

Bakers Union and FELRA Health and Welfare fund

Annual Review
January - December 2020

March 10, 2021



Agenda: 4Q2020 Quarterly Review

Agenda

1. Key Discussion Topics

2. Performance Summary

3. Trend

4. Top Disease States

5. Savings Outcomes

- a. Clinical Outcomes
- b. Vigilant Drug Outcomes

Your OptumRx Team



Holly Agoney

Strategic Account Executive



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Manager, Pharmacy Account Management



Fabian Gonzalez

Pharmacy Service Specialist



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Director, Client Management

Current Plan Design

☐ Deductible, Ben Max, MOOP, Copays

Plan 1 (group BFWRX):	
Deductible:	This plan has no deductible.
Benefit Maximum:	\$2,000 per year for Growth Hormones medications only
Max out of Pocket:	\$2,850 Individual / \$5,700 Family

Plan 2 (group BFWRX2) & Plan 3 (group BFWRX3):	
Deductible:	This plan has no deductible.
Benefit Maximum:	\$2,000 per year for Growth Hormones medications only
Max out of Pocket:	\$1,850 Individual / \$3,700 Family

Co-pays

Plan 1 (group BFWRX) & Plan 2 (group BFWRX2):			
Retail		Mail	
*Generic:	\$10	*Generic:	\$20
*Brand:	\$15	*Brand:	\$30
*NP Brand:	\$30	*NP Brand:	\$60
*Specialty:	Run trial claim for co-pay	*Specialty:	N/A

Plan 3 (group BFWRX3):	
Retail / Mail	
*Generic:	5% (\$5 min.)
*Brand:	15% (\$15 min.)
*NP Brand:	25% (\$25 min.)
*Specialty:	Run trial claim for co-pay

☐ Select Formulary

☐ Effective 7/1/19

- ☐ Diabetes Program
- ☐ Comprehensive Ums
- ☐ Vigilant Program
- ☐ RxOTC Program

☐ Effective 8/1/2020

- ☐ Orphan Drug Program

☐ Effective 3/1/2021

- ☐ Opioid Mgmt – tighter refill window & UMs

☐ Implementing 7/1/2021

- ☐ Premium Formulary
- ☐ Optum Perks

Key Statistics - Performance Summary

Client totals



The key metrics here help highlight the changes Bakers Union and FELRA Health and Welfare Fund has experienced period over period.

- Eligibility has decreased by -65.
- Number of utilizers has decreased by -38.

Total Rx's

CURRENT

8,680

PREVIOUS

9,069

PERCENT CHANGE

-4.3%

Total plan paid

CURRENT

\$1,023,004

PREVIOUS

\$1,063,815

PERCENT CHANGE

-3.8%

Utilizers

CURRENT

476

PREVIOUS

514

PERCENT CHANGE

-7.4%

Key Discussion Topics

- ❑ Per Member Per Month (PMPM) trend = 5.2% Specialty trend = 7.2%

- ❑ Specialty accounted for 0.9% of claims

- ❑ Top 5 disease states accounted for 71% of total plan paid
 - ❑ Top traditional disease state: Diabetes
 - ❑ Top specialty disease state: Inflammatory Conditions

- ❑ Clinical Outcome Savings
 - ❑ UMs = \$104K
 - ❑ This is for all PA, ST, QL currently in place
 - ❑ Vigilant = \$26K

Key Statistics with Benchmark Comparison

Your benchmark comparison

LABOR AND TRUST

Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was 5.2%, compared to the benchmark trend of 8.8%
- Member Paid Share changed by -2.6% period over period, compared to the benchmark of -7.6%

