

PBMs: The Unmasking Pharmacy Benefit Manager

PBM Responsibilities

Clear the transactions

Pay the pharmacy

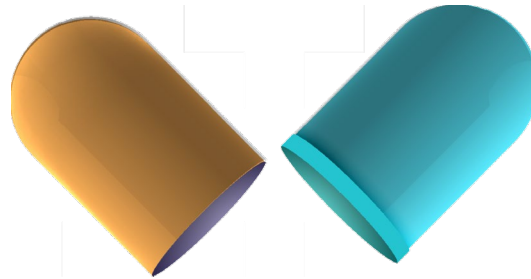
Manage formulary/rebates

Manage claims data

Clinical administration

*Any of these can be
manipulated to the
benefit of the PBM*

PBMs are often integrated with carriers/pharmacies and act in collusion with them.



Countless Revenue Sources, Opacity and Complexity:

Spread
pricing

Rebates on drugs
through formulary
preference

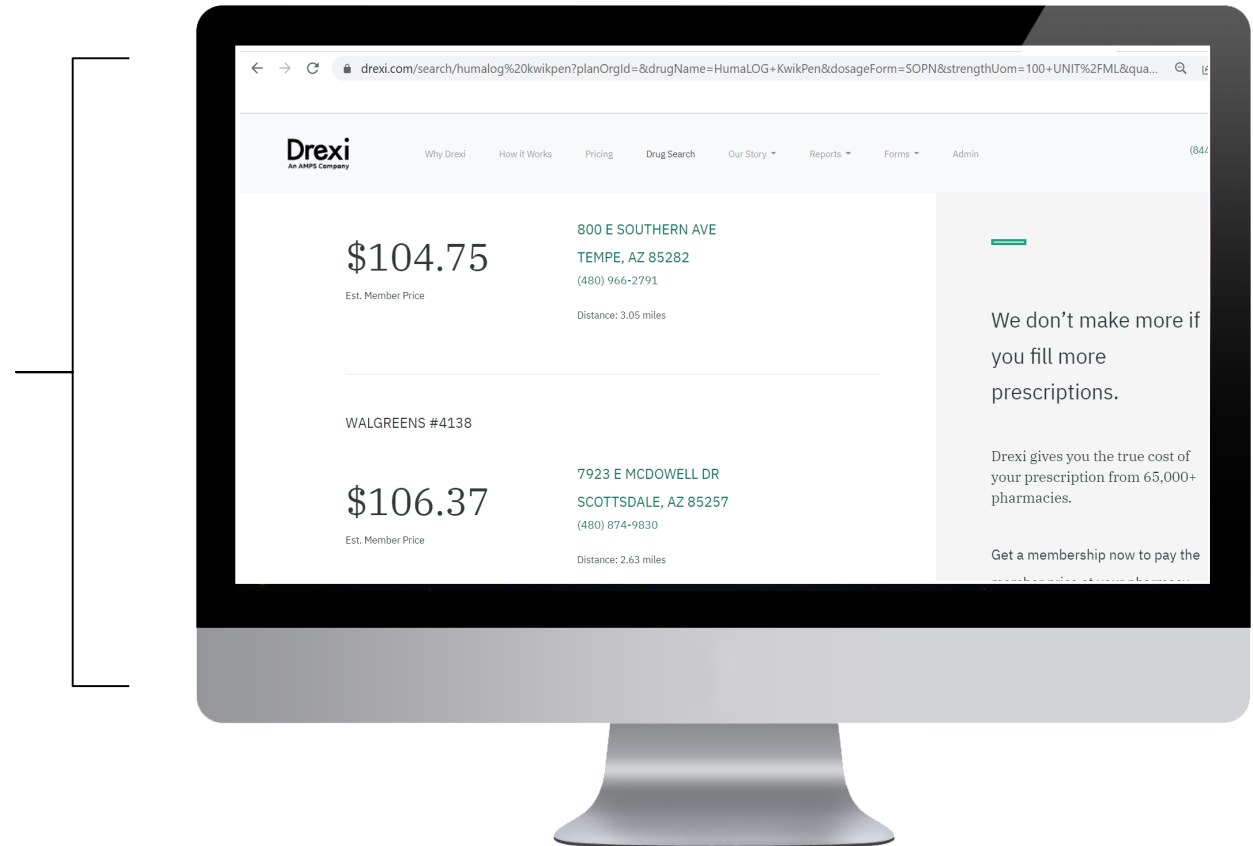
