Bakers Union and FELRA Health and Welfare fund

Quarterly Review
January – September 2021

December 8, 2021

OPTUM Rx®

Agenda: 3Q2021 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
6. Clinical Opportunity a. CCAA/VCS

Your OptumRx Team

- **Holly Agoney**
  Strategic Account Executive
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  Pharmacy Account Management
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  VP, Client Management

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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

- **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
- **Effective 7/1/2021**
  - Premium Formulary
  - Mandatory Mail - MSS
- **Effective 1/1/2022**
  - Split-fill/Smart-fill programs

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Key Discussion Topics

- Per Member Per Month (PMPM) trend = -15.5% Specialty trend = -39.8%
- Specialty accounted for 0.7% of claims
- Top 5 disease states accounted for 75% of total plan paid
  - Top traditional disease state: Diabetes
  - Top specialty disease state: Inflammatory Conditions
- Clinical Outcome Savings - $159,200
  - This is for all PA, ST, QL currently in place (Oct2020 – Sept2021)
- Vigilant Outcome Savings - $35,535
  - Time frame (Oct2020 – Sept2021)

Key Statistics - Performance Summary

Client totals

674
AVG. ELIGIBLE MEMBERS

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 -20.
- Number of utilizers has increased by 71.

Total Rxs

CURRENT
6,561

PREVIOUS
6,567

PERCENT CHANGE
-0.1%

Total plan paid

CURRENT
$665,699

PREVIOUS
$811,658

PERCENT CHANGE
-18.0%

Utilizers

CURRENT
507

PREVIOUS
436

PERCENT CHANGE
16.3%

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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 -15.5%, compared to the benchmark trend of 5.1%
- Member Paid Share changed by 15.1% period over period, compared to the benchmark of 2.6%

Key statistics	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Average age	42.1	41.6	1.2%	36.3	0.0%	36.1	0.0%
Plan paid PMPM	$109.72	$129.84	-15.5%	$100.30	5.1%	$108.62	8.3%
Plan paid per Rx	$101.46	$123.60	-17.9%	$128.06	3.5%	$133.52	5.6%
Rxs PMPM	1.081	1.051	2.9%	0.783	1.6%	0.814	2.6%
Average days supply	27.3	26.6	2.6%	38.0	-3.7%	38.4	-2.2%
Days supply PMPM	29.6	28.0	5.6%	29.8	-2.2%	31.2	0.3%
Member paid share	8.5%	7.4%	15.1%	11.5%	2.6%	12.2%	-1.6%
Member paid per Rx	$9.41	$9.84	-4.4%	$16.58	6.5%	$18.58	3.7%
Generic dispensing rate	80.5%	84.5%	-4.8%	84.9%	-2.7%	84.0%	-3.8%
Home delivery rate	2.3%	1.0%	126.0%	7.9%	3.2%	5.7%	-0.5%
Retail 90 rate	3.0%	0.3%	1,053.8%	12.9%	-4.6%	17.7%	2.0%
Percent of specialty plan paid	29.1%	40.9%	-28.8%	45.3%	8.7%	50.5%	4.5%

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Key Specialty Statistics

Client totals

674

AVG. ELIGIBLE MEMBERS

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 -20.
- Number of utilizers has decreased by -7.

Total Rxs	Total plan paid	Utilizers
CURRENT 44	CURRENT $193,772	CURRENT 5
PREVIOUS 59	PREVIOUS $331,737	PREVIOUS 12
PERCENT CHANGE -25.4%	PERCENT CHANGE -41.6%	PERCENT CHANGE -58.3%

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Key Specialty Statistics with Benchmark Comparison

Key statistics with benchmark comparison

Benchmark comparison 1

LABOR AND TRUST

Benchmark comparison 2

COMMERCIAL

Comparing metrics to benchmarks help showcase areas of focus.

