

# Solution

AscellaHealth is a specialty pharmacy benefits manager that provides a complete range of comprehensive prescription drug benefit management services. These services include full spectrum specialty pharmacy and infusion services for complex patents, customized medical and drug benefit management, specialty pharmacy carve-out solutions, real time detailed claims data, pharmacy networks, formulary and rebate management, along with the use of technology platforms providing data analytics, patient education, medical adherence data, and clinical integration. AscellaHealth focuses on patients with high-cost rare disease states, such as Hemophilia, Hereditary Angioedema, and Multiple sclerosis. AscellaHealth ensures that members receive faster access to the right therapies and additional support to improve patient outcomes while reducing member costs associated with avoidable hospitalizations or complications.

# Strengths

AscellaHealth’s broad offering of products and services, as well as their select Specialty Pharmacy and Infusion Network of Partners with focused Therapy Optimization Programs, allows them to service a wide variety of customers such as payers, employers, health systems and hospitals, long term care facilities, third party administrators, and government entities and take care of their high-cost patients. AscellaHealth negotiates drug prices directly with manufacturers and uses an enhanced savings model that has a track record of generating 10 -42% guaranteed cost savings based on drug type, program and services contracted. They have published case studies that show decreased costs for their clients - for example, a Hemophilia patient that reduced pharmacy spending from $725,000 down to $212,000 per year.

# Points of Differentiation

AscellaHealth’s approach is to provide a customized solution based on their client’s needs. This sets

them apart from the larger PBM’s who have less flexibility with white labeling or providing services ala carte such as a specialty pharmacy carve out, management of medical benefit drug products, providing back end PBM processing, and providing access to limited distribution drug (LDD) products and manufacturer Risk Evaluation and Mitigation Strategy (REMS) programs. For health systems specifically that may want to handle their own fulfillment, AscellaHealth can accommodate given they do not have the conflict of owning or operating their own pharmacies.

AscellaHealth’s transparency in terms of how they handle rebates is a differentiator, as it is difficult to get detail on this information from others which has been a significant contributor to the skepticism about PBM’s in general. AscellaHealth sets itself apart by utilizing a comprehensive pharmacy network and being completely upfront with their clients about the margins they make. This has created a great deal of trust with their clients and sets them apart in an industry that has been traditionally illusive.

AscellaHealth is focused on rare disease and orphan drugs, and specializes in conditions such Hemophilia, Gene Therapy, and Spinal Muscular Atrophy. They are the only PBM that has a strategic partnership with the National Hemophilia Foundation (NHF). This is due, in part, to the fact that they do not own their own pharmacies, which the NHF views as a potential source of conflict. Not only have they been able to achieve impressive financial savings for their Hemophilia patients and other high-cost drugs.