

WAREHOUSE LOCAL 730 HEALTH AND WELFARE FUND

January 2020 – September 2020

Savings Results

Pharmacy Updates

Member Engagement

December 10, 2020

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Together, all the way.®



PPO and Out of Network Savings Program

January 2020 – September 2020

In Network

	Charges	Network Allowed	Network Savings	%
Inpatient	\$360,014	\$332,293	\$27,721	7.7%
Outpatient	\$1,405,740	\$453,013	\$952,727	67.8%
Physician	\$1,566,530	\$703,399	\$863,131	55.1%
Total	\$3,332,284	\$1,488,705	\$1,843,579	55.3%

Out of Network

Savings Program

	Charges	Network Allowed	Network Savings	%
Inpatient	\$3,000	\$1,800	\$1,200	40.0%
Outpatient	\$22,875	\$18,892	\$3,982	17.4%
Physician	\$163,890	\$62,180	\$101,710	62.1%
Total	\$189,764	\$82,872	\$106,892	56.3%



Total Year To Date Savings January 2020 – September 2020

	YTD Savings
PPO Network Savings	\$1,843,579
Out of Network Savings	\$106,892
Utilization Management Savings	\$137,460
Case Management Savings	\$39,280
Outpatient Care Management Savings	\$30,864
Total Year To Date Savings	\$2,158,075



PHARMACY

January 2021 Cigna formulary and clinical updates



1. For clients using Standard, Performance, Value or Advantage formularies. Utilization management changes are for clients that have adopted Essential, Complete or Limited UM package. Cigna National Book of Business pricing analysis estimating value of January 2021 formulary and UM changes. Results may vary.

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Key clinical updates

January 2021 formulary change

Schedule for customer outreach:

1st Mailing: 9/28/20

2nd Mailing: 11/06/20

3rd Mailing: 01/15/21

Drug Class	Edit	BOB Member Impact
Nasal Steroids	Benefit exclusion -For Value and Advantage formularies, we will promote the use of OTC alternatives (including those for children) for these drugs:	72,961
Albuterol Inhalers	Removal - All brands will be not covered across all formularies. Only generics are covered	44,423
Thyroid	Tier changes -Unithroid, Synthroid, Armour Thyroid – We will move these drugs to non-preferred brand for our Standard and Performance formularies. No penalty for DAW due to NTR	42,157

HEALTH CARE PROVIDER

- General letter to affected HCP with news/drug alternatives
- Posting on portal, newsletter article

WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

Total Disruption - Customers			Formulary Changes - Customer Disruption	Formulary Changes - Claim Disruption		
Unique Customers Disrupted	% Disrupted Customers	Client Customers	Total Customer Count/PDL	Total Claims Disrupted	Claims Disrupted - DRT (Not Covered)	Unique Customers Disrupted
7	0.92%	757	7	7	7	7

Medication Name	Medication Status	Effective Date
DIFLORASONE 0.05% CREAM	Removal	1/1/2021
KOMBIGLYZE XR	Removal	1/1/2021
PROAIR HFA INHALER	Removal	1/1/2021
SOOLANTRA 1% CREAM	Removal	1/1/2021
SYNTHROID TABLET	Tier Change	1/1/2021
VENTOLIN HFA INHALER	Removal	1/1/2021

DELIVERING INNOVATION TOGETHER



Insulin affordability

Gene therapy access and affordability

Strengthened **formulary and utilization management**

Value-based programs hold pharma accountable

Condition-specific care with Accredo

Comprehensive **gaps in care** management

And it's just the beginning.



CIGNA 2021 CLAIM ENGINE UPGRADE

SUMMARY OF ENHANCEMENTS AND CHANGES CUSTOMERS MAY EXPERIENCE

Express Scripts Pharmacy – our new home delivery pharmacy

Members will see and hear **Express Scripts branding** on myCigna.com and via phone calls, emails and texts, when filling prescriptions.

myCigna.com and app will link member to **Express Scripts Pharmacy website** for home delivery support.

Auto refill is available through Express Scripts Pharmacy – members must enroll

Members will not be able to refill existing home delivery prescriptions **the day of the move Express Scripts Pharmacy.**¹

To ensure data security, members will need to **update payment info** online or by phone upon first fill with Express Scripts Pharmacy.

Members can now **pay balances online.**

Drug coverage and formulary

Opioid utilization management (UM) full program will apply to all clients regardless of past UM elections.

Certain **vaccines will be covered under the pharmacy benefit** at all participating network pharmacies, in addition to current coverage under the medical benefit.²

Other

New ID card will be sent – They'll contain updated BIN/PCN and Rx Group numbers - members need to present them at the pharmacy when filling a prescription

Refill too soon logic is changing to look back 180 days to determine the quantity that the member has on hand to more accurately enforce the client intent of the refill-too-soon edit.

