

Bakers Union and FELRA Health and Welfare Fund

Quarterly Review
January – June 2024

September 12, 2024



Today's Topics

1. Key Discussion Topics
2. Performance Summary
3. Trend
4. Top Disease States
5. Rebates
6. Clinical Outcomes
 - UM Outcomes
 - Vigilant Outcomes
 - Variable Copay Outcomes

Your OptumRx Team

Marissa Furneaux, MBA

Sr. Director, Client Management
Labor & Trust –Western Division

Holly Agoney

Strategic Account Executive
Labor & Trust

Araceli “Shellie” Aldaco

Pharmacy Account
Manager
Labor & Trust

David Payton

CARES Specialist
Labor & Trust

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

☐ 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

☐ Effective 7/1/2021

- ☐ Premium Formulary
- ☐ Mandatory Mail (MSS)

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

☐ Effective 1/1/2022

- ☐ Split-fill/Smart-fill

☐ Effective 3/1/2022

- ☐ CCAA/VCS

☐ Effective 5/15/23

- ☐ Price Edge

Key Discussion Topics



- ❑ Per Member Per Month (PMPM) trend = 8.6% Specialty trend = negative -(15.9)%
- ❑ Specialty represents 0.7% of claims

- ❑ Top 5 disease states accounted for 72% of total plan paid
 - ❑ Top traditional disease state: Diabetes
 - ❑ Top specialty disease state: Inflammatory Conditions

- ❑ Rebates – Jan – June 2024
 - ❑ Estimated - \$127,000

- ❑ Clinical Outcomes savings
 - ❑ **UM (PA, ST, QL)** – July 2023 – June 2024
 - ❑ Savings = \$187,600
 - ❑ **Vigilant** – July 2023 – June 2024
 - ❑ Savings = \$34,902
 - ❑ **Variable Copay** – Jan – June 2024
 - ❑ Savings = \$7,581

Key Statistics

Key Statistics – Overall Performance Summary

546

Avg. eligible members

Key statistics with benchmark comparison

Comparing metrics to benchmarks help showcase areas of focus.

Benchmark comparison 1

COMMERCIAL

Benchmark comparison 2

LABOR AND TRUST

- Client trend was 8.6%, compared to the benchmark trend of 9.4%
- Member Paid Share changed by -0.2% period over period, compared to the benchmark of -3.9%

the benchmark of -3.9%

Key statistics	COMMERCIAL			LABOR AND TRUST			
	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Average age	45.1	43.9	2.8%	36.7	0.0%	38.6	-0.6%
Plan paid PMPM	\$179.42	\$165.21	8.6%	\$143.26	9.4%	\$126.69	7.5%
Plan paid per Rx	\$162.59	\$167.11	-2.7%	\$180.19	7.4%	\$173.83	6.4%
Rxs PMPM	1.104	0.989	11.6%	0.795	1.9%	0.729	1.1%
Average days supply	31.5	30.8	2.5%	40.4	-0.1%	41.4	0.3%
Days supply PMPM	34.8	30.4	14.4%	32.1	1.8%	30.2	1.3%
Member paid share	7.6%	7.6%	-0.2%	11.8%	-3.9%	7.6%	-8.8%
Member paid per Rx	\$13.38	\$13.79	-3.0%	\$24.13	2.7%	\$14.28	-3.8%
Generic dispensing rate	85.4%	85.0%	0.4%	88.1%	1.0%	88.9%	0.8%
GDR-without Vaccines	86.6%	86.4%	0.2%	88.7%	1.0%	89.3%	0.8%
Home delivery rate	6.5%	6.0%	8.1%	6.0%	1.4%	10.3%	-2.3%
Retail 90 rate	2.1%	1.8%	19.4%	19.9%	-0.8%	17.1%	3.6%
Percent of specialty plan paid	33.3%	43.0%	-22.5%	51.4%	3.1%	45.6%	4.9%

Total Rxs

CURRENT

3,614

PREVIOUS

3,475

PERCENT CHANGE

4.0%

Total plan paid

CURRENT

\$587,592

PREVIOUS

\$580,707

PERCENT CHANGE

1.2%

Utilizers

CURRENT

325

PREVIOUS

363

PERCENT CHANGE

-10.5%

Specialty Key Statistics

Key statistics with benchmark comparison

Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was -15.9%, compared to the benchmark trend of 12.9%
- Member Paid Share changed by 11.6% period over period, compared to the benchmark of -4.5%

