



# Minnesota Healthcare Consortium

Participating Minnesota Service Cooperatives

## Pharmacy Value Story



# 2021 Landscape




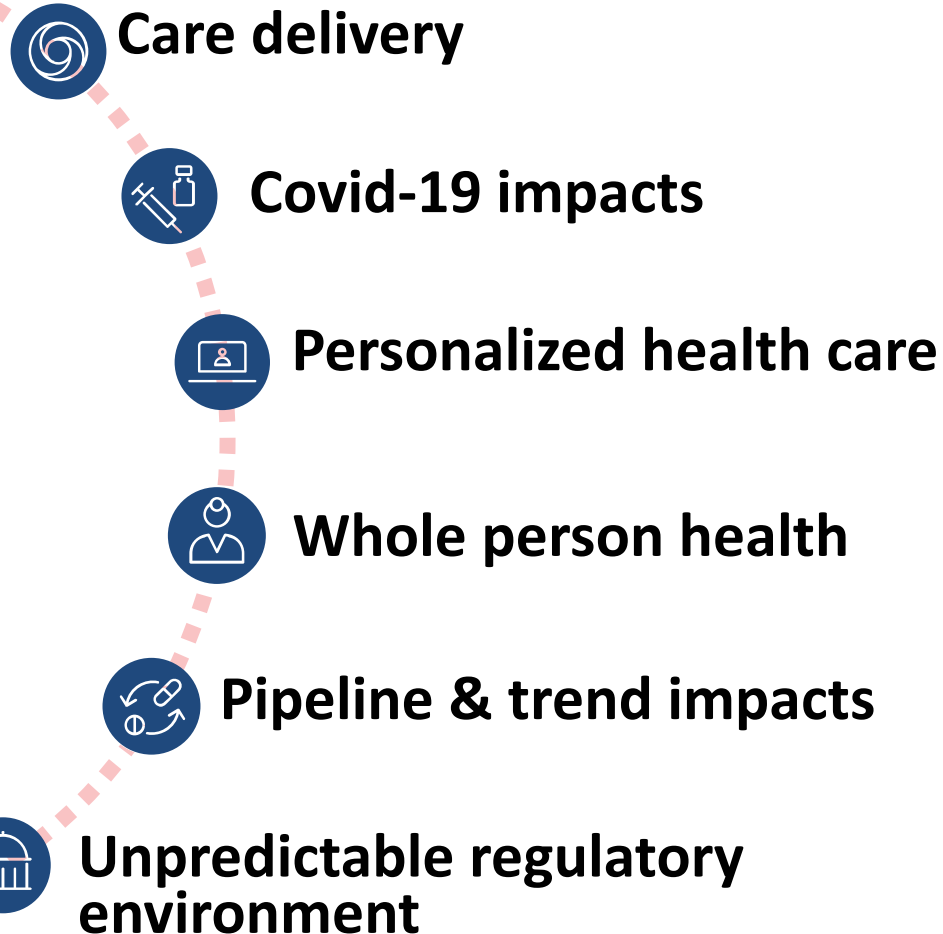
**Employers are seeking new and innovative strategies to control spend and keep members healthy.**

**In 2021, our members faced many challenges:**

- The COVID-19 pandemic
- Mental health
- Brand drug price increases
- Diabetes
- Uncertain regulatory environment
- New drugs entered the market
- Rare diseases
- Inflammatory conditions
- Cancer
- Social pressures
- Vendor coordination
- Gene therapies
- New technologies
- Opioid crisis
- Million dollar therapies



# Here's what we're watching – for your plan, and your members



**HERE'S WHAT ELSE YOU NEED TO KNOW**

**Top cost drivers**

Such as diabetes and HIV will continue to strain plans, and require aggressive management

**\$16B** The expected cost of gene therapies by 2024



# **INTEGRATED PHARMACY SOLUTIONS**



# Domains of pharmacy solutions

## Traditional Pharmacy

- National network that meets urban, suburban and rural access requirements
- 68,000 retail pharmacies
- Convenient customer tools
- Innovative strategies to drive to most-effective care

