for employers & retirees

2011
Design acquisition provides fertility discounts & support for families in creating life

2014
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QUALITY ASSURED
HEALTHY WORKERS ARE HAPPY WORKERS
A dedicated transition team ensures a smooth, rapid implementation and an experienced account management team works on your behalf, ensuring you maximize plan performance and provide the best benefit for your workforce. Our Center for Clinical & Member Engagement provides the best practices and programs needed to help employees make better health decisions and improve productivity.

BOTTOM LINE IMPACT
OPTIMIZE EVERY ASPECT OF YOUR PLAN
Shrinking budgets have forced state and local governments to reduce the number of employees who are covered by health benefits, and to shift the economic burden of benefits to the insured. Envision’s cost-saving programs lower plan costs, improve health and even increase satisfaction.

TRANSPARENT PERFORMANCE
SEE HOW YOUR PLAN PERFORMS
We challenge ourselves and our clients to think differently, which requires going beyond the expected, traditional model. We provide clients the tools to gauge actual performance versus guarantees, measure clinical program efficacy, assess member engagement strategies and design more impactful benefits.

ONGOING INSIGHTS
STAY AHEAD WITH DATA-DRIVEN SOLUTIONS
Actionable market research and predictive analytics provide our clients and partners with new insights and trends. We collaborate to create data-driven, highly effective and measurable member experiences that maximize satisfaction, drive adherence and minimize cost.

OPERATIONAL FLEXIBILITY
TAILORED SOLUTIONS TO MEET YOUR NEEDS
Owning all of the components needed for end-to-end service and management gives plan sponsors real choices, and enables customization of programs, systems and plan design.

WHAT A VISIBLY DIFFERENT APPROACH LOOKS LIKE

A VISIBLY DIFFERENT APPROACH GUARANTEES BOTTOM LINE IMPACT – NOT JUST BIG REBATES

BOTTOM LINE IMPACT • OPERATIONAL FLEXIBILITY • TRANSPARENT PERFORMANCE

Envision understands the constraints that confront our government. Custom solutions have helped state employers save millions while keeping their members satisfied.
DISCOVER WHAT A PARTNER WITH REAL OPTIONS CAN DO FOR YOU

MATH YOU CAN FOLLOW
Other PBMs use complicated guarantees to make initial numbers look good but fail to deliver over the long term. EnvisionRx’s pass-through model focuses on bottom-line impact, returning savings and over performance to you, year after year.

Our patented pass-through model consistently delivers 2% to 9% savings over contractual guarantees.

A NEW APPROACH TO CHRONIC CONDITIONS
For members who use maintenance drugs, EnvisionRx’s Rx90 offers lower costs and the convenience of mail order plus 12,000 retail stores. Customized communications drive positive member behavior, including choosing lower-cost medications and achieving better adherence, which reduce overall health care costs.

With targeted member support and the largest maintenance drug pharmacy network, we save plans 5%.

COMMON SENSE CLINICAL PROGRAMS
Not much can blow a budget faster than a poorly managed complex condition. We merge our customized formularies with our clinical programs to deliver the right drug to the right patient at the right time. Instead of rebates, we focus on member health.

Envision’s PCSK9 strategy — just one category — saves 0.5% on overall drug spend.

RAPIDLY CUSTOMIZABLE TECHNOLOGY
We’ve heavily invested in the systems needed to manage custom and complex plan designs, plus the analytics to drive health outcomes. Whether you use high deductibles or reference-based pricing, we can quickly change benefits, predict and personalize support for at-risk members, and share new ways to get better.

Modern technologies save up to 10% by enabling complex plan designs and improving member adherence.
In a highly regulated environment, our clients don’t just survive. Our compliance experts, mock audit offerings and monitoring activities ensure continuous audit readiness. We do more than help you manage rules. Whether you want to boost quality or ensure timely member care, we help your business thrive.

Automated checks and balances ensure 99% timely coverage determinations.

Increasing member engagement by just 10% could save $1,100+ per member, per year.

Nearly 9 out of 10 members switch to lower-cost drugs when given well-communicated options.

We will brand our EnvisionSavings discount program just for you and integrate it directly with your member benefit so they can save on cash purchases for off-formulary drugs. Uninsured members can also save on all of their prescription needs by simply registering online or presenting their discount card at the local pharmacy.

EnvisionSavings helped two million members of one state plan save more than $100 million.

Today’s condition-based programs usually come with guarantees that do not provide real protection from the rising costs of new drug classes — and cap your discount rates. So while a per-member-per-year guarantee on cholesterol therapy sounds great, you could easily miss out on significant extra savings.

We don’t cap discounts. Do you realize your specialty “guarantee” could cost you 50% more?

Our pass-through model helped a state employer capture millions in upside above rebate guarantees.
SEE WHAT A VISIBLY DIFFERENT APPROACH CAN DO FOR YOU

For a no-cost analysis and recommendations, contact:

visiblydifferent@envisionrx.com

Follow us on LinkedIn:

linkedin.com/company/envisionrx-options

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