

Bakers Union and FELRA Health and Welfare fund

Quarterly Review
January – March 2021

June 9, 2021

Agenda: 1Q2021 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



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Pharmacy Service Specialist



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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

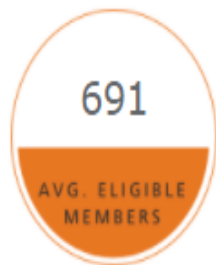
- ☐ Premium Formulary
- ☐ Mandatory Mail - MSS

Key Discussion Topics

- ❑ Per Member Per Month (PMPM) trend = -17.4% Specialty trend = -32.8%
- ❑ Specialty accounted for 0.6% of claims
- ❑ Top 5 disease states accounted for 77% of total plan paid
 - ❑ Top traditional disease state: Diabetes
 - ❑ Top specialty disease state: Inflammatory Conditions
- ❑ Clinical Outcome Savings
 - ❑ UMs = \$146K
 - ❑ This is for all PA, ST, QL currently in place
 - ❑ Vigilant = \$17K

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 -15.
- Number of utilizers has increased by 41.

Total Rx's

CURRENT

2,317

PREVIOUS

2,202

PERCENT CHANGE

5.2%

Total plan paid

CURRENT

\$218,905

PREVIOUS

\$270,767

PERCENT CHANGE

-19.2%

Utilizers

CURRENT

379

PREVIOUS

338

PERCENT CHANGE

12.1%

Key Statistics with Benchmark Comparison

Key statistics with benchmark comparison

Benchmark comparison 1

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Benchmark comparison 2

COMMERCIAL

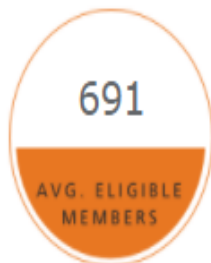
Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was -17.4%, compared to the benchmark trend of 2.3%
- Member Paid Share changed by 21.8% period over period, compared to the benchmark of 2.1%

Key statistics	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Average age	42.0	41.3	1.8%	36.3	-4.0%	36.1	-2.0%
Plan paid PMPM	\$105.55	\$127.78	-17.4%	\$95.29	2.3%	\$103.26	3.4%
Plan paid per Rx	\$94.48	\$122.96	-23.2%	\$125.07	10.3%	\$132.93	13.0%
Rxs PMPM	1.117	1.039	7.5%	0.762	-7.3%	0.777	-8.5%
Average days supply	25.4	26.5	-4.1%	38.8	4.6%	39.5	5.1%
Days supply PMPM	28.4	27.6	3.1%	29.5	-3.0%	30.7	-3.8%
Member paid share	9.6%	7.9%	21.8%	12.6%	2.1%	14.1%	-3.1%
Member paid per Rx	\$9.99	\$10.48	-4.6%	\$18.01	12.9%	\$21.83	9.0%
Generic dispensing rate	81.1%	85.0%	-4.6%	86.5%	-1.1%	85.7%	-2.4%
Home delivery rate	1.2%	1.1%	6.4%	8.3%	12.8%	6.3%	11.8%
Retail 90 rate	0.3%	0.2%	14.0%	12.2%	12.9%	17.8%	12.7%
Tier 3 rate	1.6%	2.1%	-23.2%	6.2%	-0.2%	5.9%	-21.4%
Percent of specialty plan paid	33.2%	40.8%	-18.6%	44.7%	6.8%	50.3%	5.4%

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 -15.
- Number of utilizers has decreased by -3.

Total Rx's

CURRENT

14

PREVIOUS

18

PERCENT CHANGE

-22.2%

Total plan paid

CURRENT

\$72,655

PREVIOUS

\$110,420

PERCENT CHANGE

-34.2%

Utilizers

CURRENT

5

PREVIOUS

8

PERCENT CHANGE

-37.5%

Key Specialty Statistics with Benchmark Comparison

Key statistics with benchmark comparison

Benchmark comparison 1

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Benchmark comparison 2

COMMERCIAL ▼

Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was -32.8%, compared to the benchmark trend of 9.3%
- Member Paid Share changed by 15.3% period over period, compared to the benchmark of 29.1%