Benchmark comparison 1

COMMERCIAL

Benchmark comparison 2

LABOR AND TRUST

the benchmark of -4.5%

Key statistics	COMMERCIAL			LABOR AND TRUST			
	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Plan Paid PMPM	\$59.81	\$71.09	-15.9%	\$73.63	12.9%	\$57.81	12.8%
Plan paid per Rx	\$7,255.17	\$8,940.92	4.5%	\$7,818.44	3.7%	\$8,416.08	3.8%
Rxs PMPM	0.008	0.010	-19.5%	0.009	8.8%	0.007	8.7%
Average days supply	34.3	32.1	7.0%	31.4	1.4%	32.4	1.7%
Days supply PMPM	0.3	0.3	-13.9%	0.3	10.3%	0.2	10.5%
Member paid share	3.9%	3.5%	11.6%	6.4%	-4.5%	3.7%	-13.0%
Member paid per Rx	\$290.78	\$248.17	17.2%	\$535.46	-1.2%	\$319.31	-10.2%
Generic dispensing rate	0.0%	0.0%	0.0%	7.9%	-1.0%	8.9%	5.5%
Home delivery rate	0.0%	2.8%	-100.0%	0.3%	-89.2%	0.6%	-87.1%
Retail 90 rate	11.1%	2.8%	300.0%	4.8%	7.4%	5.3%	13.6%

Total Rxs

CURRENT

27

PREVIOUS

36

PERCENT CHANGE

-25.0%

Total plan paid

CURRENT

\$195,890

PREVIOUS

\$249,873

PERCENT CHANGE

-21.6%

Utilizers

CURRENT

7

PREVIOUS

7

PERCENT CHANGE

0.0%

Trend Summary

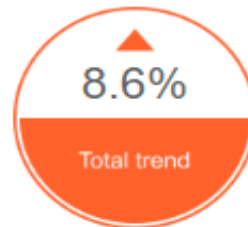
Trend Summary

Total Plan Paid PMPM: \$179.42

Trend

Plan paid PMPM has increased 8.6% over the previous period driven primarily by drug mix in traditional and utilization for specialty.

Specialty represents 0.7% of claims.



-0.8% under benchmark
[View Details](#)



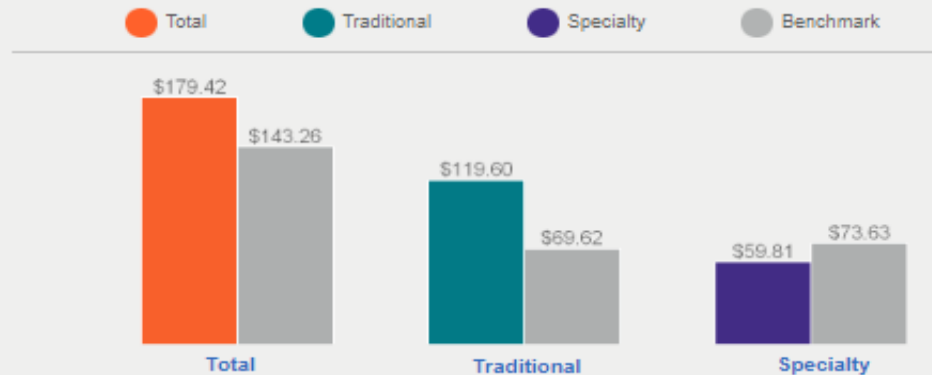
+21% over benchmark
[View Details](#)



-28.7% under benchmark
[View Details](#)

Plan Paid PMPM

Current period PMPM of \$179.42 equates to \$587.6K in pharmacy spend. 33.3% of the spend is attributed to specialty medications.