Key statistics				Benchmark	
	Current	Previous	Percent change	Current	Percent change
Average age	41.8	41.0	1.7%	37.8	-1.0%
Plan paid PMPM	\$123.55	\$117.43	5.2%	\$80.86	8.8%
Plan paid per Rx	\$117.86	\$117.30	0.5%	\$119.12	11.6%
Rxs PMPM	1.05	1.00	4.7%	0.68	-2.5%
Average days supply	26.5	26.5	0.3%	40.2	5.6%
Days supply PMPM	27.8	26.5	5.0%	27.3	2.9%
Member paid share	7.5%	7.7%	-2.6%	9.8%	-7.6%
Member paid per Rx	\$9.62	\$9.82	-2.1%	\$12.91	2.3%
Generic dispensing rate	84.4%	84.5%	-0.1%	87.1%	0.3%
Home delivery rate	1.0%	1.1%	-9.1%	8.9%	4.0%
Retail 90 rate	0.2%	0.2%	0.0%	15.0%	16.7%
Percent of specialty plan paid	40.5%	39.8%	1.8%	37.6%	8.3%

Key Specialty Statistics

Client totals



The key metrics here help highlight the changes Bakers Union and FELRA Health and Welfare Fund has experienced period over period.

- Eligibility has decreased by -65.
- Number of utilizers has increased by 1.

Total Rx's

CURRENT

77

PREVIOUS

71

PERCENT CHANGE

8.5%

Total plan paid

CURRENT

\$414,674

PREVIOUS

\$423,410

PERCENT CHANGE

-2.1%

Utilizers

CURRENT

12

PREVIOUS

11

PERCENT CHANGE

9.1%

Key Specialty Statistics with Benchmark Comparison

Your benchmark comparison

LABOR AND TRUST

Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was 7.2%, compared to the benchmark trend of 17.9%
- Member Paid Share changed by -50.0% period over period, compared to the benchmark of -1.3%

Key statistics				Benchmark	
	Current	Previous	Percent change	Current	Percent change
Average age	41.8	41.0	1.7%	37.8	-1.0%
Plan paid PMPM	\$50.08	\$46.74	7.2%	\$30.40	17.9%
Plan paid per Rx	\$5,385.38	\$5,963.52	-9.7%	\$5,205.81	8.8%
Rxs PMPM	0.009	0.008	12.5%	0.006	8.3%
Average days supply	29.1	28.3	2.6%	32.1	3.0%
Days supply PMPM	0.3	0.2	21.6%	0.2	11.6%
Member paid share	0.3%	0.6%	-50.0%	4.1%	-1.3%
Member paid per Rx	\$14.42	\$33.89	-57.5%	\$222.40	7.3%
Generic dispensing rate	11.7%	2.8%	317.9%	30.2%	-6.6%
Home delivery rate	0.0%	0.0%	0.0%	1.4%	-6.5%
Retail 90 rate	1.3%	0.0%	0.0%	5.0%	17.9%

Trend Summary

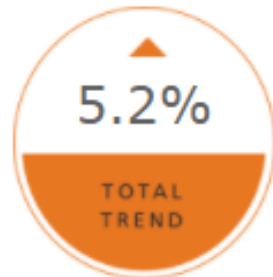
Your benchmark comparison

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Trend

Plan paid PMPM has increased 5.2% over the previous period driven primarily by drug mix in traditional and utilization for specialty.

Specialty represents 0.9% of claims.



