



## Disrupting the current business model – Together!

Employers continue to sponsor the majority of health care coverage today (55%) but much of these costs go towards wasteful practices and misuse in pharmacy benefits.

**EmployeRxEvolution** is a collaboration between **Midwest Business Group on Health (MBGH)** and **Midwest Health Purchasers Collaborative (MHPC)** to help employers take action to disrupt the current pharmacy benefits business model by offering leading solutions and ethical guidance to transform the way health care is paid for and delivered.

Connecting employers with unbiased, independent leading experts, helps address the significant conflicts of interest and misaligned incentives so prevalent in today's pharmacy benefit contracts. By clarifying and removing certain responsibilities from PBM contracts, employers can achieve price transparency, increase flexibility and focus on outcomes at the lowest unit cost. It also supports a plan sponsor's **fiduciary obligation**. Through MHPC, employer members can leverage aggregate populations for better pricing.

## HEALTHSTRATEGY

One of the industry's largest pharmacy benefit consulting firms with over \$50 billion in annual PBM contract value under management. With more than 10 years of experience working with self-insured employers, they offer market intelligence to maximize the value of pharmacy benefit investments. Health Strategy's model does not require you switch PBMs and offers limited member disruption.

## RxResults<sup>SM</sup>

As the proven industry leader for evidence-based pharmacy risk management, RxResults is uniquely positioned to help plan sponsors mitigate risk, optimize plan performance and generate savings. A Pharmacy Risk Manager (PRM) doesn't replace a PBM. It serves to enhance the PBM model as an advocate for the plan sponsor and the plan participants.

*Employers, as plan sponsors, are under increased pressure to reduce costs, optimize plan performance and generate savings. Transparency, truth and collaboration is what's needed to fix pharmacy benefits today! We want to help employers get there.*

Cheryl Larson, President & CEO, MBGH

*How pharmacy benefits management is delivered needs to change. Employers are positioned to use their collective voice and direct the change. What's important is that they recognize the power they hold and take action.*

Denise Giambalvo, Vice President, MBGH

## Health Strategy LLC

### PBM Contract Optimization

- Cost savings with full transparency and audit rights
- Contract terms and pricing conditions totally transparent to clarify that all rebates and fees are retained by employer
- Carve-out rights for maximum flexibility – specialty pharmacy, mail order and clinical review with third parties that add value and cost savings

### Manage Custom Formulary

- Independent clinical recommendations and formulary development that eliminate concerns over PBM placing drugs on formulary for economic gain
- Evidence-based coverage decisions based on lowest net cost and clinical value by independent doctors and pharmacists
- Optimize formulary and plan design by removing lifestyle drugs, therapeutic equivalents with OTC and low-value drugs

### Direct Retail Pharmacy Contracting

- Eliminate excessive PBM drug cost mark-ups by contracting directly with key pharmacy partners
- Network designed to Plan Sponsor's needs
- Includes cost-plus model = ingredient cost + margin

## RxResults

### Clinical Expertise & Research

- Joint collaborative with the University of Arkansas for Medical Sciences' College of Pharmacy and Evidence-Based Prescription Medicine Center
- Actively manages, reviews and develops strategies for more than 2,000 drugs across 60-70 classes and sub-classes of drugs including new drugs to market/pipeline and changes to existing drugs
- Independent P&T Committee meets monthly and reviews hundreds of drugs annually
- Independent Drug Review Committee develops and executes cost control strategies

### Specialty RxGuidance

- Develops and maintains evidence-based clinical criteria and performs prior authorization of specialty drugs for both medical and pharmacy benefit claims
- Provides peer-to-peer appeals

### Formulary RxGuidance

- Targets brands and high cost generics
- Direct integration and coding inside the PBM adjudication system
- Provides mid-year and ongoing plan recommendations
- Cost control strategies include reference-based pricing, exclusions, prior authorizations, step-therapies

MBGH is one of the nation's leading and largest non-profit employer coalitions. Members are represented by human resource and health benefits professionals for over 130 mid, large and jumbo self-insured public and private companies who provide health benefits for more than 4 million lives. Employer members spend over \$12B annually on health care. Since 1980, members have used their collective voice to serve as catalysts to improve the cost, quality and safety of health benefits. [mbgh.org](http://mbgh.org)

MHPC is a non-profit, taxable Illinois corporation. MBGH members use their collective purchasing power through MHPC to aggregate covered populations for better pricing and to save time and money. [mhpc.org](http://mhpc.org)



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