Key statistics	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Average age	42.0	41.3	1.8%	36.3	-4.0%	36.1	-2.0%
Plan paid PMPM	\$35.03	\$52.11	-32.8%	\$42.60	9.3%	\$51.98	9.0%
Plan paid per Rx	\$5,189.62	\$6,134.47	-15.4%	\$5,634.15	5.2%	\$5,604.10	3.4%
Rxs PMPM	0.007	0.008	-20.5%	0.008	3.9%	0.009	5.4%
Average days supply	29.1	28.9	0.9%	31.8	1.5%	31.8	-0.1%
Days supply PMPM	0.2	0.2	-19.8%	0.2	5.5%	0.3	5.2%
Member paid share	0.3%	0.2%	15.3%	8.2%	29.1%	7.7%	19.9%
Member paid per Rx	\$14.64	\$15.00	-2.4%	\$505.41	38.5%	\$464.70	25.7%
Generic dispensing rate	7.1%	0.0%	0.0%	23.3%	-3.4%	21.5%	-8.0%
Home delivery rate	0.0%	0.0%	0.0%	1.7%	0.7%	1.6%	-3.0%
Retail 90 rate	0.0%	0.0%	0.0%	4.3%	12.3%	5.3%	0.4%
Tier 3 rate	0.0%	0.0%	0.0%	11.9%	-15.5%	15.6%	-3.8%

Trend Summary

Your benchmark comparison

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Trend

Plan paid PMPM has decreased -17.4% over the previous period driven primarily by drug mix in traditional and utilization for specialty.

Specialty represents 0.6% of claims.