-3.6% under benchmark



-0.1% under benchmark



-10.7% under benchmark

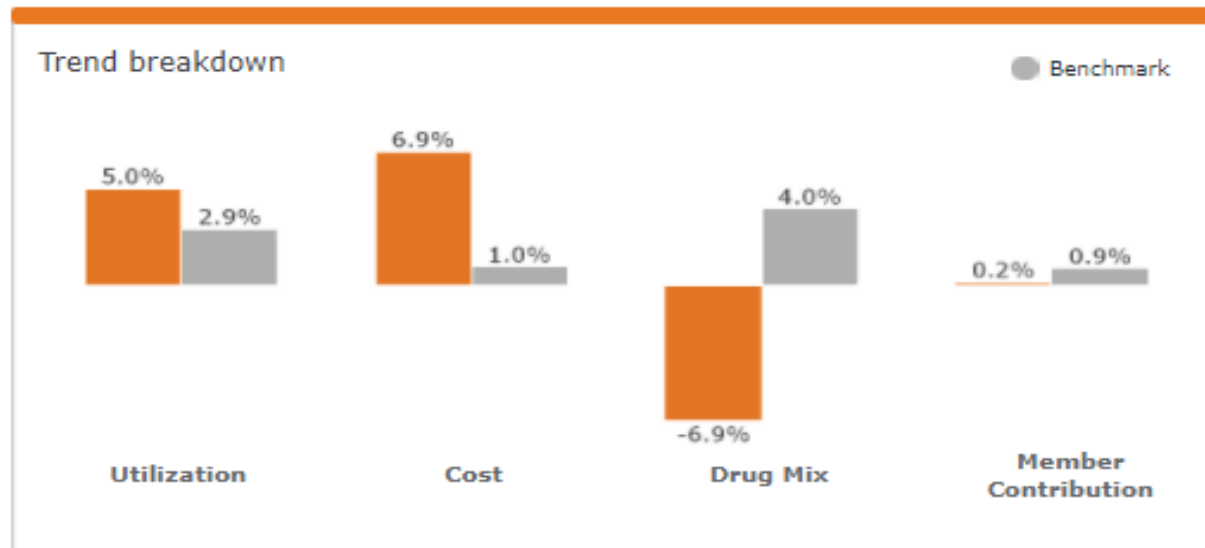
Total Trend Components

Your benchmark comparison

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Total trend: 5.2%

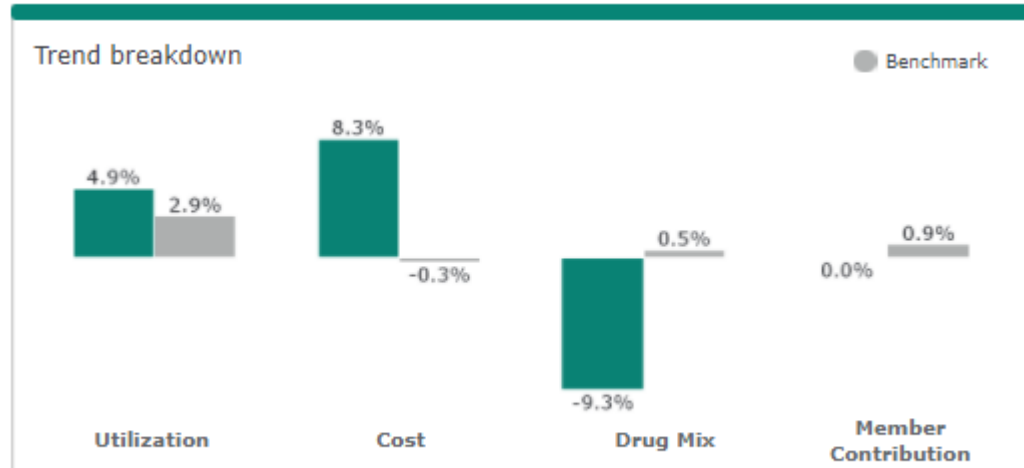
- Bakers Union and FELRA Health and Welfare Fund's overall trend of 5.2% was -3.6% lower than benchmark
- Specialty spend influenced the trend contributing 54.6% (-15.7% lower than benchmark)
- Traditional trend contributed 45.4% (15.7% higher than benchmark)