Top Disease States & Top 20 Drugs

Top Disease States

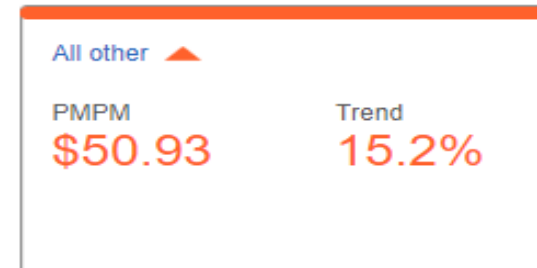
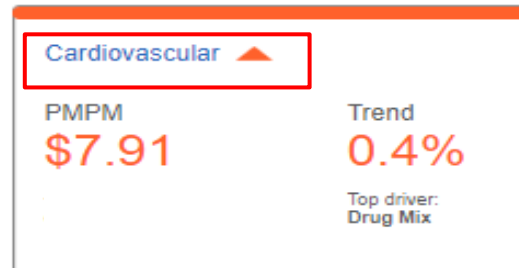
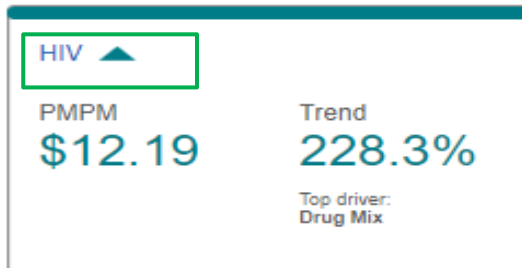
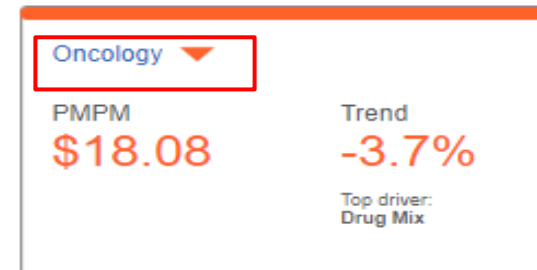
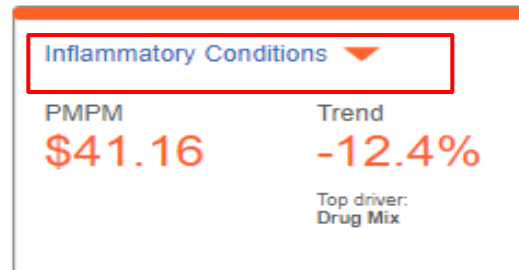
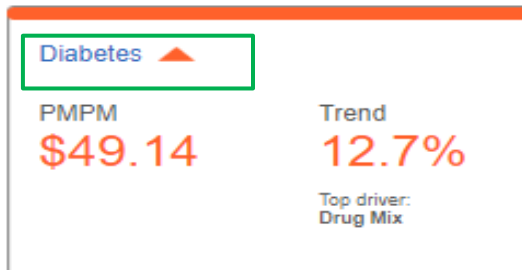


Total Plan Paid PMPM: \$179.42

Top 5 disease states account for 72% of total Plan Paid

- Diabetes accounts for 27.4% of total plan paid, with trend driven by Drug Mix. MOUNJARO was the top drug
- Inflammatory Conditions accounts for 22.9% of total plan paid, with trend driven by Drug Mix. HUMIRA PEN was the top drug