-19.7% under benchmark -4.1% under benchmark -42.1% under benchmark

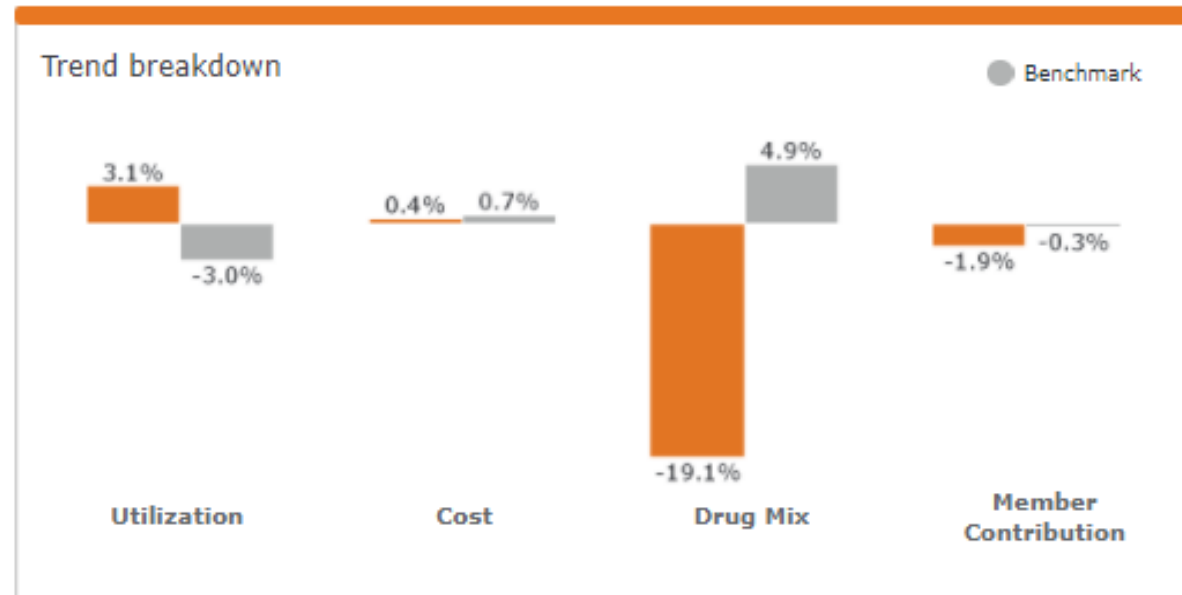
Total Trend Components

Your benchmark comparison

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Total trend: **-17.4%**

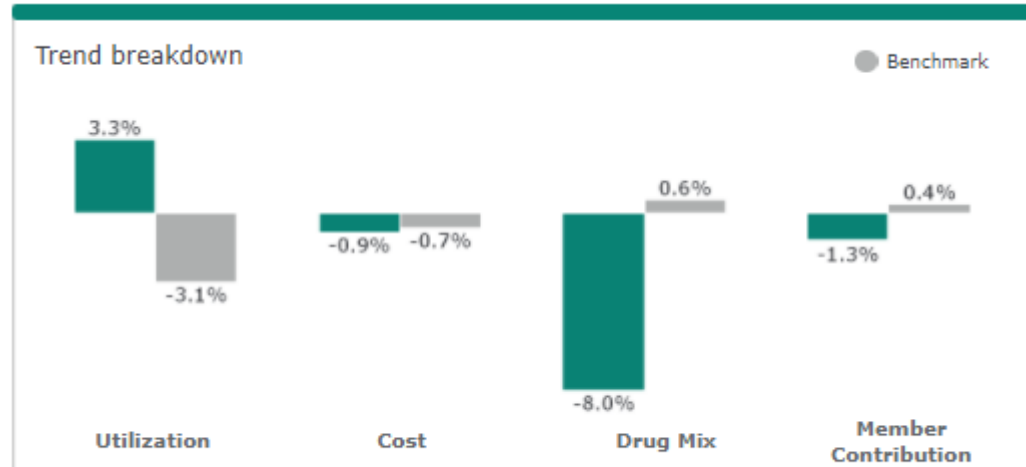
- Bakers Union and FELRA Health and Welfare Fund's overall trend of -17.4% was -19.7% lower than benchmark
- Specialty spend influenced the trend contributing 76.8% (-91.9% lower than benchmark)
- Traditional trend contributed 23.2% (91.9% higher than benchmark)



Traditional vs. Specialty Trend Components

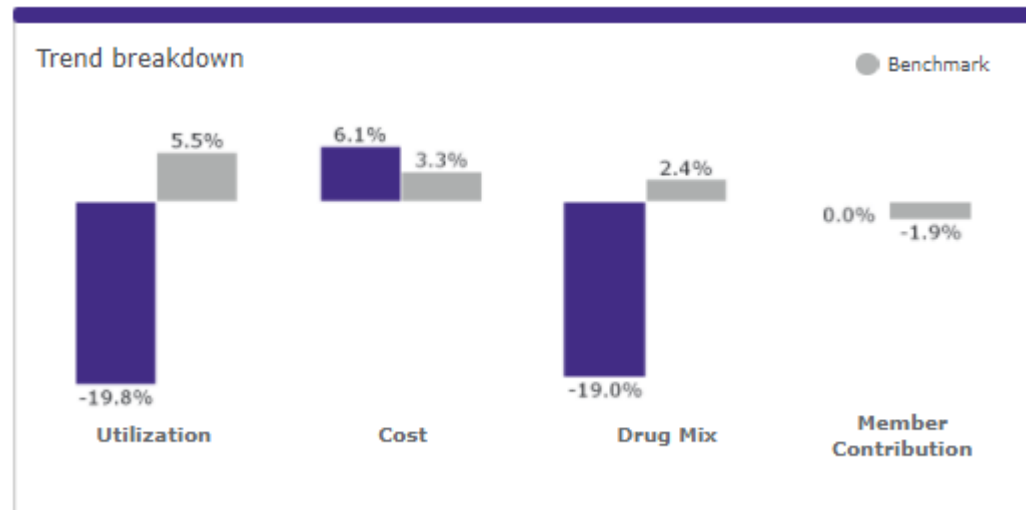
Traditional trend: -6.8%

- Traditional trend contributed 2.3% to the overall trend (-17.4%)
- Traditional accounts for 6.6% of overall total plan paid and was up from 5.9% in the prior period



Specialty trend: -32.8%

- Specialty trend contributed 7.6% to the overall trend (-17.4%)
- Specialty accounts for 3.3% of overall total plan paid and was up from 4.0% in the prior period



