



PHARMACY BENEFIT PLAN REVIEW – 4th QUARTER 2017

**Greater Tompkins County
Municipal Health Insurance Consortium**

Today's client review will include the following:

- Review client performance for the current period
- Analysis of client performance
- Identify potential savings opportunities
- Make recommendations for improving future performance

ProAct Contacts:

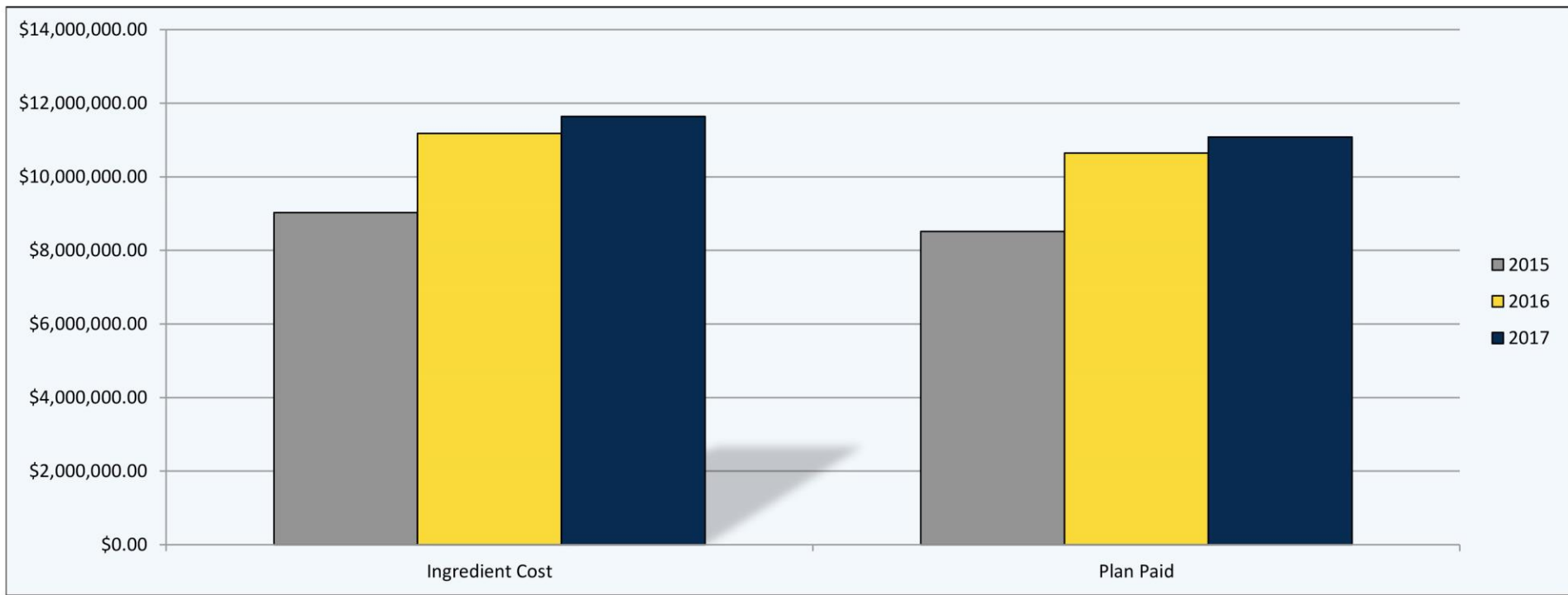
- **Corey Prashaw**
Account Manager
- **Ron Romano**
Clinical Account Director

Our focus is you . . .



