

Controlling Costs While Offering Robust Member Benefits and a High Level of Service



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% annually¹



- ▶ 1 in 4 people suffering from chronic conditions find it difficult to afford their medication²

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 unions have the unique need to offer rich member benefits and a high level of service while controlling costs. In addition, unions are also faced with working in a collective bargaining environment, which limits flexibility in making plan design changes. That's why you need a PBM partner that knows how to strike a balance between providing robust benefits and superior service, while delivering cost-saving strategies. Our outstanding clinical care and member services programs deliver member-friendly interventions to drive down costs, improve health and reinforce the value of the member's union affiliation.

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
- ▶ Drive down costs and deliver value to your members

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

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%.³ 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%.³

Getting Started

Don't wait. Start experiencing *Pharmacy Benefits Reinvented* today! Simply visit our website at www.navitus.com or email us at sales@navitus.com.

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

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

³ Navitus 2019 Drug Trend Report.