Top Disease States

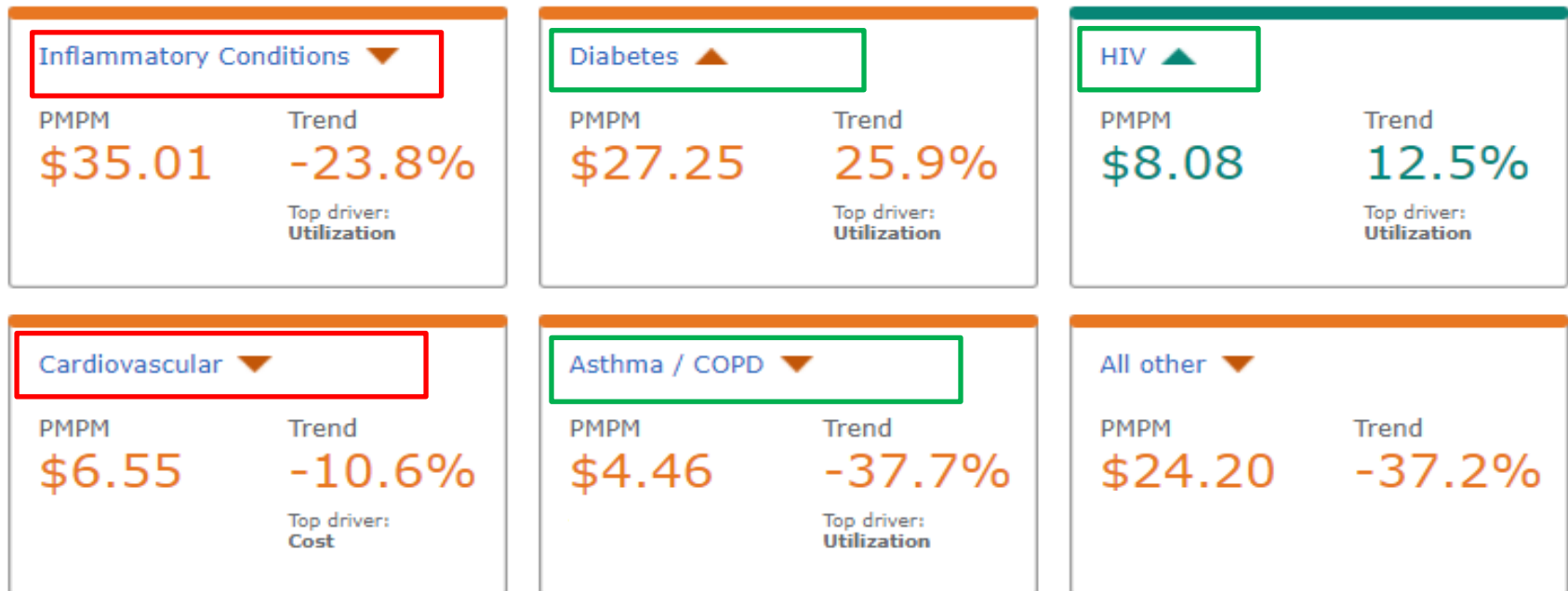
Top 5 disease states account for 77% of total Plan Paid

- Inflammatory Conditions accounts for 33.2% of total plan paid, with trend driven by Utilization. TREMFYA was the top drug
- Diabetes accounts for 25.8% 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