## Mail Order Pharmacy

- Convenient home delivery for ongoing medication needs
- Free shipping is available directly to member's home or office
- Members can easily order medications via phone, mail, mobile app, member website or a fax form from their physician
- 3-month supply available decreases the number of refills required and eliminates an extra trip to the pharmacy

## Specialty Pharmacy

- 15 condition-focused therapeutic resource centers
- Individualized counseling and education to improve therapy adherence
- Web, mobile, chat, text and email functionalities
- Broad access to exclusive and limited distribution drugs

## Medical Pharmacy

- Coordinated utilization management programs to drive down medical pharmacy costs
- Experts with specialized resources and insights to manage common and rare diseases
- Provider web portal for simple, efficient authorization entry and tracking
- Site-of-service program



# Medica Comprehensive Drug List

- Encourages the use of safe, effective & affordable medications
- Medica's formulary or drug list is a 5-tier, open formulary
  - ACA preventive medications are embedded into the formulary, noted as Tier 6
  - Utilization management (PA, ST, QL) is embedded into the formulary
  - Coverage is provided for generic, preferred & non-preferred medications
- Non-preferred brand & non-preferred specialty medications are not covered with the closed formulary option
- Exclusions are layered into the formulary in highly saturated therapy classes to drive to lowest net cost medications

Tier	Open Formulary	Closed Formulary	Exclusions
1	Generic	Generic	Exclusions=Not Covered
2	Preferred Brand	Brand	
3	Non-Preferred Brand	Not Covered	
4	Preferred Specialty	Specialty	
5	Non Preferred Specialty	Not Covered	

\*Formulary exception process for medical necessity is available for non-covered drugs



# Real Time Benefit Check

- Real Time Prescription Benefit improves patient and provider engagement.



## Patient

Reduces sticker shock,  
increases savings and  
treatment delivery



## Provider

Increases access to  
information, productivity



## Plan

Lower costs, higher-  
performing benefit designs,  
higher net promoter scores



## Pharmacy

Adds pharmacies as  
alternatives

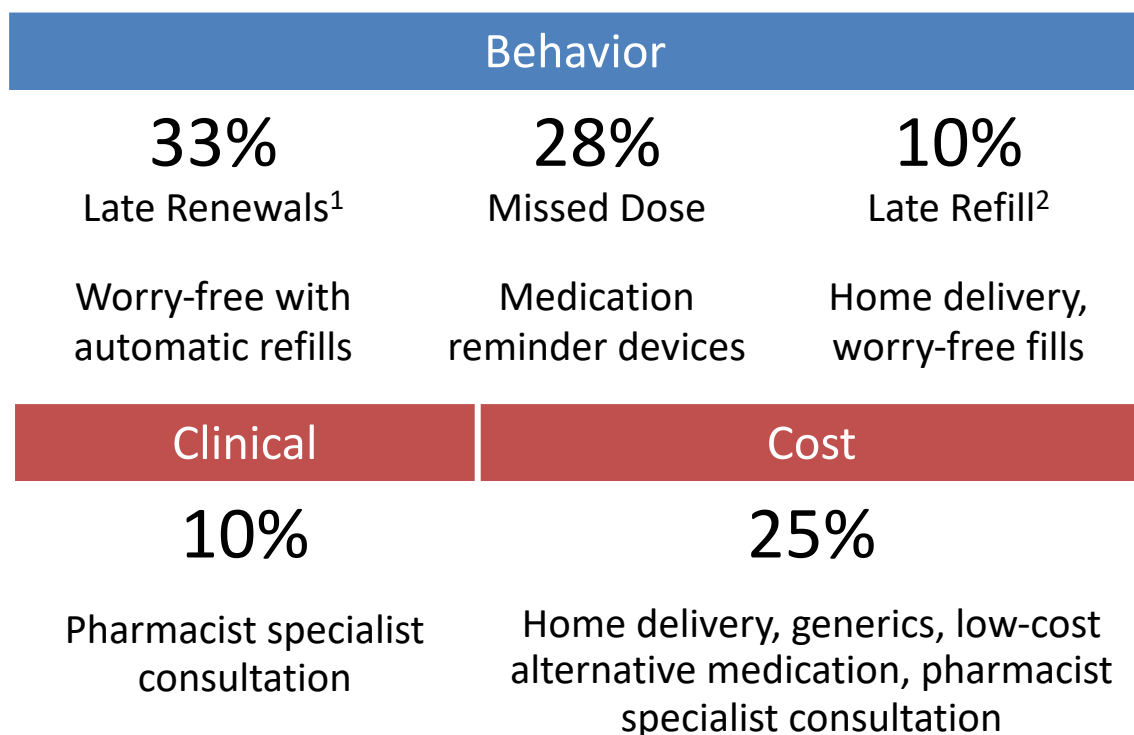
“Allows me to give my patient an expectation of what they will pay which helps to impact them immediately. Saves me time and them money.”