Traditional vs. Specialty Trend Components

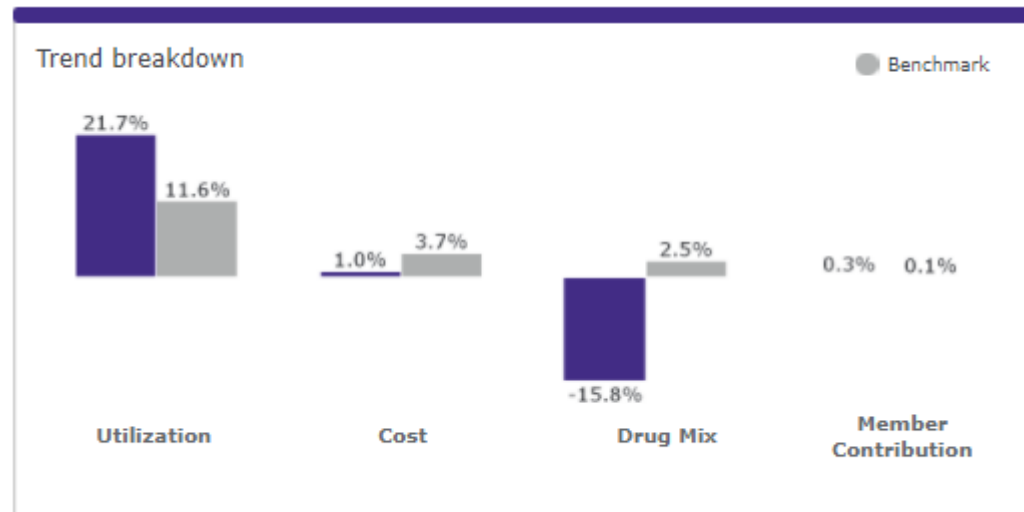
Traditional trend: 3.9%

- Traditional trend contributed 45.4% to the overall trend (5.2%)
- Traditional accounts for 59.5% of overall total plan paid and was down from 60.2% in the prior period



Specialty trend: 7.2%

- Specialty trend contributed 54.6% to the overall trend (5.2%)
- Specialty accounts for 40.5% of overall total plan paid and was up from 39.8% in the prior period



Top Disease States

Top 5 disease states account for 71% of total Plan Paid

- Inflammatory Conditions accounts for 35.1% of total plan paid, with trend driven by Utilization. HUMIRA PEN was the top drug
- Diabetes accounts for 19.9% of total plan paid, with trend driven by Utilization. HUMALOG MIX 50/50 KWIKPEN was the top drug