- Client trend was -39.8%, compared to the benchmark trend of 14.3%
- Member Paid Share changed by 24.8% period over period, compared to the benchmark of 22.4%

Key statistics	Curr	Prev	Percent change	Curr	Percent change	Curr	Percent change
Average age	42.1	41.6	1.2%	36.3	0.0%	36.1	0.0%
Plan paid PMPM	$31.94	$53.07	-39.8%	$45.41	14.3%	$54.90	13.2%
Plan paid per Rx	$4,403.91	$5,622.66	-21.7%	$5,792.25	5.0%	$5,744.14	3.1%
Rxs PMPM	0.007	0.009	-23.2%	0.008	8.9%	0.010	9.8%
Average days supply	29.1	29.0	0.2%	31.9	0.2%	32.0	-0.4%
Days supply PMPM	0.2	0.3	-23.0%	0.3	9.1%	0.3	9.3%
Member paid share	0.3%	0.3%	24.8%	6.8%	22.4%	5.7%	19.6%
Member paid per Rx	$14.09	$14.41	-2.2%	$420.98	30.2%	$346.05	24.5%
Generic dispensing rate	18.2%	11.9%	53.2%	22.5%	-6.8%	21.6%	-5.8%
Home delivery rate	6.8%	0.0%	0.0%	4.5%	-3.7%	3.8%	-7.1%
Retail 90 rate	0.0%	1.7%	-100.0%	4.3%	-4.3%	5.4%	-4.1%

Trend Summary

Your benchmark comparison

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Trend

Plan paid PMPM has decreased -15.5% over the previous period driven primarily by utilization in traditional and drug mix for specialty.

Specialty represents 0.7% of claims.

-15.5%	1.3%	-39.8%
TOTAL TREND	TRADITIONAL TREND	SPECIALTY TREND
-20.6% under benchmark	**+2.7%** over benchmark	**-54.1%** under benchmark

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Total Trend Components

Your benchmark comparison

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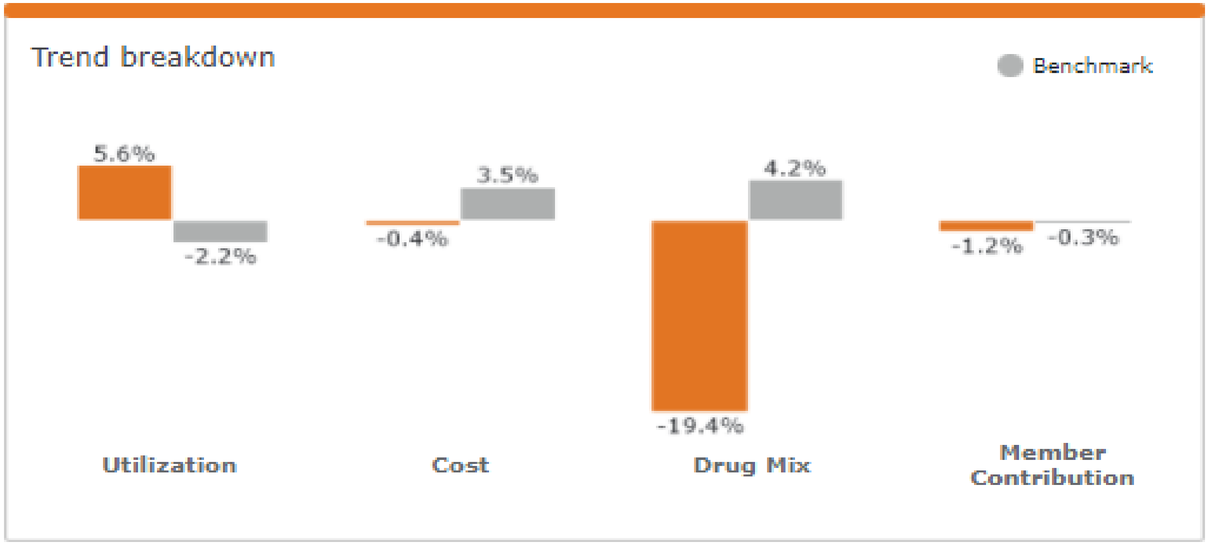
Total trend: -15.5%