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	Bench PMPM	% Trend	Top driver	% Top driver
1	2	TREMFYA	Chronic Inflammatory Disease	1	2	30.0	\$24,186	\$12,093	\$11.66	\$10.89	\$0.83	7.1%	Cost	5.0%
2	4	OTEZLA	Chronic Inflammatory Disease	2	5	30.0	\$19,394	\$3,879	\$9.35	\$6.91	\$0.92	35.2%	Utilzn	27.7%
3	1	HUMIRA PEN	Chronic Inflammatory Disease	1	3	28.0	\$18,540	\$6,180	\$8.94	\$16.29	\$6.25	-45.1%	Utilzn	-48.9%
4	7	DUPIXENT	Chronic Inflammatory Disease	1	3	28.0	\$10,103	\$3,368	\$4.87	\$4.63	\$1.28	5.2%	Cost	3.1%
5	8	HUMALOG MIX 50/50 KWIKPEN	Insulin	2	4	59.0	\$6,940	\$1,735	\$3.35	\$3.01	\$0.01	11.2%	Utilzn	30.3%
6	6	STRIBILD	HIV-Multiclass Combo	1	2	30.0	\$6,931	\$3,465	\$3.34	\$4.71	\$0.03	-29.0%	Utilzn	-31.9%
7	10	JANUVIA	DPP-4 Inhibitors & Combos	7	13	30.0	\$6,088	\$468	\$2.94	\$2.17	\$1.69	35.1%	Utilzn	30.6%
8	14	VICTOZA	GLP-1 Receptor Agonists	2	6	30.0	\$5,792	\$965	\$2.79	\$1.78	\$0.91	57.0%	Utilzn	53.3%
9	17	JARDIANCE	SGLT-2 Inhibitors & Combos	3	8	30.0	\$5,251	\$656	\$2.53	\$1.42	\$2.10	78.0%	Cost	41.1%
10	-	BIKTARVY	HIV-Multiclass Combo	1	2	30.0	\$5,082	\$2,541	\$2.45	\$0.00	\$0.85	-	-	-
11	13	LANTUS	Insulin	2	5	38.0	\$4,625	\$925	\$2.23	\$1.95	\$0.20	14.4%	Utilzn	29.4%
12	-	PREZCOBIX	HIV-Multiclass Combo	1	2	30.0	\$3,808	\$1,904	\$1.84	\$0.00	\$0.06	-	-	-
13	23	ENTRESTO	Angiotensin II Receptor & Neprilysin Inhibitor (ARNI)	2	6	30.0	\$3,303	\$551	\$1.59	\$0.97	\$0.39	63.7%	Utilzn	53.3%
14	18	BYDUREON BCISE	GLP-1 Receptor Agonists	1	4	28.0	\$2,907	\$727	\$1.40	\$1.32	\$0.26	6.4%	Cost	4.1%
15	22	DEXILANT	Proton Pump Inhibitors	3	10	30.0	\$2,874	\$287	\$1.39	\$1.13	\$0.29	22.4%	Utilzn	13.5%
16	20	REXULTI	Atypical Antipsychotics	1	3	30.0	\$2,689	\$896	\$1.30	\$1.22	\$0.19	6.0%	Cost	3.8%
17	-	REPATHA	PCSK9 Inhibitors	1	2	84.0	\$2,538	\$1,269	\$1.22	\$0.00	\$0.01	-	-	-
18	37	HUMALOG KWIKPEN	Insulin	3	5	28.2	\$2,516	\$503	\$1.21	\$0.62	\$0.86	94.6%	Utilzn	77.9%
19	399	TRULICITY	GLP-1 Receptor Agonists	1	3	28.0	\$2,439	\$813	\$1.18	-\$0.35	\$2.29	-438.4%	Utilzn	-406.5%
20	-	OZEMPIC	GLP-1 Receptor Agonists	1	3	30.0	\$2,420	\$807	\$1.17	\$0.00	\$1.81	-	-	-
Total				37	91	32.5	\$138,427	\$1,521	\$66.74	\$58.68	\$21.26	13.7%		43.5%
Plan Total				1,311	2,317	25.4	\$218,905	\$94	\$105.55	\$127.78	\$41.39	-17.4%		-18.2%