Traditional

Specialty

Sort by: Plan Paid Contribution to trend

Inflammatory Conditions ▲

PMPM

\$43.32

Trend

33.7%

Top driver:
Utilization

Diabetes ▲

PMPM

\$24.63

Trend

38.5%

Top driver:
Utilization

HIV ▲

PMPM

\$6.87

Trend

46.9%

Top driver:
Utilization

Cardiovascular ▲

PMPM

\$6.81

Trend

37.1%

Top driver:
Cost

Asthma / COPD ▲

PMPM

\$6.22

Trend

36.2%

Top driver:
Utilization

All other ▼

PMPM

\$35.70

Trend

-32.7%

Top 20 Drugs

Traditional

Specialty

Rank												Trend components		
Cu	Pv	Drug name	Therapy class	Utilzr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr PMPM	Prev PMPM	BOB PMPM	% Trend	Top driver	% Top driver
1	3	HUMIRA PEN	Chronic Inflammatory Disease	2	21	28.0	\$120,816	\$5,753	\$14.59	\$7.11	\$4.00	105.1%	Utilzn	91.5%
2	2	TREMFYA	Chronic Inflammatory Disease	1	6	30.0	\$70,304	\$11,717	\$8.49	\$7.46	\$0.46	13.9%	Utilzn	9.4%
3	4	OTEZLA	Chronic Inflammatory Disease	2	19	30.0	\$70,263	\$3,698	\$8.49	\$6.59	\$0.68	28.8%	Utilzn	22.3%
4	5	SIMPONI ARIA	Chronic Inflammatory Disease	1	7	30.0	\$54,268	\$7,753	\$6.55	\$4.93	\$0.02	33.0%	Utilzn	27.6%
5	7	STRIBILD	HIV-Multiclass Combo	1	13	30.0	\$43,239	\$3,326	\$5.22	\$3.71	\$0.08	40.6%	Utilzn	29.3%
6	10	DUPIXENT	Chronic Inflammatory Disease	1	13	28.0	\$42,500	\$3,269	\$5.13	\$2.10	\$0.72	144.2%	Utilzn	158.6%
7	N/A	SUPPRELIN LA	LHRH/GNRH Agonist/Antagonists	1	1	90.0	\$40,631	\$40,631	\$4.91	\$0.00	\$0.01	N/A	Cost	0.0%
8	9	HUMALOG MIX 50/50 KWIKPEN	Insulin	2	18	39.0	\$24,270	\$1,348	\$2.93	\$2.18	\$0.01	34.2%	Utilzn	36.1%
9	12	VICTOZA	GLP-1 Receptor Agonists	2	23	30.0	\$21,667	\$942	\$2.62	\$1.98	\$0.78	32.2%	Utilzn	25.8%
10	20	JARDIANCE	SGLT-2 Inhibitors & Combos	5	37	30.0	\$18,578	\$502	\$2.24	\$1.25	\$1.41	79.0%	Utilzn	68.7%
11	18	HUMULIN R U-500 (CONCENTRATED)	Insulin	1	11	30.0	\$16,002	\$1,455	\$1.93	\$1.28	\$0.04	50.4%	Utilzn	50.4%
12	17	JANUVIA	DPP-4 Inhibitors & Combos	6	35	29.0	\$15,491	\$443	\$1.87	\$1.29	\$1.38	45.3%	Utilzn	38.4%
13	15	REXULTI	Atypical Antipsychotics	1	14	30.0	\$14,854	\$1,061	\$1.79	\$1.51	\$0.15	18.6%	Utilzn	17.8%
14	1	IBRANCE	Oncology	1	1	28.0	\$13,132	\$13,132	\$1.59	\$13.74	\$0.58	-88.5%	Utilzn	-89.1%
15	49	LANTUS	Insulin	1	15	29.0	\$12,394	\$826	\$1.50	\$0.45	\$0.23	233.7%	Cost	200.4%
16	13	SYMBICORT	Inhaled Asthma/COPD Combo	6	37	30.0	\$12,296	\$332	\$1.49	\$1.77	\$0.74	-16.3%	Utilzn	-17.2%
17	34	ENTRESTO	Angiotensin II Receptor & Nephilysin Inhibitor (ARNI)	2	17	30.0	\$8,875	\$522	\$1.07	\$0.59	\$0.37	80.5%	Utilzn	69.1%
18	36	JANUMET XR	DPP-4 Inhibitors & Combos	2	19	30.0	\$8,621	\$454	\$1.04	\$0.57	\$0.21	82.0%	Utilzn	73.2%
19	32	BYDUREON BCISE	GLP-1 Receptor Agonists	1	12	28.0	\$8,461	\$705	\$1.02	\$0.60	\$0.18	70.8%	Utilzn	64.1%
20	19	INVOKANA	SGLT-2 Inhibitors & Combos	2	17	30.0	\$8,423	\$495	\$1.02	\$1.26	\$0.45	-19.1%	Utilzn	-22.5%