PERFORMANCE

Period	Date Range	Eligible Members	Utilizing Members	Rx Count	Ingredient Cost	Fill Fee	Total Cost	Member Paid	Plan Paid
2017	01/01/2017 - 12/31/2017	5,156	4,306	77,512	\$11,640,121.68	\$110,106.41	\$11,750,228.09	\$664,302.99	\$11,079,834.05
2016	01/01/2016 - 12/31/2016	5,045	4,165	76,763	\$11,181,168.38	\$106,244.37	\$11,287,412.75	\$640,466.47	\$10,645,984.27
2015	01/01/2015 - 12/31/2015	5,041	4,153	76,027	\$9,027,125.76	\$105,873.78	\$9,132,999.54	\$618,870.82	\$8,513,468.25



****Normalized Data****

Period	Rxs PMPM	Plan Paid PMPM	% Generic Rxs	Plan Paid / Generic	% Brand Rxs	Plan Paid / Brand	% Formulary Rxs	Ingredient Cost / Rx	Fill Fee / Rx	Total Cost / Rx	Member Cost / Rx	Plan Cost / Rx
2017	1.85	\$179.08	83%	\$23.91	17%	\$481.33	96%	\$101.74	\$0.96	\$102.70	\$5.81	\$96.84
2016	1.85	\$175.86	82%	\$24.61	18%	\$432.86	95%	\$99.81	\$0.95	\$100.76	\$5.72	\$95.03
2015	1.80	\$140.75	82%	\$21.66	18%	\$335.82	95%	\$83.03	\$0.97	\$84.00	\$5.69	\$78.30
Similar Client Type	1.90	\$173.00	84%	\$24.40	16%	\$430.75	95%	\$95.69	\$0.75	\$96.45	\$5.47	\$90.89
ProAct BoB	1.42	\$121.43	85%	\$22.48	15%	\$438.40	95%	\$92.40	\$0.87	\$93.27	\$7.83	\$85.34



ANALYSIS

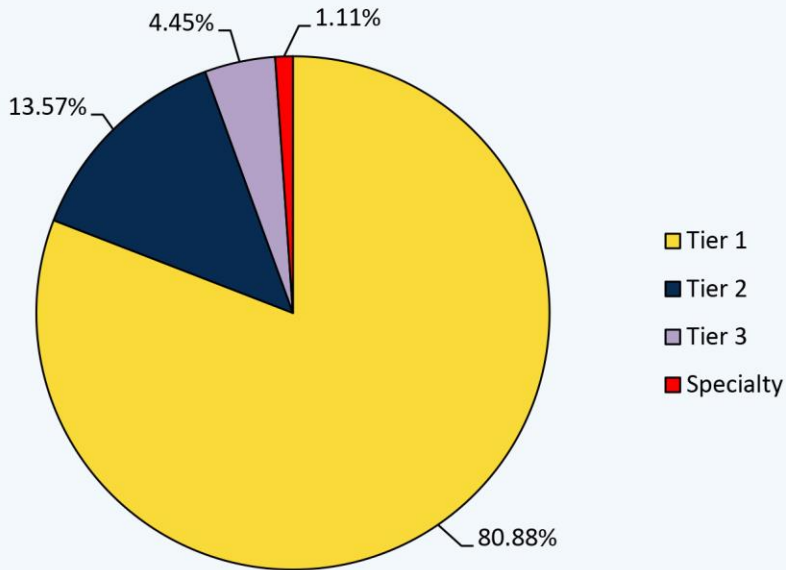
2017	Generic - Tier 1	Preferred Brand - Tier 2	Non-Preferred Brand - Tier 3	Specialty
Rx Count	64,307	9,455	2,657	1,093
Plan Paid / Rx	\$33.16	\$411.15	\$354.99	\$3,766.77
Plan Paid	\$2,132,152.32	\$3,887,394.95	\$943,207.45	\$4,117,079.33
% Rx Count	82.96%	12.20%	3.43%	1.41%
% Plan Spend	19.24%	35.09%	8.51%	37.16%

2016	Generic - Tier 1	Preferred Brand - Tier 2	Non-Preferred Brand - Tier 3	Specialty
Rx Count	62,992	9,412	3,425	934
Plan Paid / Rx	\$35.17	\$382.25	\$337.31	\$3,937.62
Plan Paid	\$2,215,262.93	\$3,597,705.74	\$1,155,278.09	\$3,677,737.51
% Rx Count	82.06%	12.26%	4.46%	1.22%
% Plan Spend	20.81%	33.79%	10.85%	34.55%

