

Shining a Light on Pharmacy Savings:

A case study on Rx Concierge

Large school consortium
Group

40,000
Members

100%
of guarantees met

2020
Start of program

\$7.3 Million
in total realized savings



Client Challenge:

The rising costs of health care is a growing concern for employers. In 2020, a large school consortium with over 40,000 members experienced double digit trends driven by increased pharmacy costs.

What is Rx Concierge?

Rx Concierge, provided by Candesa Pharmacy SolutionsSM, is an innovative solution that combines firsthand expertise of clinical pharmacists, the knowledge of a large health plan and the power of advanced data.

Rx Concierge guarantees savings with:

- A retrospective utilization management solution
- No changes to benefits or formulary needed
- No member disruption

Solution:

By enrolling in Rx Concierge, this large school consortium **mitigated trend and saved millions of dollars over the course of four years.**

We know many employer groups and PBMs already implement robust formulary and utilization management strategies to control costs. While acknowledging these efforts, we identified crucial opportunities to further help enhance member safety, drive down costs, and ultimately help improve health care outcomes.

Rx Concierge is a program designed to complement existing strategies and achieve even greater results with guaranteed savings.

How Rx Concierge saves money

Savings example 1: Identifying a simple package switch to save money

Cosentyx® is a medication that may be used to treat:

- plaque psoriasis
- psoriatic arthritis
- ankylosing spondylitis
- and other inflammatory conditions



Cosentyx® is available as a 1-syringe pack and a 2-syringe pack, both cost the same.

The Rx Concierge team works to identify patients who are using Cosentyx® and ensure that they are receiving the most cost-effective package size available. For patients that are using 150mg monthly, it is more cost effective to use the 2-syringe pack for a two-month supply due to the flat pricing of the medication.

This simple package size change led to significant savings for the client, saving them an average of \$45,000 per conversion.

\$487,381 saved from Cosentyx® conversions in the first four years of Rx Concierge.

Savings example 2: Addressing duplicative therapies can save money

Treatments for chronic diseases are leading contributors to overall pharmacy spend. For this employer group, chronic conditions such as hypertension, cholesterol, diabetes and asthma were highly prevalent among their members. With the Rx Concierge program, we were able to identify savings opportunities while improving member outcomes.



The Rx Concierge team identified an asthma patient who had filled four different controller medications in a one-month period.



The medications were being prescribed by three different providers, including a pulmonologist, allergist and family medicine practitioner.

Three of the inhalers had contained a long-acting beta agonist (LABA), which when used in excess could cause tachycardia, heart palpitations and tremors.



Our Clinical Pharmacist contacted the patient's pulmonologist, informed of the medication overuse and provided contact information to discuss with the other prescribers. In addition, we recommended use of Trelegy, a combination inhaler that provides three medications in one, offering cost savings and ease of administration.

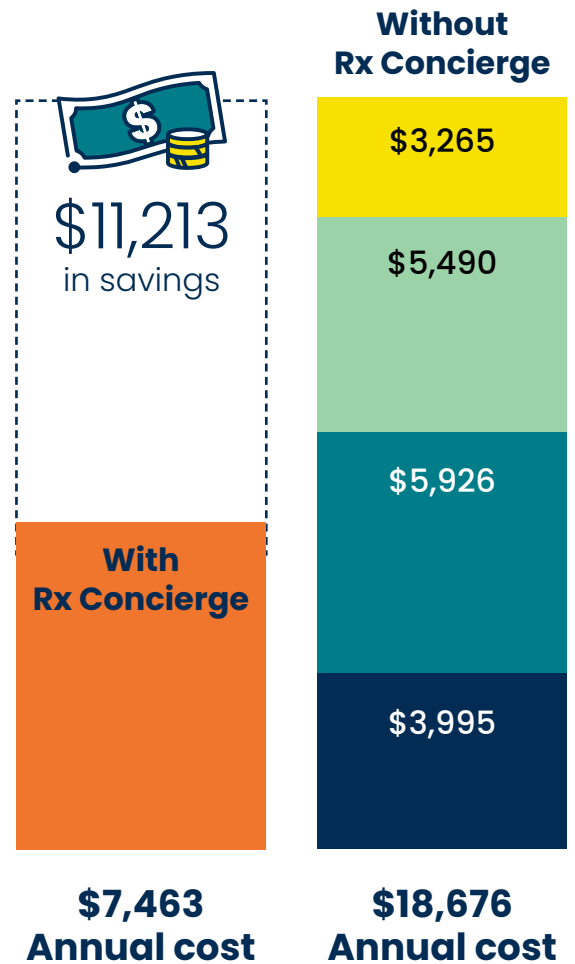
Claims history before and after Rx Concierge

One employee. One Rx intervention.