Pharmacy Network
Management

Admin
Fees

Humalog® KwikPen® vs. Insulin Lispro Injection U-100



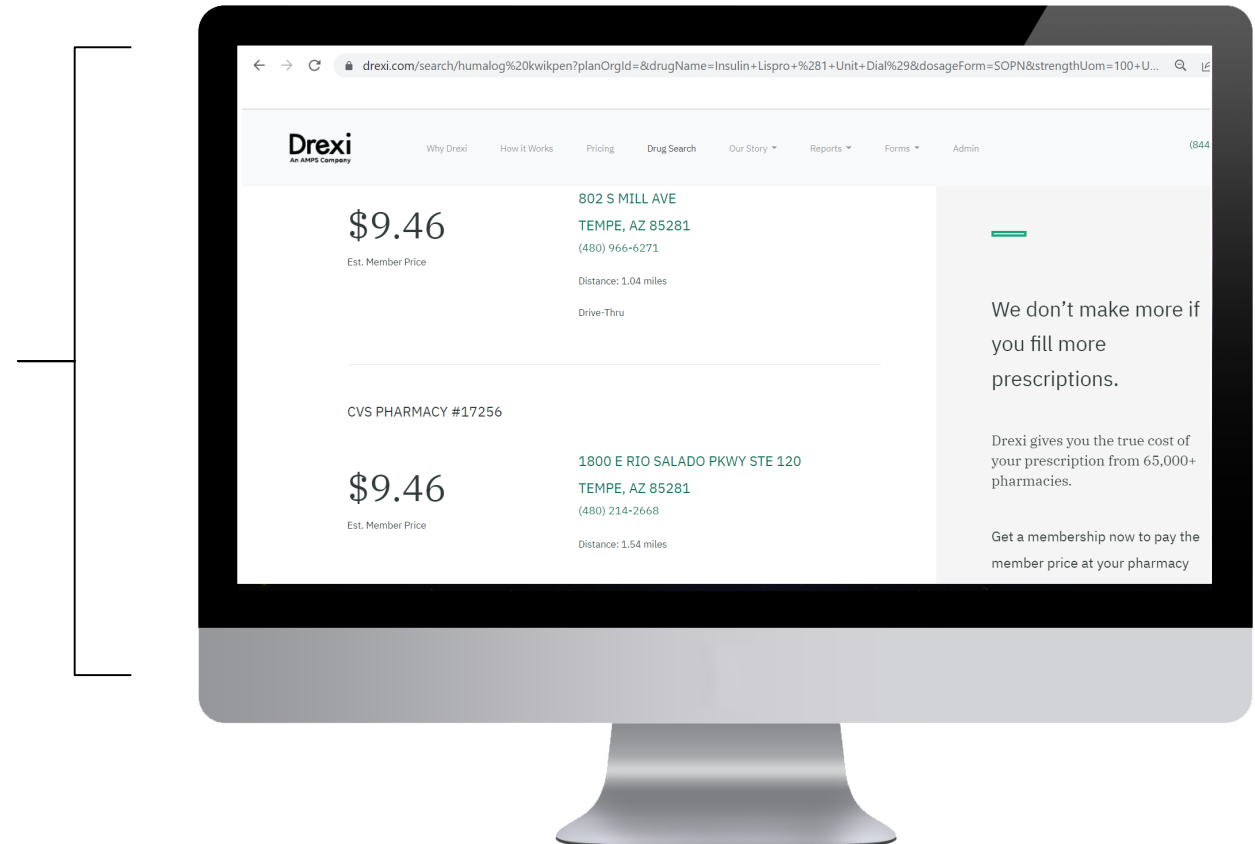
Humalog® KwikPen®



Humalog® KwikPen® vs. Insulin Lispro Injection U-100



**Insulin Lispro Injection
U-100 (Generic)**





Drexi
An AMPS Company

amps

Lilly's Non-Branded Insulin Options

You're committed to managing your diabetes.

Lilly is committed to ensuring you can afford your Lilly insulin.

That's why we offer a portfolio of lower list-priced*insulins.