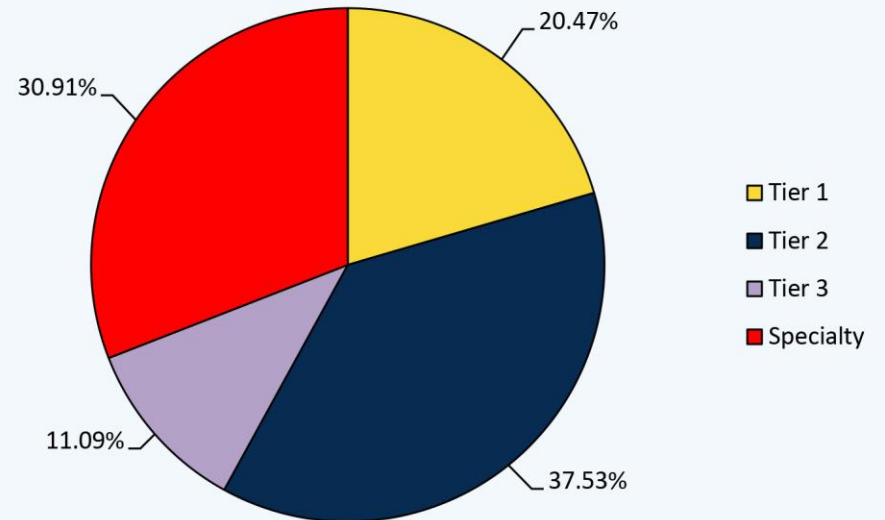
2015	Generic - Tier 1	Preferred Brand - Tier 2	Non-Preferred Brand - Tier 3	Specialty
Rx Count	61,801	10,021	3,420	785
Plan Paid / Rx	\$30.27	\$326.62	\$283.37	\$3,057.91
Plan Paid	\$1,870,782.50	\$3,273,102.65	\$969,123.18	\$2,400,459.92
% Rx Count	81.29%	13.18%	4.50%	1.03%
% Plan Spend	21.97%	38.45%	11.38%	28.20%

2013-2017	Generic - Tier 1	Preferred Brand - Tier 2	Non-Preferred Brand - Tier 3	Specialty
Rx Count	310,882	52,144	17,099	4,250
Plan Paid / Rx	\$29.63	\$323.83	\$291.81	\$3,272.88
Plan Paid	\$9,212,326.28	\$16,885,961.14	\$4,989,693.40	\$13,909,749.71
% Plan Spend	20.47%	37.53%	11.09%	30.91%