Our employer group **saved \$11,213** with just one Rx Concierge intervention for one employee. In addition to employer savings, the member benefits included:

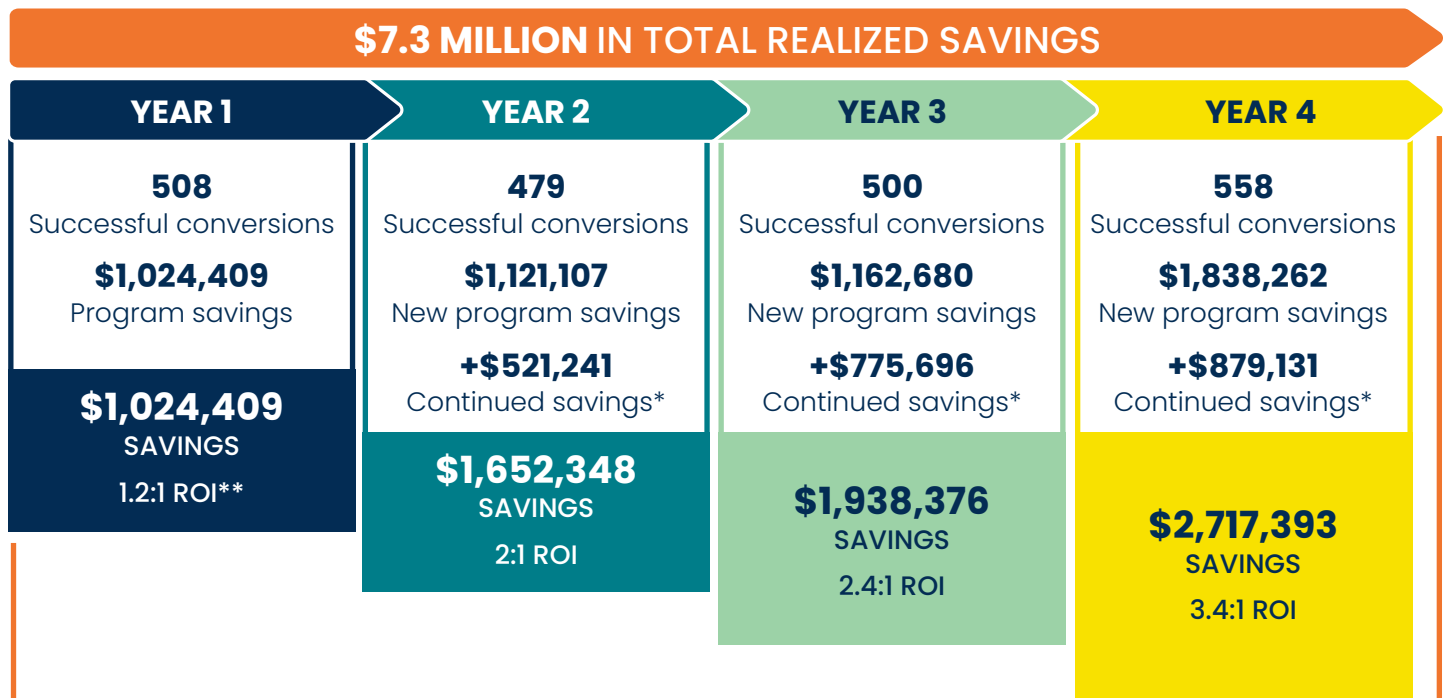
- Member cost share reduction
- Ease of use, going from four prescriptions to one
- Increased member adherence as the employee has been filling compliantly since the switch

	Arnuity ellipta		Symbicort®
	Stiolto® Respimat®		Trelegy ellipta
	Fluticasone-salmeterol Hfa		



Significant savings year-over-year

This large school consortium has experienced over one million dollars of new savings each year totaling \$7.3 million over 4 years in the program.



Proven Results

3.2%
Year 1 Rx trend reduction

2,045
Successful conversions

\$2,517
Average annual savings per converted drug



REDUCE SPEND AND IMPROVE OUTCOMES WITH RX CONCIERGE

To learn more go to **CandesRx.com**.

Cosentyx® is a registered trademark of Novartis AG.
 Stiolto® Respimat® is a registered trademark of Boehringer Ingelheim International GmbH.
 Symbicort® is a registered trademark of the AstraZeneca group of companies.
 Data is based on the four year performance of a large school consortium enrolled in Rx Concierge. Past results do not guarantee future results.
 * Estimated savings resulting from prior year conversions.
 **ROI is defined as the realized savings for a group that purchases Rx Concierge in relation to the cost the group pays for Rx Concierge over a mutually agreed-upon period of time.