Lilly's portfolio of non-branded insulins may help to reduce your out-of-pocket costs*



When you pick up your prescription, your pharmacist can help determine your least expensive option.

***Important:** For many people with commercial drug insurance, Lilly's Humalog branded insulin may still have a lower out-of-pocket cost than Lilly's non-branded insulins.

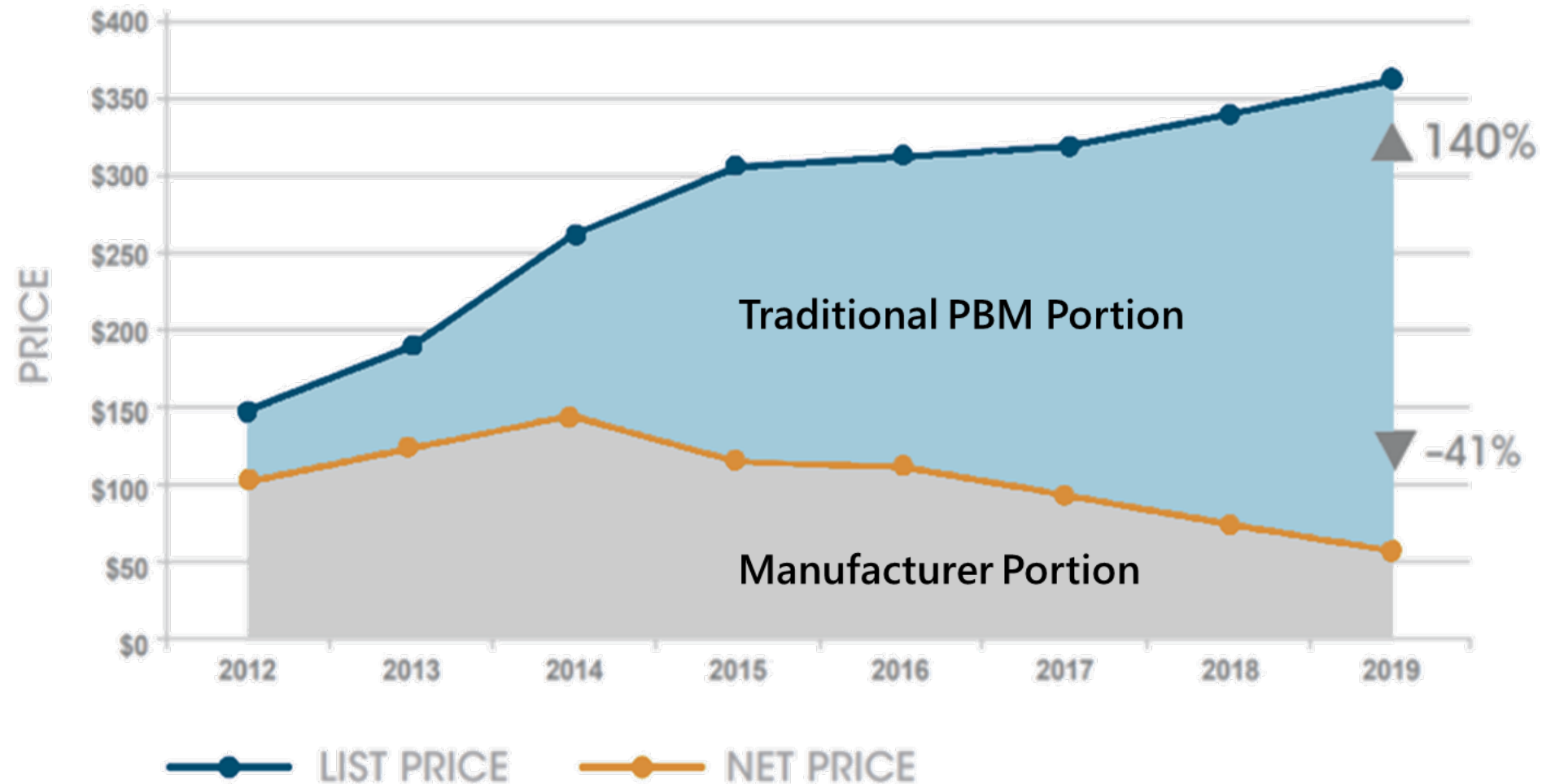
*You should consider formulary status of all medications you may be taking when making enrollment decisions.