% Rx Count by Tier



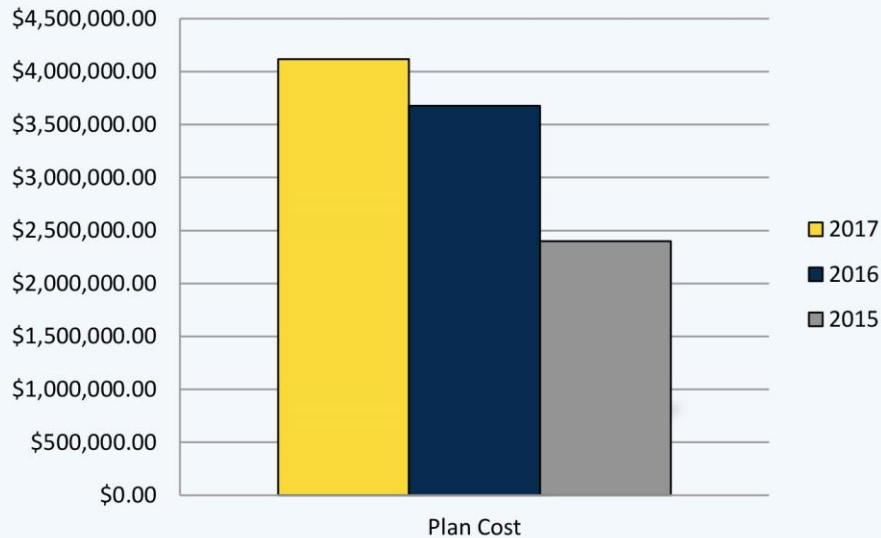
% Plan Spend by Tier



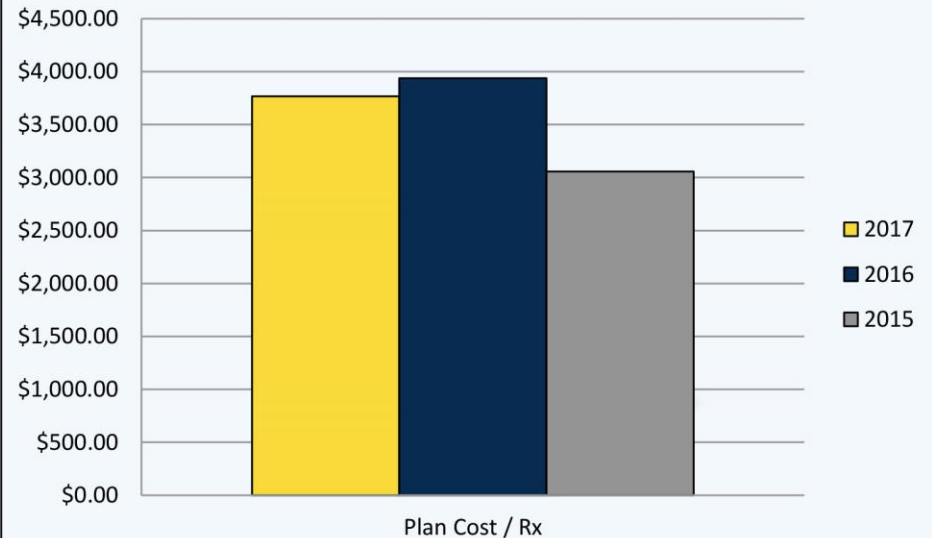
Category Name	Common Disease	Common Brand Medications	Common Generic Medications	Utilizing Members	Rx Count	Plan Paid	% Generic 2017	% Generic 2016	% Generic 2015
Antidepressants	Depression	Celexa, Cymbalta, Effexor, Lexapro, Paxil, Pristiq, Prozac, Sarafem, Wellbutrin, Zoloft	bupropion, citalopram, fluoxetine, mirtazapine, paroxetine, sertraline, venlafaxine	1,040	6,721	\$257,420.56	97.78%	88.27%	97.36%
Antihyperlipidemic	High Cholesterol	Advicor, Antara, Colestid, Crestor, Fenofibric Acid, Fibricor, Lescol/XL, Lipitor, Lovaza, Tricor, Vytorin, Welchol, Zetia	atorvastatin, cholestyramine, colestipol, fenofibrate, gemfibrozil, lovastatin, pravastatin, simvastatin	863	4,438	\$236,621.65	95.72%	86.78%	80.94%
Antidiabetic	High Blood Sugar	Actosplus Met, Actos, Avandamet, Avandia, Insulin Products, Januvia, Starlix	acarbose, glimepiride, glipizide, glipizide XL, glyburide, metformin, metformin ER, nateglinide	418	3,872	\$1,333,763.94	56.38%	57.26%	62.96%
Antiasthmatic	Asthma	Accolate, Duoneb, Foradil, Singulair, Spirivia, Symbicort, Theo-24, Ventolin	albuterol, albuterol/ipratropium, aminophylline, theophylline, budesonide	801	3,736	\$699,969.28	33.30%	35.16%	32.07%
Analgesics- Narcotic	Pain - Narcotic	Avinza, Embeda, Kadian, Opana, OxyContin, Vicodin	fentanyl, hydrocodone, hydromorphone, meperidine, methadone, morphine, oxycodone	801	2,787	\$238,913.49	87.37%	88.27%	87.92%
Anticonvulsant	Seizures	Carbatrol, Depakene, Gabitril, Keppra, Lamictal, Lyrica, Neurontin, Tegretol, Topamax, Trileptal	carbamazepine, divalproex, gabapentin, lamotrigine, levetiracetam, phenobarbitol, topiramate	424	2,406	\$319,835.85	83.00%	83.71%	83.29%
Dermatological	Topical Agents	Benzaclin Care Kit/gel, Differin, Duac, Elocon, Lidex, Loprox Gel/Shampoo, Metrogel,	ammonium lactate, betamethasone, hydrocortisone, triamcinolone acetonide	928	1,982	\$302,669.88	93.04%	87.86%	85.95%
Stimulants/Anti-Obesity/Anorex	Stimulants	Adderall XR, Concerta, Daytrena, Focalin, Metadate CD/ER, Nuvigil, Provigil, Ritalin/LA/SR	amphetamine/dextroamphetamine, methylphenidate ER/SR	224	1,606	\$260,773.29	85.18%	86.16%	84.13%
Misc. Cardiovascular	Erectile dysfunction, Pulmonary Hypertension, vaso	Cialis, Letairis, Levitra, Tracleer, Viagra	Largely brand dominated category	206	905	\$344,468.79	5.86%	4.30%	4.96%
Anticoagulants	Blood clots	Arixtra, Coumadin, Effient, Fragmin, Lovenox	anagrelide, dipyridamole, pentoxifylline, ticlopidine, warfarin	156	883	\$287,544.85	35.45%	-	-