# Screen Rx

## Helping patients overcome obstacles

- Our pharmacists are trained to ask the right questions to uncover the member's true adherence barrier.



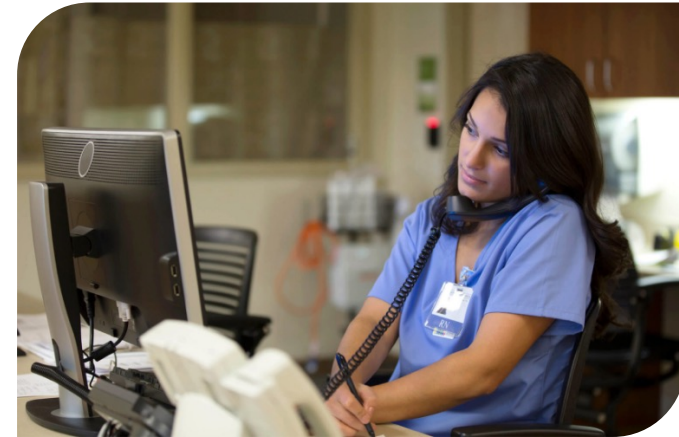
<sup>1</sup> A renewal is when a prescription has expired or run out, and a new prescription is required. <sup>2</sup> A **refill** is where the prescription is still valid, but needs to be filled 2017 Commercial ScreenRx BoB



# Specialty Pharmacy

## Therapeutic Resource Center

- 24/7 access to specialty-trained pharmacists and nurses
- Individualized counseling and education from specialty pharmacists and nurses experienced clinicians specializing in complex disease states
- Proactive monitoring and clinical support to drive better outcomes
- Coordination with Medica and prescribing physicians



## Extensive Specialization

Rare Diseases	Cardiovascular	Endocrine	Fertility	Immune Disorders
Hepatitis C	HIV	Multiple Sclerosis	Oncology	Pulmonary
Pulmonary Hypertension	Bleeding Disorders	Rheumatoid Arthritis & Inflammation	Cystic Fibrosis	Transplant



# Pharmacy Solutions

## Pharmacy ACO initiatives

- Drug to drug opportunities
  - Brand to generic opportunities
  - High-cost generics
  - Formulary compliance
- Care review opportunities
  - High opioid prescribers
  - High controlled substance utilizers
  - Early indicators for high-cost claimants
- Program opportunities
  - Pipeline and new drug review/impact
  - Process and program enhancements



Effective provider engagement driving lower cost and improved care outcomes for patients



# Value of Integration

## Provides a comprehensive member experience

- Drives early identification of members with high-cost and high-risk chronic conditions
- Improves coordination of care and appropriate use of medications covered under both benefits
- Improves medication adherence and member engagement in health management programs



**5.3%** fewer ER visits



**9%** fewer hospitalizations



**23%** less total spend



**12%** higher medication adherence

## Generates cost savings

- Fewer hospitalizations and readmissions
- Reduces ER visits
- Lowers overall health care costs

## Improves service experience

- One-stop shop for members: one contact, one contract, one card





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# THANK YOU