- Bakers Union and FELRA Health and Welfare fund's overall trend of -15.5% was -20.6% lower than benchmark
- Specialty spend influenced the trend contributing 105.0% (-10.7% lower than benchmark)
- Traditional trend contributed -5.0% (10.7% higher than benchmark)

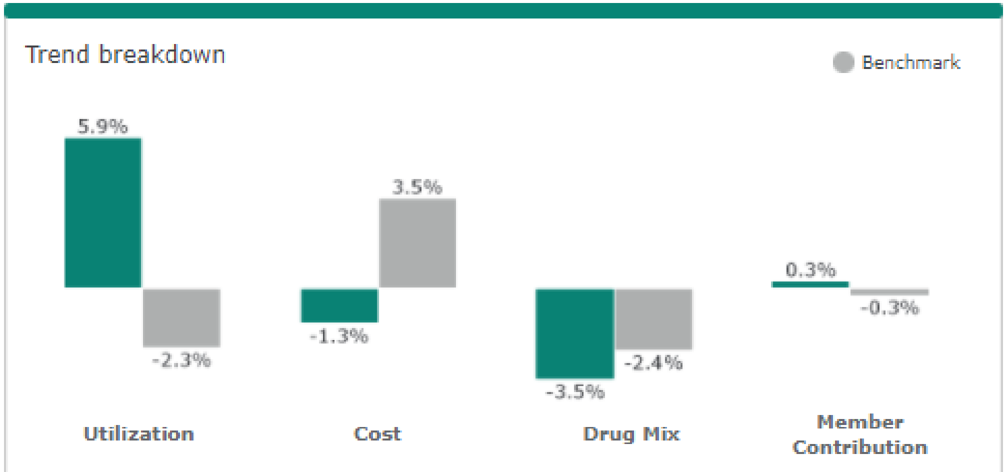


Your benchmark comparison
LABOR AND TRUST

Traditional vs. Specialty Trend Components

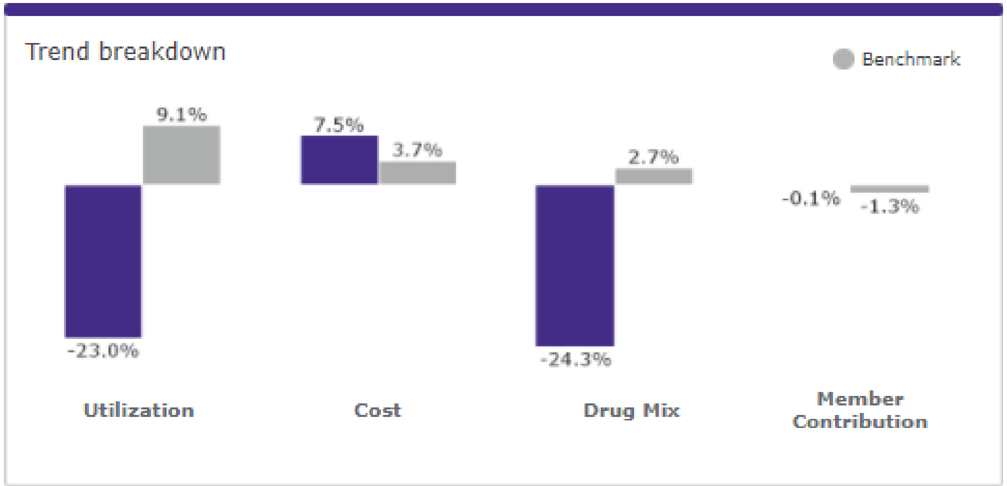
Traditional trend: 1.3%

- Traditional trend contributed -5.0% to the overall trend (-15.5%)
- Traditional accounts for 70.9% of overall total plan paid and was up from 59.1% in the prior period



Specialty trend: -39.8%

- Specialty trend contributed 105.0% to the overall trend (-15.5%)
- Specialty accounts for 29.1% of overall total plan paid and was down from 40.9% in the prior period



