

# Staying a Step Ahead of Pharmacy Benefit Cost Trends



## 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. With a steady flow of regulatory and compliance changes, increasing consumerism and the drive to stay competitive, health plans need a PBM partner that can help them reach their goals. With innovative solutions and insightful reporting, we work with plans like you to help you deliver higher quality care and better outcomes while managing costs. Plus, we can complement your offering to help you better support your members and stay ahead of the competition.

## Getting More from Your Pharmacy Benefit Management

We're committed to making prescriptions more affordable for you and your 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.

### Transformative Pass-Through Approach

- ▶ Receive 100% of all discounts and rebates that we secure on your 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

- ▶ Get 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 without paying more with our low AWP starting point
- ▶ Meet the needs of your group plan customers who are focused on lowering costs

## Outstanding Clinical Care Model

- ▶ Receive real-time, personalized support for 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 members healthy and happy to reduce absenteeism, while increasing productivity
- ▶ Deliver clinically appropriate, high quality care for your members with our URAC accredited PBM programs
- ▶ Receive accredited quality care: For plan year 2019, the Navitus MedicareRx program achieved a 4.5 out of 5 star EGWP rating by CMS.<sup>4</sup>

## Meeting Your Goals

Managing your 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 your goals. Our highly experienced account managers will help you make decisions to fine-tune your pharmacy benefit whether it includes flexible plan design changes, adding new programs or tweaking existing services.

- ▶ 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).

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<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.

<sup>4</sup>Medicare evaluates plans based on a 5-star rating system. Star Ratings are calculated each year and may change from one year to the next.