	2017 January 1, 2017 - December 31, 2017	2016 January 1, 2016 - December 31, 2016	2015 January 1, 2015 - December 31, 2015
Utilizing Members	140	105	81
Rx Count	1,093	934	785
Ingredient Cost	\$4,145,117.05	\$3,695,324.32	\$2,415,481.12
Member Cost	\$28,526.02	\$17,999.56	\$15,471.15
Plan Cost	\$4,117,079.33	\$3,677,737.51	\$2,400,459.92
Plan Cost / Specialty Rx	\$3,766.77	\$3,937.62	\$3,057.91
Plan Cost / Specialty Utilizer	\$29,407.71	\$35,026.07	\$29,635.31
% of Total Rx Count	1.41%	1.22%	1.03%
% of Total Plan Cost	37.16%	34.55%	28.20%
% Member Share	0.69%	0.49%	0.64%

Plan Cost by Period



Plan Cost / Rx by Period



Top 10 Specialty Drugs 2017

Drug Name	Rx Count	Copay	Plan Paid	% Plan Paid
Humira Pen	103	\$2,135.00	\$493,601.59	4.45%
Harvoni	8	\$5,100.00	\$250,428.00	2.26%
Stelara	11	\$240.00	\$211,130.77	1.91%
Simponi	41	\$650.00	\$174,893.64	1.58%
Revlimid	14	\$455.00	\$173,248.00	1.56%
Enbrel Srclk	38	\$1,030.00	\$168,497.61	1.52%
Enbrel	36	\$960.00	\$158,978.99	1.43%
Tecfidera	23	\$515.00	\$157,599.88	1.42%
Norditropin	47	\$480.00	\$152,243.35	1.37%
Actemra	39	\$2,883.29	\$144,570.77	1.30%