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Top Disease States

Top 5 disease states account for 75% of total Plan Paid

- Inflammatory Conditions accounts for 29.0% of total plan paid, with trend driven by Utilization. HUMIRA PEN was the top drug
- Diabetes accounts for 24.9% of total plan paid, with trend driven by Utilization. VICTOZA was the top drug

Traditional

Specialty

Sort by: Plan Paid Contribution to trend

Inflammatory Conditions

PMPM $31.86

Trend -27.9%

Top driver: **Utilization**

Diabetes

PMPM $27.30

Trend 11.0%

Top driver: **Utilization**

HIV

PMPM $11.06

Trend 50.5%

Top driver: **Utilization**

Cardiovascular

PMPM $6.89

Trend -4.1%

Top driver: **Cost**

Asthma / COPD

PMPM $5.23

Trend -18.7%

Top driver: **Utilization**

All other

PMPM $27.38

Trend -31.7%

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Traditional

Specialty

Top 20 Drugs

Rank													Trend components		
Cu	Pv	Bench	Drug name	Therapy class	Utlzr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr PMPM	Prev PMPM	Bench PMPM	% Trend	Top driver	% Top driver
1	1	1	HUMIRA PEN	Chronic Inflammatory Disease	1	10	28.0	$61,692	$6,169.23	$10.17	$15.65	$6.74	-35.0%	Utlzn	-39.4%
2	2	17	TREMFYA	Chronic Inflammatory Disease	1	4	30.0	$48,941	$12,235.13	$8.07	$9.36	$0.96	-13.8%	Utlzn	-17.6%
3	3	16	OTEZLA	Chronic Inflammatory Disease	2	12	30.0	$47,271	$3,939.23	$7.79	$8.27	$0.99	-5.8%	Utlzn	-11.7%
4	7	8	DUPIXENT	Chronic Inflammatory Disease	1	10	28.0	$33,447	$3,344.72	$5.51	$4.71	$1.48	17.1%	Utlzn	14.5%
5	6	356	STRIBILD	HIV-Multiclass Combo	1	8	30.0	$27,772	$3,471.44	$4.58	$5.32	$0.04	-14.0%	Utlzn	-17.6%
6	-	18	BIKTARVY	HIV-Multiclass Combo	1	7	30.0	$21,754	$3,107.74	$3.59	$0.00	$0.94	-	-	-
7	9	22	VICTOZA	GLP-1 Receptor Agonists	2	17	30.0	$16,610	$977.05	$2.74	$2.56	$0.86	6.8%	Cost	3.8%
8	13	7	JANUVIA	DPP-4 Inhibitors & Combos	7	31	29.6	$14,404	$464.63	$2.37	$2.04	$1.66	16.2%	Utlzn	11.8%
9	535	232	PREZCOBIX	HIV-Multiclass Combo	1	7	30.0	$14,170	$2,024.30	$2.34	$0.00	$0.07	0.0%	Cost	0.0%
10	16	104	LANTUS	Insulin	2	15	38.0	$13,860	$924.00	$2.28	$1.50	$0.19	52.6%	Utlzn	72.7%
11	11	4	JARDIANCE	SGLT-2 Inhibitors & Combos	4	22	30.0	$12,532	$569.66	$2.07	$2.17	$2.22	-4.8%	Utlzn	-16.0%
12	26	23	JANUMET	DPP-4 Inhibitors & Combos	3	22	30.0	$10,383	$471.94	$1.71	$0.87	$0.79	96.4%	Utlzn	88.9%
13	-	5	OZEMPIC	GLP-1 Receptor Agonists	1	9	42.0	$10,290	$1,143.35	$1.70	$0.00	$2.07	-	-	-
14	125	3	TRULICITY	GLP-1 Receptor Agonists	3	12	28.0	$9,774	$814.48	$1.61	$0.13	$2.42	1,141.5%	Utlzn	1,136.4%
15	8	938	HUMALOG MIX 50/50 KWIKPEN	Insulin	2	5	65.2	$9,322	$1,864.44	$1.54	$2.99	$0.01	-48.7%	Utlzn	-38.3%
16	-	29	PFIZER-BIONTECH COVID-19 VACCINE	COVID-19 Vaccines	162	313	1.0	$8,818	$28.17	$1.45	$0.00	$0.61	-	-	-
17	22	43	ENTRESTO	Angiotensin II Receptor & Neprilysin Inhibitor (ARNI)	2	15	30.0	$8,323	$554.84	$1.37	$1.00	$0.43	37.1%	Utlzn	28.8%
18	23	62	DEXILANT	Proton Pump Inhibitors	3	27	30.0	$7,781	$288.18	$1.28	$1.00	$0.30	28.7%	Utlzn	21.0%
19	15	30	SYMBICORT	Inhaled Asthma/COPD Combo	4	18	36.7	$7,397	$410.94	$1.22	$1.59	$0.60	-23.5%	Utlzn	-24.4%
20	21	65	BYDUREON BCISE	GLP-1 Receptor Agonists	1	10	28.0	$7,286	$728.59	$1.20	$1.01	$0.29	18.7%	Utlzn	14.5%
Total					187	574	14.9	$391,825	$682.62	$64.58	$60.17	$23.68	7.3%		22.0%
Plan Total					507	6,561	27.3	$665,699	$101.46	$109.72	$129.84	$100.30	-15.5%		-19.5%

