



## 2020 Pharmacy Benefits Consulting Outcomes



**\$50B** Pharmacy Spend Currently Under Management

**40** Self Funded Employer groups and  
**10** National/Regional Health Plans



**13** PBMs Selected with Rx Marketplace™ Launched

Efficient RFP process with PBMs selected based on upfront agreement to contract terms, conditions and definitions, while providing customized pricing bids



**6** Clients Supported with a Specialty PBM Carve-Out Arrangement



**>30** Clients with Customized Formulary Management

**240** New Rx benefit drugs evaluated  
**107** designated as low clinical value and recommended for plan design exclusion



**15** PBM RFP Procurement Processes Conducted

Resulted in new direct (non-coalition) contracts ranging in cost avoidance savings of **8-20%** depending on baseline PBM deal and rigor of contract definitions and pricing conditions



**10** PBM Market Checks completed

**5** PBM Contract Renewals Negotiated

Contract value improved **3-8%** of total Rx spend