1. For plans moving on January 1st 2021 member will not be able to refill the day before the move to Express Scripts Pharmacy
2. Vaccines included in Patient Protection and Affordable Care Act (PPACA) guidelines



Pharmacy Snapshot

WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

Membership Summary

	Base	Current
Unique Claimants - Pharmacy	446	407

Scripts by Setting

	Base		Current	
	# of Scripts	Cost	# of Scripts	Cost
Retail	5,077	\$681,518	4,412	\$632,508
Mail Order	9	\$49,161	7	\$38,527

Top 5 Therapeutic Classes by Total Cost

	Base
Anti-Inflam Disease Modifiers	\$154,762
Antivirals, Hiv Specific	\$122,455
Multiple/Lateral Sclerosis	\$97,641
Hypoglycemics	\$78,930
Insulins	\$45,210
	Current
Antivirals, Hiv Specific	\$141,238
Anti-Inflam Disease Modifiers	\$107,059
Hypoglycemics	\$101,296
Multiple/Lateral Sclerosis	\$97,687
Insulins	\$49,468

Top 5 Prescribed Drugs by Total Cost

	Base	Current
Gilenya	\$78,993	Gilenya \$83,738
Humira Pen	\$66,696	Biktarvy \$59,142
Atripla	\$45,620	Humira Pen \$41,784
Humira	\$38,906	Humira(Cf) Pen \$41,398
Enbrel Mini	\$27,169	Atripla \$35,391

Statistics by Gender

	Base		Current	
	Female	Male	Female	Male
Percent of Prescriptions	38.0%	62.0%	35.4%	64.6%
Percent of Payments	34.6%	65.4%	35.4%	64.6%
Avg Number of Scripts	11.9	11.1	10.6	11.0
Avg Payment per Claimant	\$1,561	\$1,682	\$1,614	\$1,668

Top 5 Therapeutic Classes by # of Prescriptions

	Base
ACE/ARB	498
Lipid Lowering	366
Hypoglycemics	329
Ca Channel Blockers	239
Asthma Related	239
	Current
ACE/ARB	429
Lipid Lowering	355
Hypoglycemics	305
Asthma Related	266
Ca Channel Blockers	249

Top 5 Prescribed Drugs by Total # of Prescriptions

	Base	Current
Amlodipine Besylate	229	Amlodipine Besylate 236
Atorvastatin Calcium	143	Atorvastatin Calcium 157
Ibuprofen	121	Lisinopril 106
Vitamin D2	108	Losartan Potassium 104
Metformin Hcl	105	Vitamin D2 98

MEMBER ENGAGEMENT

Key Findings and Observations

Jan - Sept 2020

Membership



- Top 3 Major Diagnostic Category
 - Renal and Urological, Musculoskel/Fracture/Sprain/Strain, Neoplasms
 - Renal and Urological was 5th in 2019, and Neoplasms was 4th

ER versus UC



- 123 ER visits by 95 unique members – 31 of those were steerable by 29 unique members; compared to 22 visits by 19 unique members during the same time period in 2019
- Urgent Care visits increased from 154 to 186 during the same time period as 2019

Web Tools



- 1 member has completed a health assessment in 2019 and 2020
- 89 members have registered on myCigna.com, compared to 74 the previous year. 78 members have utilized myCigna.com during this time period

24 HIL



- 0 members have utilized 24 HIL during 2019 and 2020



Emergency Room / Urgent Care

Jan – Sept 2019 & Jan – Sept 2020



2019	
ER Summary	
Total ER Visits	162
Total Charge	\$192,719
Allowed Amounts	\$129,527
ER Cost per Visit*	\$800
UC Summary	
Total UC Visits	154
Total Charge	\$43,761
Allowed Amounts	\$27,813
UC Cost per Visit*	\$181
Steerable ER Summary	
Steerable ER Visits	22
Unique Members	19
Potential Redirect Saving*	\$9,914

2020	
ER Summary	
Total ER Visits	123
Total Charge	\$151,776
Allowed Amounts	\$99,723
ER Cost per claim*	\$811
UC Summary	
Total UC Visits	186
Total Charge	\$49,328
Allowed Amounts	\$30,337
UC Cost per Claim*	\$163
Steerable ER Summary	
Steerable ER Visits	31
Unique Members	29
Potential Redirect Saving*	\$ 19,001

*Based on Allowed Amounts



Lab Utilization

Jan – Sept 2019 & Jan – Sept 2020



Savings using Quest or LabCorp



2019	Total Charges	Total Allowed	Total Savings	Claim Count	Cost per claim	% Savings
Quest & Labcorp	\$198,564	\$41,342	\$157,223	2,094	\$20	79%
All other In-net	\$244,388	\$130,774	\$113,614	1,842	\$44	46%
Total In-network	\$442,953	\$172,116	\$270,838	3,936	\$24	61%

2020	Total Charges	Total Allowed	Total Savings	Claim Count	Cost per claim	% Savings
Quest & Labcorp	\$150,519	\$31,580	\$118,939	1,630	\$19	79%
All other In-net	\$187,311	\$100,077	\$87,334	1,384	\$44	47%
Total In-network	\$337,930	\$131,657	\$206,273	3,014	\$24	61%

\$33,641 savings in 2020 if utilized all LabCorp and Quest



COVID 19

January – October 2020

Testing	Count of Tests	Total Charges	Total Allowed
Testing	178	\$20,313	\$15,554
Home Testing Kits	1	\$444	\$429
Antibodies Testing	9	\$984	\$582
Grand Total	188	\$21,740	\$16,565

Confirmed COVID 19 Cases	Member Count	Total Charges	Total Allowed
Confirmed Total	19	\$35,058	\$26,147
Grand Total (costs included in Testing)	19	\$0	\$0

	Count of Gender	Total Charges	Total Allowed
Member			
Male	69	\$27,461	\$20,945
Female	2	\$200	\$200
Spouse			
Male	0	\$0	\$0
Female	25	\$22,978	\$17,319
Child			
Male	8	\$976	\$797
Female	11	\$1,770	\$1,245
Grand Total	115	\$53,385	\$40,506

Offered by: Connecticut General Life Insurance Company or Cigna Health and Life Insurance Company.

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