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

Top 20 Traditional Drugs

Rank													Trend components		
Cu	Pv	Bench	Drug name	Therapy class	Utlzr	Rxs	Avg days supply	Total plan paid	Plan paid per Rx	Curr PMPM	Prev PMPM	Bench PMPM	% Trend	Top driver	% Top driver
1	1	196	STRIBILD	HIV-Multiclass Combo	1	8	30.0	$27,772	$3,471.44	$4.58	$5.32	$0.04	-14.0%	Utlzn	-17.6%
2	-	8	BIKTARVY	HIV-Multiclass Combo	1	7	30.0	$21,754	$3,107.74	$3.59	$0.00	$0.94	-	-	-
3	3	11	VICTOZA ★	GLP-1 Receptor Agonists	2	17	30.0	$16,610	$977.05	$2.74	$2.56	$0.86	6.8%	Cost	3.8%
4	6	5	JANUVIA ★	DPP-4 Inhibitors & Combos	7	31	29.6	$14,404	$464.63	$2.37	$2.04	$1.66	16.2%	Utlzn	11.8%
5	525	116	PREZCOBIX	HIV-Multiclass Combo	1	7	30.0	$14,170	$2,024.30	$2.34	$0.00	$0.07	0.0%	Cost	0.0%
6	9	60	LANTUS ★	Insulin	2	15	38.0	$13,860	$924.00	$2.28	$1.50	$0.19	52.6%	Utlzn	72.7%
7	5	2	JARDIANCE ★	SGLT-2 Inhibitors & Combos	4	22	30.0	$12,532	$569.66	$2.07	$2.17	$2.22	-4.8%	Utlzn	-16.0%
8	19	12	JANUMET ★	DPP-4 Inhibitors & Combos	3	22	30.0	$10,383	$471.94	$1.71	$0.87	$0.79	96.4%	Utlzn	88.9%
9	-	3	OZEMPIC ★	GLP-1 Receptor Agonists	1	9	42.0	$10,290	$1,143.35	$1.70	$0.00	$2.07	-	-	-
10	117	1	TRULICITY ★	GLP-1 Receptor Agonists	3	12	28.0	$9,774	$814.48	$1.61	$0.13	$2.42	1,141.5%	Utlzn	1,136.4%
11	2	662	HUMALOG MIX 50/ 50 KWIKPEN ★	Insulin	2	5	65.2	$9,322	$1,864.44	$1.54	$2.99	$0.01	-48.7%	Utlzn	-38.3%
12	-	15	PFIZER-BIONTECH COVID-19 VACCINE	COVID-19 Vaccines	162	313	1.0	$8,818	$28.17	$1.45	$0.00	$0.61	-	-	-
13	15	22	ENTRESTO	Angiotensin II Receptor & Neprilysin Inhibitor (ARNI)	2	15	30.0	$8,323	$554.84	$1.37	$1.00	$0.43	37.1%	Utlzn	28.8%
14	16	34	DEXILANT	Proton Pump Inhibitors	3	27	30.0	$7,781	$288.18	$1.28	$1.00	$0.30	28.7%	Utlzn	21.0%
15	8	16	SYMBICORT	Inhaled Asthma/COPD Combo	4	18	36.7	$7,397	$410.94	$1.22	$1.59	$0.60	-23.5%	Utlzn	-24.4%
16	14	35	BYDUREON BCISE ★	GLP-1 Receptor Agonists	1	10	28.0	$7,286	$728.59	$1.20	$1.01	$0.29	18.7%	Utlzn	14.5%
17	-	18	LATUDA	Atypical Antipsychotics	1	2	90.0	$6,593	$3,296.67	$1.09	$0.00	$0.47	-	-	-
18	21	6	LANTUS SOLOSTAR ★	Insulin	5	16	30.6	$6,015	$375.95	$0.99	$0.83	$1.35	19.9%	Cost	14.0%
19	-	25	MODERNA COVID-19 VACCINE	COVID-19 Vaccines	111	213	1.0	$5,666	$26.60	$0.93	$0.00	$0.33	-	-	-
20	20	9	HUMALOG KWIKPEN ★	Insulin	3	11	27.0	$5,558	$505.25	$0.92	$0.83	$0.89	10.3%	Cost	12.0%
Total					290	780	11.2	$224,307	$287.57	$36.97	$23.85	$16.54	55.0%		33.9%
Plan Total					507	6,517	27.3	$471,927	$72.41	$77.79	$76.78	$54.89	1.3%		5.9%