Sort by: Plan Paid



Top 20 Drugs by Plan Cost

All meds are Brands except indicated with a "G" for generic

Specialty

Rank													Trend components		
Cu	Pv	Bench	Drug name	Therapy class	Utilizr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr plan paid PMPM	Prev plan paid PMPM	Bench plan paid PMPM	% Trend	Top driver	% Top driver
1	2	1	HUMIRA PEN	Chronic Inflammatory Disease	1	3	84.0	\$64,162	\$21,387.42	\$19.59	\$12.17	\$9.80	61.0%	Utilzn	61.0%
2	1	5	DUPIXENT	Chronic Inflammatory Disease	3	18	28.0	\$63,022	\$3,501.23	\$19.24	\$18.59	\$4.45	3.5%	Cost	5.8%
3	4	47	KISQALI	Oncology	1	4	28.0	\$58,344	\$14,586.04	\$17.82	\$9.81	\$0.45	85.4%	Utilzn	114.7%
4	11	3	MOUNJARO	GLP-1 Receptor Agonists	11	34	34.8	\$40,923	\$1,203.62	\$12.50	\$2.95	\$6.16	324.2%	Utilzn	306.6%
5	26	651	STRIBILD	HIV-Multiclass Combo	1	6	30.0	\$24,423	\$4,070.58	\$7.46	\$1.35	\$0.02	453.1%	Utilzn	544.0%
6	7	8	JARDIANCE	SGLT-2 Inhibitors & Combos	11	36	38.3	\$23,954	\$665.39	\$7.31	\$5.23	\$3.37	39.9%	Utilzn	45.2%
7	9	2	OZEMPIC	GLP-1 Receptor Agonists	6	16	42.6	\$19,907	\$1,244.19	\$6.08	\$4.60	\$7.61	32.3%	Utilzn	36.1%
8	23	6	WEGOVY	GLP-1 Anti-Obesity Agents	3	14	28.0	\$16,854	\$1,203.89	\$5.15	\$1.49	\$4.26	245.0%	Utilzn	269.1%
9	19	17	FARXIGA	SGLT-2 Inhibitors & Combos	7	27	30.0	\$15,036	\$556.89	\$4.59	\$1.69	\$1.56	171.0%	Utilzn	163.4%
10	21	16	BIKTARVY	HIV-Multiclass Combo	1	4	30.0	\$13,748	\$3,436.92	\$4.20	\$1.60	\$1.80	162.6%	Utilzn	114.7%
11	-	21	RYBELSUS	GLP-1 Receptor Agonists	3	11	30.0	\$10,283	\$934.81	\$3.14	\$0.00	\$1.03	-	-	-
12	20	10	ELIQUIS	Oral Anticoagulants	5	17	30.0	\$9,661	\$568.27	\$2.95	\$1.62	\$2.11	82.0%	Utilzn	65.9%
13	-	874	SANTYL	Enzymes - Topical	1	1	30.0	\$7,687	\$7,687.26	\$2.35	\$0.00	\$0.01	-	-	-
14	-	14	ENBREL SURECLICK	Chronic Inflammatory Disease	1	1	28.0	\$7,624	\$7,623.69	\$2.33	\$0.00	\$1.89	-	-	-
15	8	13	TRULICITY	GLP-1 Receptor Agonists	2	6	38.3	\$7,589	\$1,264.79	\$2.32	\$5.08	\$2.01	-54.4%	Utilzn	-58.6%
16	29	62	DEXCOM G6 SENSOR	Diabetes Monitoring and Testing Supplies	3	11	51.8	\$6,472	\$588.36	\$1.98	\$1.14	\$0.37	73.5%	Utilzn	69.9%
17	34	28	TRELEGY ELLIPTA	Inhaled Asthma/COPD Combo	3	10	30.0	\$6,315	\$631.47	\$1.93	\$1.05	\$0.82	84.3%	Utilzn	78.9%
18	30	26	XARELTO	Oral Anticoagulants	3	4	90.0	\$6,278	\$1,569.38	\$1.92	\$1.13	\$0.87	69.2%	Utilzn	61.0%
19	15	31	ENTRESTO	Angiotensin II Receptor & Nephilysin Inhibitor (ARNI)	3	5	54.0	\$5,780	\$1,156.04	\$1.76	\$2.14	\$0.70	-17.7%	Utilzn	-19.5%
20	24	322	SOLIQUA 100/ 33	Insulin	1	2	90.0	\$5,219	\$2,609.54	\$1.59	\$1.41	\$0.05	12.7%	Utilzn	7.3%
Total					54	230	36.6	\$413,281	\$1,796.87	\$126.19	\$72.85	\$49.34	73.2%	Utilzn	66.3%
Plan Total					325	3,614	31.5	\$587,592	\$162.59	\$179.42	\$165.21	\$143.26	8.6%		14.4%

Rebates

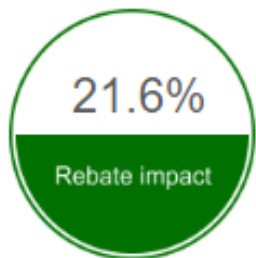
Rebate Performance Summary

Bakers Union and FELRA Health and Welfare Fund

Outcomes date range: Jan - Jun 2024

Benchmark: COMMERCIAL

Current rebate value: \$38.77 PMPM



Rebate impact on Plan Paid PMPM

Managing drug spend to a lowest net cost PMPM is achieved through adoption of high performing formulary strategies and driving to lowest net cost products when clinically appropriate. Bakers Union and FELRA Health and Welfare Fund's members adherence to the formulary has earned an offset on PMPM costs, yielding a net plan paid PMPM of \$140.65, versus plan paid PMPM of \$179.42.