18 out of the top 20 drugs have moved up in rank

Top 20 Traditional Drugs

Rank												Trend components		
Cu	Pv	Drug name	Therapy class	Utilizr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr PMPM	Prev PMPM	Bench PMPM	% Trend	Top driver	% Top driver
1	2	HUMALOG MIX 50/50 KWIKPEN ★	Insulin	2	4	59.0	\$6,940	\$1,735	\$3.35	\$3.01	\$0.01	11.2%	Utilzn	30.3%
2	1	STRIBILD	HIV-Multiclass Combo	1	2	30.0	\$6,931	\$3,465	\$3.34	\$4.71	\$0.03	-29.0%	Utilzn	-31.9%
3	4	JANUVIA ★	DPP-4 Inhibitors & Combos	7	13	30.0	\$6,088	\$468	\$2.94	\$2.17	\$1.69	35.1%	Utilzn	30.6%
4	8	VICTOZA ★	GLP-1 Receptor Agonists	2	6	30.0	\$5,792	\$965	\$2.79	\$1.78	\$0.91	57.0%	Utilzn	53.3%
5	11	JARDIANCE ★	SGLT-2 Inhibitors & Combos	3	8	30.0	\$5,251	\$656	\$2.53	\$1.42	\$2.10	78.0%	Cost	41.1%
6	-	BIKTARVY	HIV-Multiclass Combo	1	2	30.0	\$5,082	\$2,541	\$2.45	\$0.00	\$0.85	-	-	-
7	7	LANTUS ★	Insulin	2	5	38.0	\$4,625	\$925	\$2.23	\$1.95	\$0.20	14.4%	Utilzn	29.4%
8	-	PREZCOBIX	HIV-Multiclass Combo	1	2	30.0	\$3,808	\$1,904	\$1.84	\$0.00	\$0.06	-	-	-
9	17	ENTRESTO	Angiotensin II Receptor & Neprilysin Inhibitor (ARNI)	2	6	30.0	\$3,303	\$551	\$1.59	\$0.97	\$0.39	63.7%	Utilzn	53.3%
10	12	BYDUREON BCISE ★	GLP-1 Receptor Agonists	1	4	28.0	\$2,907	\$727	\$1.40	\$1.32	\$0.26	6.4%	Cost	4.1%
11	16	DEXILANT	Proton Pump Inhibitors	3	10	30.0	\$2,874	\$287	\$1.39	\$1.13	\$0.29	22.4%	Utilzn	13.5%
12	14	REXULTI	Atypical Antipsychotics	1	3	30.0	\$2,689	\$896	\$1.30	\$1.22	\$0.19	6.0%	Cost	3.8%
13	-	REPATHA	PCSK9 Inhibitors	1	2	84.0	\$2,538	\$1,269	\$1.22	\$0.00	\$0.01	-	-	-
14	31	HUMALOG KWIKPEN ★	Insulin	3	5	28.2	\$2,516	\$503	\$1.21	\$0.62	\$0.86	94.6%	Utilzn	77.9%
15	392	TRULICITY ★	GLP-1 Receptor Agonists	1	3	28.0	\$2,439	\$813	\$1.18	-\$0.35	\$2.29	-438.4%	Utilzn	-406.5%
16	-	OZEMPIC ★	GLP-1 Receptor Agonists	1	3	30.0	\$2,420	\$807	\$1.17	\$0.00	\$1.81	-	-	-
17	-	MODERNA COVID-19 VACCINE	COVID-19 Vaccines	72	111	1.0	\$2,338	\$21	\$1.13	\$0.00	\$0.16	-	-	-
18	20	JANUMET ★	DPP-4 Inhibitors & Combos	3	5	30.0	\$2,335	\$467	\$1.13	\$0.86	\$0.82	31.4%	Utilzn	27.7%
19	85	LINZESS	Irritable Bowel Syndrome (IBS) Agents	2	5	30.0	\$2,220	\$444	\$1.07	\$0.20	\$0.32	432.6%	Utilzn	410.8%
20	10	SYMBICORT	Inhaled Asthma/COPD Combo	3	6	30.0	\$2,004	\$334	\$0.97	\$1.69	\$0.60	-42.9%	Utilzn	-44.3%
Total				112	205	15.5	\$75,101	\$366	\$36.21	\$22.71	\$13.88	59.4%		50.4%
Plan Total				1,305	2,303	25.4	\$146,251	\$64	\$70.52	\$75.67	\$31.30	-6.8%		-5.8%



