A VISIBLY DIFFERENT APPROACH
TO PHARMACY BENEFITS FOR HEALTH PLANS
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

2001

Three former PBM executives launch a fully transparent approach with a vision for end-to-end support for clients & members

2004

ENVISIONSAVINGS debuts Rx discount cards for uninsured & underinsured patients

2007

ENVISIONINSURANCE launches national Medicare Part D plans

2008

ENVISIONPHARMACIES introduces fully accredited mail-order pharmacy services

BIGGER IS NOT THE ONLY THING NEEDED TO BE BETTER
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 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
TAILED PLAN & FORMULARY DESIGN
MEDICARE & MEDICAID EXPERTISE
DISCOUNTS FOR UNDER & UNINSURED
IMPACTFUL COMPLIANCE PROGRAMS
MODERN, SCALABLE TECHNOLOGY
ROBUST PERFORMANCE REPORTING

DESIGN
acquisition provides fertility discounts & support for families in creating life

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

ENVISIONPHARMACIES
acquires ENVISIONRx, adding seasoned PBM leadership & new capital, processes & programs

Integrated technology platform from LAKERSOFT &WARE enables flexible plan design & claims processing

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

TPG acquires ENVISIONRx, adding seasoned PBM leadership & new capital, processes & programs

Acquisition by Rite Aid amplifies value with improved rebate, discounts, network options, analytics & care coordination

Launch of compounding pharmacy provides lower cost, high-quality alternatives for plans & patients

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

TPG acquires ENVISIONRx, adding seasoned PBM leadership & new capital, processes & programs

Acquisition by Rite Aid amplifies value with improved rebate, discounts, network options, analytics & care coordination

Launch of compounding pharmacy provides lower cost, high-quality alternatives for plans & patients
QUALITY ASSURED
BOOST YOUR STAR RATINGS
Clinical, regulatory and operations experts ensure your plan complies with government regulations. Our transition teams and 100% U.S.-based customer service department ensure smooth on-boarding with minimal disruption. And our URAC certified PBM and drug therapy management programs help health plans boost CMS Star ratings.

BOTTOM LINE IMPACT
OPTIMIZE EVERY ASPECT OF YOUR PLAN
We go beyond rebates, discounts and trend management, focusing on total cost and continuous improvement. We optimize the pharmacy benefits experience, including plan design, member communications, pharmacy channels, formulary management and clinical programs.

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

TRANSPARENT PERFORMANCE
SEE HOW YOUR PLAN PERFORMS

BOTTOM LINE IMPACT
OPTIMIZE EVERY ASPECT OF YOUR PLAN

QUALITY ASSURED
BOOST YOUR STAR RATINGS

ONGOING INSIGHTS
STAY AHEAD WITH DATA-DRIVEN SOLUTIONS

OPERATIONAL FLEXIBILITY
TAILORED SOLUTIONS TO MEET YOUR NEEDS

WHAT A VISIBLY DIFFERENT APPROACH LOOKS LIKE

TRANSPARENT PERFORMANCE
SEE HOW YOUR PLAN PERFORMS

BOTTOM LINE IMPACT
OPTIMIZE EVERY ASPECT OF YOUR PLAN

QUALITY ASSURED
BOOST YOUR STAR RATINGS

ONGOING INSIGHTS
STAY AHEAD WITH DATA-DRIVEN SOLUTIONS

OPERATIONAL FLEXIBILITY
TAILORED SOLUTIONS TO MEET YOUR NEEDS

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

Envision helps control specialty spend and acts as a compliance champion for health plans. The flexibility to customize solutions helps health plans meet their PMPM and patient care goals.
DISCOVER WHAT A PARTNER WITH REAL OPTIONS CAN DO FOR YOU

For more information on our unique programs, visit envisionrx.com. visiblydifferent@envisionrx.com 800-361-4542

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 overall 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
We carefully consider each condition, effectiveness of available therapies and the cost to the plan. Combined with our customized formularies, our clinical programs 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.
COMPLIANCE WITH MEANINGFUL IMPACT

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.

ENGAGED MEMBERS COST LESS

We don’t just send letters. We blend best practices in plan design, clinical programming & behavioral economics (how psychological, social and other factors affect individual economic decisions) to improve adherence, change attitudes and actions & create more satisfied members.

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

MORE MEMBER CHOICE, MORE SAVINGS FOR ALL

One of our many innovations includes a pricing option that caps a plan’s contributions by giving members an allowance to spend on any drugs in a given class. With education and freedom to choose, the vast majority of members pick lower-cost alternatives. Members save and plans see 10% savings on total drug spend.

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

EXTRA DISCOUNTS AT NO EXTRA COST

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.

SPECIALTY GUARANTEES THAT MATTER

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?

HIGHER QUALITY, GREATER REVENUE

Envision manages risk, not just discounts. We tailor member, clinical and compliance programs to improve health outcomes. We contract on a per member basis so our mutual goals align, and our ability to integrate PBM and medical data helps us coordinate care to reduce risk and improve satisfaction scores.

By switching from their large, traditional PBM, one health plan saved over $5 million.
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

© 2016, EnvisionRx — All rights reserved.