Net financial PMPM performance

	Drug cost	Member Paid	Plan Paid	Rebates	Net plan paid
Traditional	\$131.95	\$12.36	\$119.60	\$29.61	\$90.00
Specialty	\$62.21	\$2.40	\$59.81	\$9.16	\$50.65
Total	\$194.16	\$14.76	\$179.42	\$38.77	\$140.65

Total estimated rebate yield for reporting period: **\$127.0K**

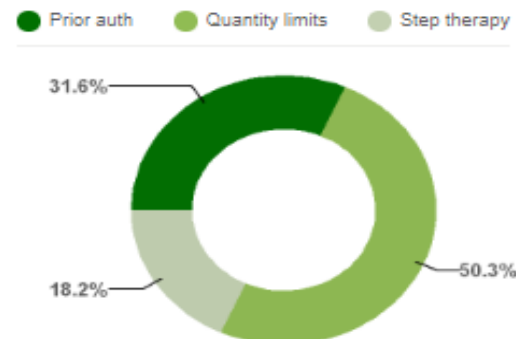
Clinical Outcomes

UM Outcomes

Utilization management savings: \$28.27 PMPM

Your program savings: **\$187.6K**

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 \$187.6K 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.



Prior authorization

PMPM SAVINGS

\$8.92

NUMBER OF MEMBERS IMPACTED

35

NUMBER OF INTERVENTIONS

41

Quantity limits

PMPM SAVINGS

\$14.21

NUMBER OF MEMBERS IMPACTED

16

NUMBER OF INTERVENTIONS

17

Step therapy

PMPM SAVINGS

\$5.14

NUMBER OF MEMBERS IMPACTED

81

NUMBER OF INTERVENTIONS

105

QL savings is based only on Maximum Daily Dose edits.

Vigilant Outcomes

Total program savings: \$5.26 PMPM

Vigilant Drug Outcomes – Cost Avoidance

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

- Avoided \$34.9K in pharmacy spend
- Switched 11 claims to lower cost alternatives
- 7 claims were abandoned



TOTAL PLAN PAID SAVINGS

\$34,902

TOTAL PROGRAM SAVINGS

2.9%

TOTAL MEMBERS IMPACTED

17

Savings by Vigilant Drug List

Sort by: Members impacted Plan paid PMPM savings

Vigilant drug list	PMPM savings	Members impacted	Interventions
Clinical Duplicates	\$0.89	9	10
High Cost Brands with Generics	\$4.50	4	4
New Drugs to Market	-\$0.20	3	3
Creams & Patches	\$0.06	1	1

Variable Copay (VCS) Outcomes

Bakers Union and FELRA Health and Welfare Fund

Outcomes date range: Jan - Jun 2024

Total program savings: \$2.31 PMPM

Variable copay program savings outcomes

With the OptumRx Variable Copay program, Bakers Union and FELRA Health and Welfare Fund has realized:

- \$7,581 in Plan Paid savings
- \$1,083.00 average Plan Paid per impacted prescription
- 3 total impacted utilizers

