

# Deliver Greater Savings to Build a Solid Reputation and Win More Business



## Addressing What's on Your Mind

Prescription affordability is a top issue in health care. And it's a valid concern, especially when you consider:



▶ Rx spending is expected to grow 5.7% annually<sup>1</sup>



▶ 1 in 4 people suffering from chronic conditions find it difficult to afford their medication<sup>2</sup>

## Understanding Your Needs

It's a given that health benefit costs are going to continue to grow. As an alternative pharmacy benefit manager (PBM), Navitus is in a unique position to help. We understand that you have a variety of clients with different needs ranging from meeting compliance and regulatory requirements to improving health and lowering costs. However, balancing cost and benefit needs can be a challenge when faced with increased utilization, rising costs and new drug launches. In an ever changing and complex industry, helping clients find a more cost-effective solution can be difficult. What's more, consultants need to deliver greater savings to build a solid reputation and win more business.

That's why you need a PBM partner that offers proven solutions that can help you deliver financial value and improve health. Plus, we're easy to do business with and can help you make the very best recommendation possible for your client—one that will generate greater trust and savings, and help you win more business for years to come.

## Getting More from Your Pharmacy Benefit Management

We're committed to making prescriptions more affordable for your clients and their members. That's why we work hard every day to take the unnecessary costs out of pharmacy benefits. To that end, we've reinvented pharmacy benefit management to work smarter to deliver real savings and improve health.

Our modern, alternative solution leverages a powerful PBM engine built on a transformative pass-through approach, lowest-net-cost philosophy and outstanding clinical care model. With this engine in place, ordinary PBM tools such as utilization management, formulary and networks perform at a higher level to improve health more effectively and generate even more savings.

As a result your clients will have a great experience with these programs and features.

### Transformative Pass-Through Approach

- ▶ Clients receive 100% of all discounts and rebates that we secure on your client's behalf
- ▶ Get unrestricted visibility down to the claim level for better tracking and monitoring
- ▶ Experience lower drug trend, decreased PMPM expenses and reduced costs

### Lowest-Net-Cost Philosophy

- ▶ Give your clients a high performance drug mix (i.e. low cost generics, less expensive brands) that consistently delivers the lowest net cost and reduces PMPM expenses
- ▶ Achieve substantial rebates for your client without paying more with our low AWP starting point
- ▶ Attract and retain clients with a broad formulary that provides a "high value" benefit, yet reduces expenses with low-net-cost medications

### Outstanding Clinical Care Model

- ▶ Receive real-time, personalized support for plan members via the latest in multi-channel engagement
- ▶ Get best-in-class care with our use of 360-degree patient data and evidence-based guidelines combined with our ability to leverage pharmacist and prescriber relationships to deliver meaningful interventions
- ▶ Experience improved outcomes with robust member support to promote adherence and close gaps in care
- ▶ Keep benefit plan members healthy and happy to reduce absenteeism, while increasing productivity

## Meeting Your Goals

Managing your client's pharmacy benefit is no small task. That's why you need a PBM partner who can offer guidance and support along the way. Our service and support starts with a seamless implementation, followed by insightful reporting, regularly scheduled account reviews and consultative VALUE summaries to ensure we meet benefit plan goals. Our highly experienced account managers will help

guide decisions to fine-tune the pharmacy benefit whether it includes flexible plan design changes, adding new programs or tweaking existing services to meet plan goals. You and your client will:

- ▶ Receive dedicated support from expert advisors
- ▶ Get flexible plan design options
- ▶ Gain insight and actionable information through advanced reporting
- ▶ Receive consultative plan reviews and recommendations

## Reducing Your Costs

In working with Navitus, many of our first-year clients save anywhere from 20-30%.<sup>3</sup> But the savings don't end there. Our clients experience savings throughout the life of the contract and beyond. Over the past five years, we've consistently kept PMPM costs low, providing an average savings of 14%.<sup>3</sup>

## Getting Started

**Don't wait. Start experiencing *Pharmacy Benefits Reinvented* today!** Simply visit our website at [www.navitus.com](http://www.navitus.com) or email us at [sales@navitus.com](mailto:sales@navitus.com).

<sup>1</sup> The 2020 Economic Report on U.S. Pharmacies and Pharmacy Benefit Managers, The Drug Channels Institute, March 2020, p.288.

<sup>2</sup> Kaiser Family Foundation Health Tracking Poll (conducted Sept 14 – 20, 2016).

<sup>3</sup> Navitus 2019 Drug Trend Report.