★ Diabetes Treatments Drugs

15 out of the top 20 drugs have moved up in rank

Top 20 Specialty 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	Bench PMPM	% Trend	Top driver	% Top driver
1	2	TREMFYA	Chronic Inflammatory Disease	1	2	30.0	\$24,186	\$12,093	\$11.66	\$10.89	\$0.83	7.1%	Cost	5.0%
2	4	OTEZLA	Chronic Inflammatory Disease	2	5	30.0	\$19,394	\$3,879	\$9.35	\$6.91	\$0.92	35.2%	Utilzn	27.7%
3	1	HUMIRA PEN	Chronic Inflammatory Disease	1	3	28.0	\$18,540	\$6,180	\$8.94	\$16.29	\$6.25	-45.1%	Utilzn	-48.9%
4	6	DUPIXENT	Chronic Inflammatory Disease	1	3	28.0	\$10,103	\$3,368	\$4.87	\$4.63	\$1.28	5.2%	Cost	3.1%
5	-	MYCOPHENOLATE MOFETIL	Transplant	1	1	30.0	\$431	\$431	\$0.21	\$0.00	\$0.10	-	-	-
Total				6	14	29.1	\$72,655	\$5,190	\$35.03	\$52.11	\$10.09	-32.8%		-19.8%
Plan Total				6	14	29.1	\$72,655	\$5,190	\$35.03	\$52.11	\$10.09	-32.8%		-19.8%

Clinical Outcomes

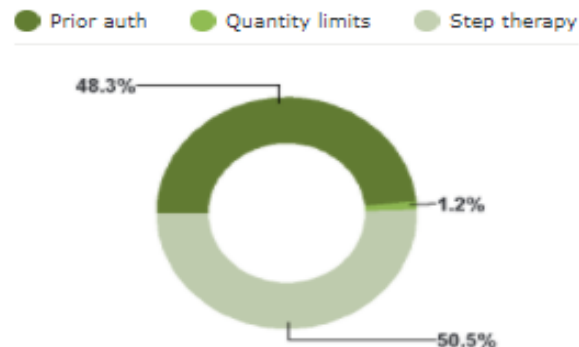
Outcomes date range: Apr 2020 - Mar 2021

Utilization management savings: \$17.78 PMPM

Your program savings: **\$146.4K**

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 \$146.4K 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.

in



Prior authorization

PMPM SAVINGS

\$8.58

NUMBER OF MEMBERS IMPACTED

32

NUMBER OF INTERVENTIONS

38

Quantity limits

PMPM SAVINGS

\$0.22

NUMBER OF MEMBERS IMPACTED

5

NUMBER OF INTERVENTIONS

5

Step therapy

PMPM SAVINGS

\$8.98

NUMBER OF MEMBERS IMPACTED

83

NUMBER OF INTERVENTIONS

107

Vigilant Program - Outcomes

Outcomes date range: Apr 2020 - Mar 2021

Total program savings: \$2.15 PMPM

Vigilant Drug Outcomes – Cost Avoidance

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

- Avoided \$17.7K in pharmacy spend
- Switched 6 claims to lower cost alternatives
- 16 claims were abandoned



TOTAL PLAN PAID SAVINGS

\$17,732

TOTAL PROGRAM SAVINGS

8.1%

TOTAL MEMBERS IMPACTED

23

Savings by Vigilant Drug List

Sort by: Plan paid PMPM savings

High Cost Generics

PMPM SAVINGS

\$1.28

NUMBER OF MEMBERS IMPACTED

8

NUMBER OF INTERVENTIONS

8

High Cost Brands with Generics

PMPM SAVINGS

\$0.34

NUMBER OF MEMBERS IMPACTED

3

NUMBER OF INTERVENTIONS

3

Clinical Duplicates

PMPM SAVINGS

\$0.27

NUMBER OF MEMBERS IMPACTED

7

NUMBER OF INTERVENTIONS

7

New Drugs to Market

PMPM SAVINGS

\$0.15

NUMBER OF MEMBERS IMPACTED

1

NUMBER OF INTERVENTIONS

1

Non-FDA Approved Drugs

PMPM SAVINGS

\$0.12

NUMBER OF MEMBERS IMPACTED

4

NUMBER OF INTERVENTIONS

4