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★ Diabetes Treatments Drugs

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

Top 20 Specialty Drugs

Rank													Trend components		
Cu	**Pv**	**Bench**	**Drug name**	**Therapy class**	**Utlzr**	**Rxs**	**Avg days supply**	**Total plan paid**	**Plan paid per Rx**	**Curr PMPM**	**Prev PMPM**	**Bench PMPM**	**% Trend**	**Top driver**	**% Top driver**
1	1	1	HUMIRA PEN	Chronic Inflammatory Disease	1	10	28.0	$61,692	$6,169.23	$10.17	$15.65	$6.74	-35.0%	Utlzn	-39.4%
2	2	10	TREMFYA	Chronic Inflammatory Disease	1	4	30.0	$48,941	$12,235.13	$8.07	$9.36	$0.96	-13.8%	Utlzn	-17.6%
3	3	9	OTEZLA	Chronic Inflammatory Disease	2	12	30.0	$47,271	$3,939.23	$7.79	$8.27	$0.99	-5.8%	Utlzn	-11.7%
4	6	3	DUPIXENT	Chronic Inflammatory Disease	1	10	28.0	$33,447	$3,344.72	$5.51	$4.71	$1.48	17.1%	Utlzn	14.5%
5	8	82	MYCOPHENOLATE MOFETIL	Transplant	1	8	30.0	$2,421	$302.66	$0.40	$0.28	$0.10	44.6%	Utlzn	106.1%
Total					5	44	29.1	$193,772	$4,403.91	$31.94	$53.07	$11.04	-39.8%		-24.8%
Plan Total					5	44	29.1	$193,772	$4,403.91	$31.94	$53.07	$45.41	-39.8%		-24.8%

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2 out of the top 5 drugs have moved up in rank

Clinical Outcomes

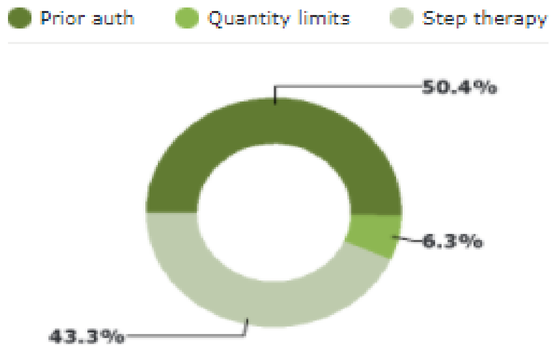
Clinical Outcomes

Outcomes date range: Oct 2020 - Sep 2021

Utilization management savings: $19.67 PMPM

Your program savings: **$159.2K**

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 $159.2K 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