Top 20 Traditional Drugs

Rank												Trend components		
Cu	Pv	Drug name	Therapy class	Utilzr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr PMPM	Prev PMPM	BOB PMPM	% Trend	Top driver	% Top driver
1	2	STRIBILD	HIV-Multiclass Combo	1	13	30.0	\$43,239	\$3,326	\$5.22	\$3.71	\$0.08	40.6%	Utilzn	29.3%
2	3	HUMALOG MIX 50/50 KWIKPEN ★	Insulin	2	18	39.0	\$24,270	\$1,348	\$2.93	\$2.18	\$0.01	34.2%	Utilzn	36.1%
3	5	VICTOZA ★	GLP-1 Receptor Agonists	2	23	30.0	\$21,667	\$942	\$2.62	\$1.98	\$0.78	32.2%	Utilzn	25.8%
4	13	JARDIANCE ★	SGLT-2 Inhibitors & Combos	5	37	30.0	\$18,578	\$502	\$2.24	\$1.25	\$1.41	79.0%	Utilzn	68.7%
5	11	HUMULIN R U-500 (CONCENTRATED) ★	Insulin	1	11	30.0	\$16,002	\$1,455	\$1.93	\$1.28	\$0.04	50.4%	Utilzn	50.4%
6	10	JANUVIA ★	DPP-4 Inhibitors & Combos	6	35	29.0	\$15,491	\$443	\$1.87	\$1.29	\$1.38	45.3%	Utilzn	38.4%
7	8	REXULTI ★	Atypical Antipsychotics	1	14	30.0	\$14,854	\$1,061	\$1.79	\$1.51	\$0.15	18.6%	Utilzn	17.8%
8	40	LANTUS ★	Insulin	1	15	29.0	\$12,394	\$826	\$1.50	\$0.45	\$0.23	233.7%	Cost	200.4%
9	6	SYMBICORT	Inhaled Asthma/COPD Combo	6	37	30.0	\$12,296	\$332	\$1.49	\$1.77	\$0.74	-16.3%	Utilzn	-17.2%
10	26	ENTRESTO	Angiotensin II Receptor & Nephilysin Inhibitor (ARNI)	2	17	30.0	\$8,875	\$522	\$1.07	\$0.59	\$0.37	80.5%	Utilzn	69.1%
11	28	JANUMET XR ★	DPP-4 Inhibitors & Combos	2	19	30.0	\$8,621	\$454	\$1.04	\$0.57	\$0.21	82.0%	Utilzn	73.2%
12	24	BYDUREON BCISE ★	GLP-1 Receptor Agonists	1	12	28.0	\$8,461	\$705	\$1.02	\$0.60	\$0.18	70.8%	Utilzn	64.1%
13	12	INVOKANA ★	SGLT-2 Inhibitors & Combos	2	17	30.0	\$8,423	\$495	\$1.02	\$1.26	\$0.45	-19.1%	Utilzn	-22.5%
14	15	DEXILANT	Proton Pump Inhibitors	3	31	30.0	\$8,415	\$271	\$1.02	\$1.08	\$0.23	-5.6%	Utilzn	-10.7%
15	9	JANUMET ★	DPP-4 Inhibitors & Combos	2	18	30.0	\$8,166	\$454	\$0.99	\$1.33	\$0.65	-26.1%	Utilzn	-29.7%
16	4	ABSORICA	Acne Products	1	4	30.0	\$7,853	\$1,963	\$0.95	\$2.10	\$0.03	-54.8%	Utilzn	-51.4%
17	16	HUMALOG KWIKPEN ★	Insulin	3	16	28.0	\$7,740	\$484	\$0.93	\$0.99	\$0.67	-5.9%	Utilzn	-12.6%
18	27	BREO ELLIPTA ★	Inhaled Asthma/COPD Combo	5	17	41.0	\$7,686	\$452	\$0.93	\$0.59	\$0.51	56.5%	Utilzn	48.0%
19	36	NOVOLOG FLEXPEN ★	Insulin	3	15	28.0	\$6,527	\$435	\$0.79	\$0.48	\$0.36	64.2%	Cost	85.3%
20	14	LANTUS SOLOSTAR ★	Insulin	3	18	30.0	\$6,388	\$355	\$0.77	\$1.13	\$1.06	-31.8%	Utilzn	-44.5%

Top 20 Specialty Drugs

Rank												Trend components		
Cu	Pv	Drug name	Therapy class	Utlzn	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr PMPM	Prev PMPM	BOB PMPM	% Trend	Top driver	% Top driver
1	3	HUMIRA PEN	Chronic Inflammatory Disease	2	21	28.0	\$120,816	\$5,753	\$14.59	\$7.11	\$4.00	105.1%	Utlzn	91.5%
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4	5	SIMPONI ARIA	Chronic Inflammatory Disease	1	7	30.0	\$54,268	\$7,753	\$6.55	\$4.93	\$0.02	33.0%	Utlzn	27.6%
5	7	DUPIXENT	Chronic Inflammatory Disease	1	13	28.0	\$42,500	\$3,269	\$5.13	\$2.10	\$0.72	144.2%	Utlzn	158.6%
6	N/A	SUPPRELIN LA	LHRH/GNRH Agonist/Antagonists	1	1	90.0	\$40,631	\$40,631	\$4.91	\$0.00	\$0.01	N/A	Cost	0.0%
7	1	IBRANCE	Oncology	1	1	28.0	\$13,132	\$13,132	\$1.59	\$13.74	\$0.58	-88.5%	Utlzn	-89.1%
8	N/A	MYCOPHENOLATE MOFETIL	Transplant	1	6	30.0	\$2,588	\$431	\$0.31	\$0.00	\$0.12	N/A	Cost	0.0%
9	11	ENOXAPARIN SODIUM	Injectable Anticoagulants	2	3	9.0	\$172	\$57	\$0.02	\$0.00	\$0.03	1,735.3%	Cost	1,543.6%