PLAN PAID SAVINGS

\$7,581

PLAN PAID SAVINGS PER IMPACTED RX

\$1,083.00

Top 5 drugs based on: Plan paid savings

DUPIXENT

IMPACTED RXS

7

IMPACTED UTILIZERS

3

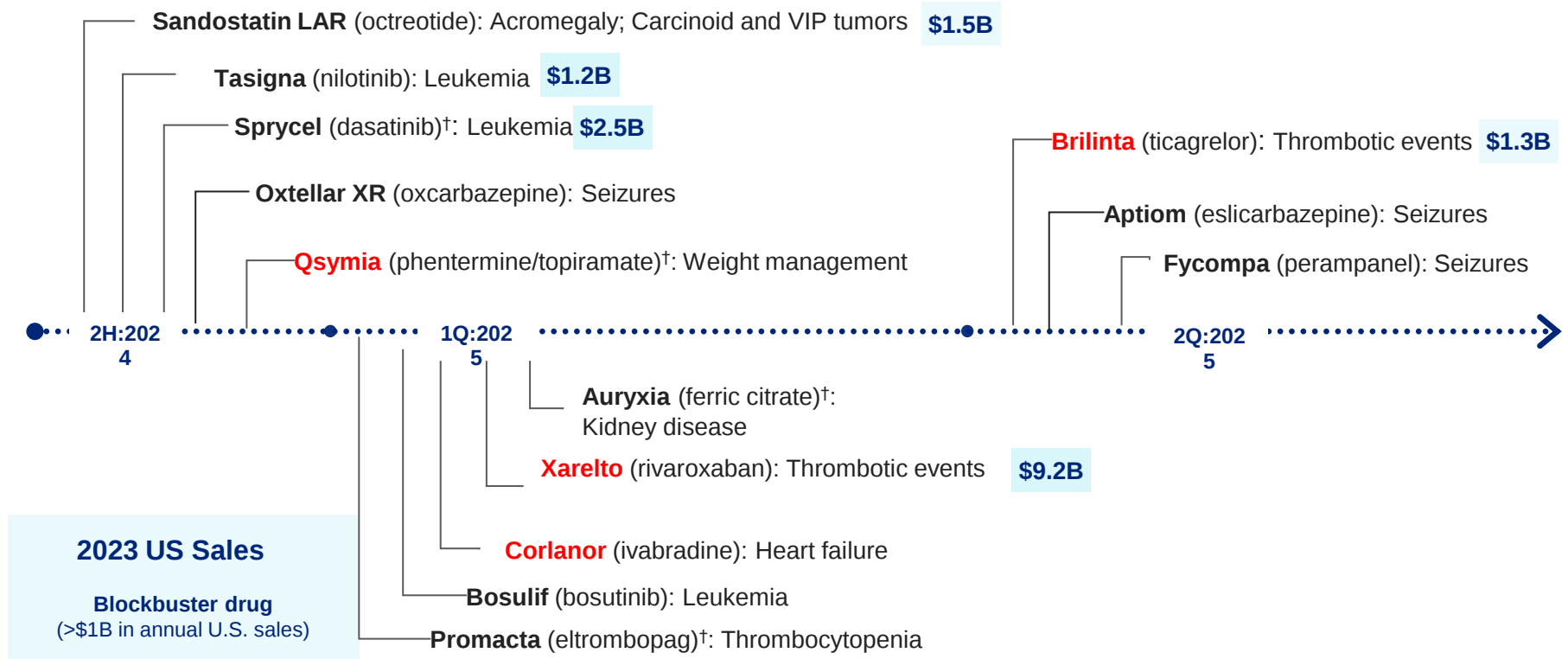
PLAN PAID SAVINGS

\$7,581

Appendix

Selected generic launches in 2024 and early 2025

Fund has current utilization in RED



[†] Generic has 180-days of exclusivity

Top 20 traditional

All meds are Brands except indicated with a “G” for generic

Rank													Trend components		
Cu	Pv	Bench	Drug name	Therapy class	Utilizr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr plan paid PMPM	Prev plan paid PMPM	Bench plan paid PMPM	% Trend	Top driver	% Top driver
1	5	2	MOUNJARO	★ GLP-1 Receptor Agonists	11	34	34.8	\$40,923	\$1,203.62	\$12.50	\$2.95	\$6.16	324.2%	Utilizr	306.6%
2	18	361	STRIBILD	HIV-Multiclass Combo	1	6	30.0	\$24,423	\$4,070.58	\$7.46	\$1.35	\$0.02	453.1%	Utilizr	544.0%
3	1	4	JARDIANCE	★ SGLT-2 Inhibitors & Combos	11	36	38.3	\$23,954	\$665.39	\$7.31	\$5.23	\$3.37	39.9%	Utilizr	45.2%
4	3	1	OZEMPIC	★ GLP-1 Receptor Agonists	6	16	42.6	\$19,907	\$1,244.19	\$6.08	\$4.60	\$7.61	32.3%	Utilizr	36.1%
5	15	3	WEGOVY	GLP-1 Anti-Obesity Agents	3	14	28.0	\$16,854	\$1,203.89	\$5.15	\$1.49	\$4.26	245.0%	Utilizr	269.1%
6	11	8	FARXIGA	★ SGLT-2 Inhibitors & Combos	7	27	30.0	\$15,036	\$556.89	\$4.59	\$1.69	\$1.56	171.0%	Utilizr	163.4%
7	13	7	BIKTARVY	HIV-Multiclass Combo	1	4	30.0	\$13,748	\$3,436.92	\$4.20	\$1.60	\$1.80	162.6%	Utilizr	114.7%
8	-	9	RYBELSUS	★ GLP-1 Receptor Agonists	3	11	30.0	\$10,283	\$934.81	\$3.14	\$0.00	\$1.03	- -	-	-
9	12	5	ELIQUIS	Oral Anticoagulants	5	17	30.0	\$9,661	\$566.27	\$2.95	\$1.62	\$2.11	82.0%	Utilizr	65.9%
10	-	527	SANTYL	Enzymes - Topical	1	1	30.0	\$7,687	\$7,687.26	\$2.35	\$0.00	\$0.01	- -	-	-
11	2	6	TRULICITY	★ GLP-1 Receptor Agonists	2	6	38.3	\$7,589	\$1,264.79	\$2.32	\$5.08	\$2.01	-54.4%	Utilizr	-58.6%
12	21	30	DEXCOM G6 SENSOR	★ Diabetes Monitoring and Testing Supplies	3	11	51.8	\$6,472	\$588.36	\$1.98	\$1.14	\$0.37	73.5%	Utilizr	69.9%