Top 10 Specialty Drugs 2016

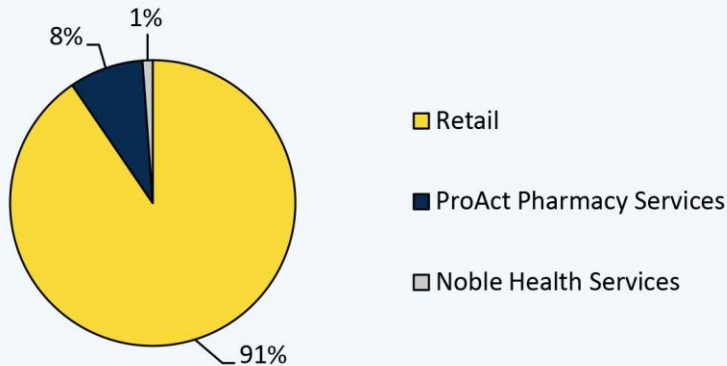
Drug Name	Rx Count	Copay	Plan Paid	% Plan Paid
Harvoni	14	\$275.00	\$446,899.00	4.20%
Humira Pen	80	\$1,555.00	\$381,362.24	3.58%
Copaxone	29	\$720.00	\$223,147.51	2.10%
Gilenya	30	\$960.00	\$196,083.34	1.84%
Pomalyst	12	\$420.00	\$163,480.24	1.54%
Tecfidera	25	\$560.00	\$154,328.27	1.45%
Actemra	44	\$1,545.00	\$148,575.81	1.40%
Simponi	38	\$486.00	\$147,949.00	1.39%
Enbrel	37	\$990.30	\$144,745.77	1.36%
Stelara	8	\$155.00	\$142,431.25	1.34%

Top 10 Specialty Drugs 2015

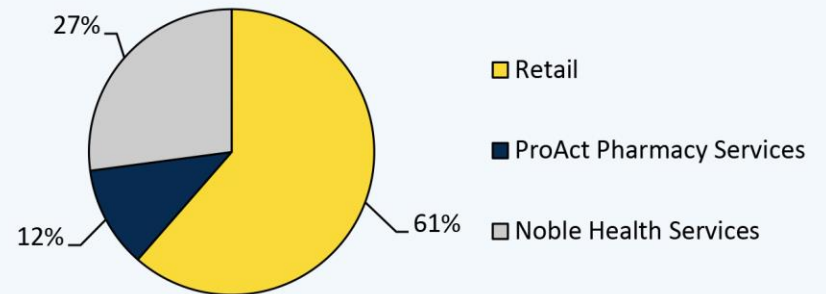
Drug Name	Rx Count	Copay	Plan Paid	% Plan Paid
Enbrel Srclk	66	\$2,029.88	\$217,748.99	2.56%
Gilenya	36	\$1,020.00	\$200,732.88	2.36%
Rebif	30	\$585.00	\$162,513.25	1.91%
Humira Pen	33	\$1,229.75	\$148,228.55	1.74%
Enbrel	45	\$1,230.00	\$148,073.21	1.74%
Copaxone	23	\$510.00	\$142,842.33	1.68%
Actemra	44	\$1,543.52	\$133,183.20	1.56%
H.P. Acthar	3	\$75.00	\$130,215.74	1.53%
Harvoni	3	\$75.00	\$95,748.00	1.12%
Zytiga	12	\$420.00	\$95,110.12	1.12%

	Retail	ProAct Pharmacy Services	Noble Health Services
Utilizing Members	4,206	596	101
Rx Count	70,111	6,512	889
Ingredient Cost	\$7,234,926.05	\$1,378,772.84	\$3,026,422.79
Fill Fee	\$109,766.75	\$0.00	\$299.70
Member Paid	\$532,218.66	\$107,116.62	\$24,967.71
Plan Paid	\$6,806,423.05	\$1,271,656.22	\$3,001,754.78

% Rx Count



% Plan Spend



2017

Current Savings Measures:

Network Discount Savings -

\$9,433,119.58

Therapeutic Alternative Program Savings -

\$46,261.40

2016

Current Savings Measures:

Network Discount Savings -

\$8,433,669.53

Therapeutic Alternative Program Savings -

\$46,261.40

2015

Current Savings Measures:

Network Discount Savings -

\$7,584,060.16

Therapeutic Alternative Program Savings -

\$37,356.36

CanaRx Utilization Summary

Period	Rx Count	Grand Total
2017	480	\$127,511.00
2016	528	\$103,237.20
2015	515	\$90,884.50