If you are struggling to afford the medication or diabetes care you need, please call the Lilly Diabetes Solution Center at 1-833-808-1234.

[Learn about pricing](#)

Price of Insulin Paid by Employers/Employees





Don't Chase Rebates

...but don't say "no" to free money!

Specialty Rx by the Numbers: 2021 Edition

- **One** high-cost specialty drug designed to treat a rare condition (impacting less than 200K Americans) is all it takes to experience [plan costs of more than \\$250,000](#) for a given claimant in a single year.
- **Two** percent of a plan's prescription drug claims will account for 50% of total pharmacy benefits plan costs this year.
- **Three**-month fills of specialty medications, such as Skyrizi® and Stelara®, relative to all medications have increased utilizers by 38.7%, and pharmacy claims by 48.9% between 2019 and 2020.



Per the Pharmaceutical Care Management Association, a PBM trade group, **nine** of the 10 best-selling drugs by revenue will come from the specialty channel in 2022, compared to three in 2010 and seven in 2014.

- 1) Humira®
- 2) Enbrel®
- 3) Stelara®
- 4) Cosentyx®
- 5) Dupixent®
- 6) Trikafta®
- 7) Tecfidera®
- 8) Otezla®
- 9) Revlimid®
- 10) Xeljanz/Xeljanz XR®

\$6,300 per month
\$75,600 per year

\$23,812 per month
\$285,744 per year

FREE

The
Questions



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Drex Analysis



Drug	# Members Affected (Est)	Current Cost	New Cost	Savings	Solution
Humira	2	\$230,985.44	\$0.00	\$230,985.44	PAP
Stelara	1	\$285,050.69	\$0.00	\$285,050.69	PAP
Tremfya	1	\$82,158.93	\$0.00	\$82,158.93	PAP
Enbrel	1	\$52,262.15	\$0.00	\$52,262.15	PAP
Biktarvy	1	\$39,169.50	\$0.00	\$39,169.50	PAP
Xospata	1	\$23,945.41	\$0.00	\$23,945.41	PAP
Rydapt	1	\$19,304.74	\$0.00	\$19,304.74	PAP
Absorica LD	1	\$11,261.05	\$0.00	\$11,261.05	PAP
Vimpat	1	\$10,220.81	\$0.00	\$10,220.81	PAP
Fycompa	1	\$9,838.50	\$0.00	\$9,838.50	PAP
Cresamba	1	\$5,630.00	\$0.00	\$5,630.00	PAP
Xifaxan	1	\$1,952.72	\$0.00	\$1,952.72	PAP
		\$486,729.25	\$0.00	\$486,729.25	
			85%	\$413,719.86	
Humalog	3	\$28,919.99	\$18,571.94	\$10,348.05	Copay Card
Spravato	1	\$16,740.99	\$9,590.99	\$7,150.00	Copay Card
Xiidra	2	\$8,965.96	\$4,965.96	\$4,000.00	Copay Card
Abiraterone Acetate	1	\$6,163.63	\$1,373.13	\$4,790.50	Copay Card
Emgality	1	\$4,852.00	\$2,402.02	\$2,449.98	Copay Card
Vivitrol	1	\$1,393.65	\$893.65	\$500.00	Copay Card
Ubrelvy	1	\$884.93	\$0.00	\$884.93	Copay Card
		\$67,921.15	\$37,797.69	\$30,123.46	