13	26	13	TRELEGY ELLIPTA	Inhaled Asthma/COPD Combo	3	10	30.0	\$6,315	\$631.47	\$1.93	\$1.05	\$0.82	84.3%	Utilizr	78.9%
14	22	12	XARELTO	Oral Anticoagulants	3	4	90.0	\$6,278	\$1,569.38	\$1.92	\$1.13	\$0.87	69.2%	Utilizr	61.0%
15	8	16	ENTRESTO	Angiotensin II Receptor & Nephilysin Inhibitor (ARNI)	3	5	54.0	\$5,780	\$1,156.04	\$1.76	\$2.14	\$0.70	-17.7%	Utilizr	-19.5%
16	16	154	SOLIQUA 100/ 33	★ Insulin	1	2	90.0	\$5,219	\$2,609.54	\$1.59	\$1.41	\$0.05	12.7%	Utilizr	7.3%
17	23	172	VELPHORO	Phosphate Binder Agents	1	5	30.0	\$5,104	\$1,020.87	\$1.56	\$1.12	\$0.05	39.0%	Utilizr	34.2%
18	28	131	GLYXAMBI	★ SGLT-2 Inhibitors & Combos	1	3	90.0	\$4,918	\$1,639.40	\$1.50	\$0.92	\$0.06	63.7%	Utilizr	61.0%
19	6	55	JANUMET	★ DPP-4 Inhibitors & Combos	2	8	30.0	\$4,105	\$513.13	\$1.25	\$2.51	\$0.18	-50.1%	Utilizr	-49.5%
20	256	17	PAXLOVID	Misc. Antivirals	7	4	-1.2	\$4,050	\$1,012.62	\$1.24	\$0.02	\$0.63	6,800.6%	Cost	6,919.6%
Total					54	224	36.5	\$238,307	\$1,063.87	\$72.77	\$37.05	\$33.66	96.4%		59.9%
Plan Total					325	3,587	31.5	\$391,702	\$109.20	\$119.60	\$94.12	\$89.62	27.1%		24.7%

Top 20 specialty

All meds are Brands except indicated with a “G” for generic

Rank														Trend components		
Cu ↕	Pv ↕	Bench ↕	Drug name ↕	Therapy class ↕	Utilzr ↕	Rxs ↕	Avg days supply ↕	Total plan paid ↕	Plan paid per Rx ↕	Curr plan paid PMPM ↕	Prev plan paid PMPM ↕	Bench plan paid PMPM ↕	% Trend ↕	Top driver ↕	% Top driver ↕	
1	2	1	HUMIRA PEN	Chronic Inflammatory Disease	1	3	84.0	\$64,162	\$21,387.42	\$19.59	\$12.17	\$9.80	61.0%	Utilzn	61.0%	
2	1	3	DUPIXENT	Chronic Inflammatory Disease	3	18	28.0	\$63,022	\$3,501.23	\$19.24	\$18.59	\$4.45	3.5%	Cost	5.8%	
3	4	26	KISQALI	Oncology	1	4	28.0	\$58,344	\$14,586.04	\$17.82	\$9.61	\$0.45	85.4%	Utilzn	114.7%	
4	-	8	ENBREL SURECLICK	Chronic Inflammatory Disease	1	1	28.0	\$7,624	\$7,623.69	\$2.33	\$0.00	\$1.89	-	-	-	
5	-	98	TYMLOS	Osteoporosis Agents	1	1	30.0	\$2,737	\$2,737.34	\$0.84	\$0.00	\$0.10	-	-	-	
Total					7	27	34.3	\$195,890	\$7,255.17	\$59.81	\$71.09	\$25.45	-15.9%		-13.9%	
Plan Total					7	27	34.3	\$195,890	\$7,255.17	\$59.81	\$71.09	\$73.63	-15.9%		-13.9%	