Clinical Outcomes

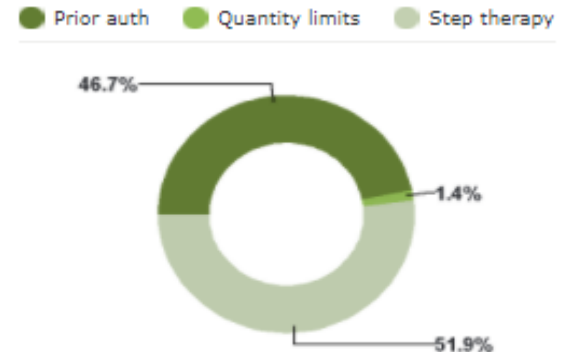
Outcomes date range: Jan 2020 - Dec 2020

Utilization management savings: \$21.02 PMPM

Your program savings: **\$174.0K**

Ensuring patients meet appropriate clinical criteria when initiating medication therapy not only helps to ensure that the patient is being treated safely according to guidelines, but also drives significant savings for both Bakers Union and FELRA Health and Welfare Fund and for members. Bakers Union and FELRA Health and Welfare Fund has realized over \$174.0K in savings. Based on a study by OptumRx, leveraging UM strategies that drive members to appropriate and often lower cost medications for treatment can save a member up to \$620 annually in out of pocket copayments.

[Review program description](#)



Prior authorization

PMPM SAVINGS

\$9.82

NUMBER OF MEMBERS IMPACTED

35

NUMBER OF INTERVENTIONS

40

Quantity limits

PMPM SAVINGS

\$0.29

NUMBER OF MEMBERS IMPACTED

5

NUMBER OF INTERVENTIONS

5

Step therapy

PMPM SAVINGS

\$10.90

NUMBER OF MEMBERS IMPACTED

105

NUMBER OF INTERVENTIONS

132

Vigilant Program - Outcomes

Total program savings: \$3.21 PMPM

Outcomes date range: Jan 2020 - Dec 2020

Vigilant Drug Outcomes – Cost Avoidance

By leveraging the Vigilant Drug Program, Bakers Union and FELRA Health and Welfare Fund has:

- Avoided \$26.6K in pharmacy spend
- Switched 6 claims to lower cost alternatives
- 10 claims were abandoned



TOTAL PLAN PAID SAVINGS
\$26,564

TOTAL PROGRAM SAVINGS
2.6%

TOTAL MEMBERS IMPACTED
17

Savings by Vigilant Drug List

Sort by: Plan paid PMPM savings

Clinical Duplicates

PMPM SAVINGS

\$2.13

NUMBER OF MEMBERS IMPACTED

5

NUMBER OF INTERVENTIONS

5

High Cost Generics

PMPM SAVINGS

\$0.83

NUMBER OF MEMBERS IMPACTED

8

NUMBER OF INTERVENTIONS

8

New Drugs to Market

PMPM SAVINGS

\$0.15

NUMBER OF MEMBERS IMPACTED

1

NUMBER OF INTERVENTIONS

1

Non-FDA Approved Drugs

PMPM SAVINGS

\$0.10

NUMBER OF MEMBERS IMPACTED

2

NUMBER OF INTERVENTIONS

2

High Cost Brands with Generics

PMPM SAVINGS

\$0.00

NUMBER OF MEMBERS IMPACTED

1

NUMBER OF INTERVENTIONS

1