Drex Analysis (continued...)

Drug	# Members Affected (Est)	Current Cost	New Cost	Savings	Solution
Trulicity	3	\$30,541.41	\$22,906.06	\$7,635.35	International
Aptiom	2	\$25,828.06	\$12,914.03	\$12,914.03	International
Eliquis	4	\$25,162.03	\$18,871.52	\$6,290.51	International
Lantus	3	\$24,249.02	\$18,186.77	\$6,062.26	International
Jardiance	4	\$22,185.28	\$13,311.17	\$8,874.11	International
Levemir FlexTouch	2	\$15,410.94	\$11,558.21	\$3,852.74	International
Januvia	3	\$13,033.09	\$7,819.85	\$5,213.24	International
Farxiga	2	\$12,501.69	\$9,376.27	\$3,125.42	International
Myrbetriq	2	\$11,502.42	\$5,751.21	\$5,751.21	International
Xarelto	2	\$10,207.53	\$7,655.65	\$2,551.88	International
Linzess	2	\$9,551.93	\$7,163.95	\$2,387.98	International
Mesalamine	1	\$9,078.39	\$6,808.79	\$2,269.60	International
Multaw	1	\$8,036.01	\$6,027.01	\$2,009.00	International
Breo Ellipta	2	\$7,993.22	\$5,994.92	\$1,998.31	International
Trelegy Ellipta	1	\$7,752.67	\$5,814.50	\$1,938.17	International
Trintellix	2	\$7,442.76	\$5,582.07	\$1,860.69	International
Latuda	1	\$5,974.28	\$2,987.14	\$2,987.14	International
Ozempic	1	\$5,018.08	\$3,763.56	\$1,254.52	International
Invokamet	1	\$4,748.19	\$3,561.14	\$1,187.05	International
Byetta	1	\$4,594.52	\$2,756.71	\$1,837.81	International
Advair	2	\$4,078.83	\$2,243.36	\$1,835.47	International
Toujeo Solostar	1	\$3,583.44	\$2,687.58	\$895.86	International
Restasis	1	\$1,220.18	\$915.14	\$305.05	International
Tresiba Flextouch	1	\$803.94	\$602.96	\$200.99	International
		\$270,497.91	\$185,259.54	\$85,238.37	

Today's Takeaways

1

**What's the
Opportunity?**

2

**What's the
Solution?**

Specialty medications require strategies that go beyond traditional pharmacy management

Ask yourself these questions when evaluating your specialty drug plan

1. *Do I have visibility into the pharmacy arrangement to address any potential issues?*
2. *How will my plan handle a new specialty drug that comes to market?*
3. *Is the clinical framework able to respond appropriately to meet the plan's objectives?*

Making sure that you understand your drug formulary, your pharmacy benefits utilization management programs, and that you are keeping an eye out for costly prescription drugs with little-to-know clinical value is your key to success in pharmacy benefits management.

Employers Should Receive...



Full disclosure
of fees



Full access
to data



Best rebate
deal possible



Pass through
pricing*

** from the pharmacy,
not another PBM*



A PBM without
conflicts

Questions?

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QUESTION

ANSWER