$9.92

NUMBER OF MEMBERS IMPACTED

30

NUMBER OF INTERVENTIONS

38

Quantity limits

PMPM SAVINGS

$1.24

NUMBER OF MEMBERS IMPACTED

7

NUMBER OF INTERVENTIONS

7

Step therapy

PMPM SAVINGS

$8.51

NUMBER OF MEMBERS IMPACTED

92

NUMBER OF INTERVENTIONS

124

QL savings is based only on Maximum Daily Dose edits.

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Vigilant Program - Outcomes

Outcomes date range: Oct 2020 - Sep 2021

Total program savings: $4.39 PMPM

Vigilant Drug Outcomes – Cost Avoidance

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

- Avoided $35.5K in pharmacy spend
- Switched 11 claims to lower cost alternatives
- 15 claims were abandoned

$4.39
TOTAL PMPM SAVINGS

TOTAL PLAN PAID SAVINGS
$35,535

TOTAL PROGRAM SAVINGS
4.0%

TOTAL MEMBERS IMPACTED
26

Savings by Vigilant Drug List

Sort by: Members impacted Plan paid PMPM savings

Vigilant drug list	PMPM savings	Members impacted	Interventions
Clinical Duplicates	$1.23	8	10
High Cost Generics	$0.68	7	7
High Cost Brands with Generics	$2.36	5	5
Non-FDA Approved Drugs	$0.06	4	4
New Drugs to Market	$0.06	2	2

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Clinical Opportunities

Copay Card Accumulator Adjustment (CCAA)

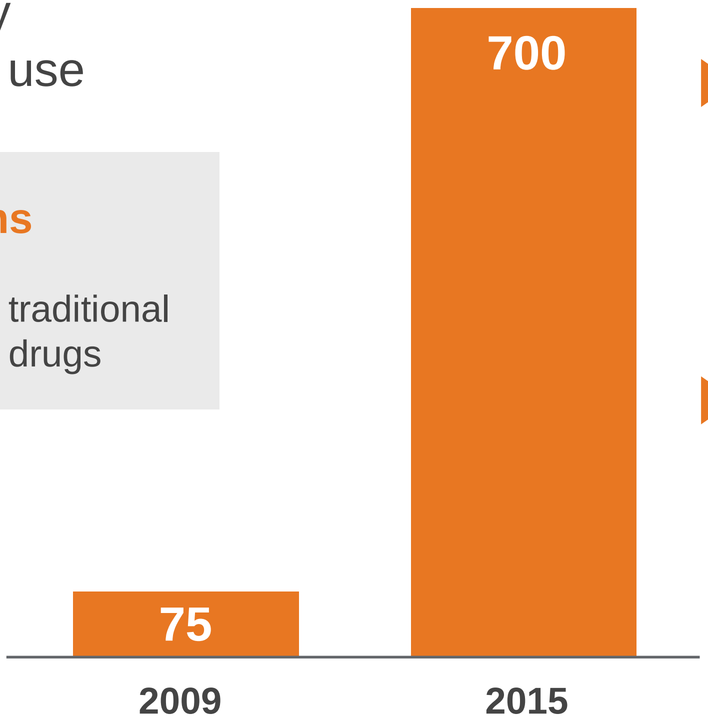
Variable Copay Solution (VCS)

The growth of copay cards

Copay cards are significantly increasing in availability and use

Copay Card Programs

80% specialty drugs | **50%** traditional drugs



DRUGS WITH COPAY CARDS[2]

$7B spent on copay cards in 2015[1]

10% of all prescriptions used a copay card in 2015[1]

$700M ➡ $2.7B Total drug spend increase from 2007 to 2010 when coupons were offered on 23 drugs facing generic competition[3]

1. IMS; 2. Tuffs Center Study. New England Journal of Medicine

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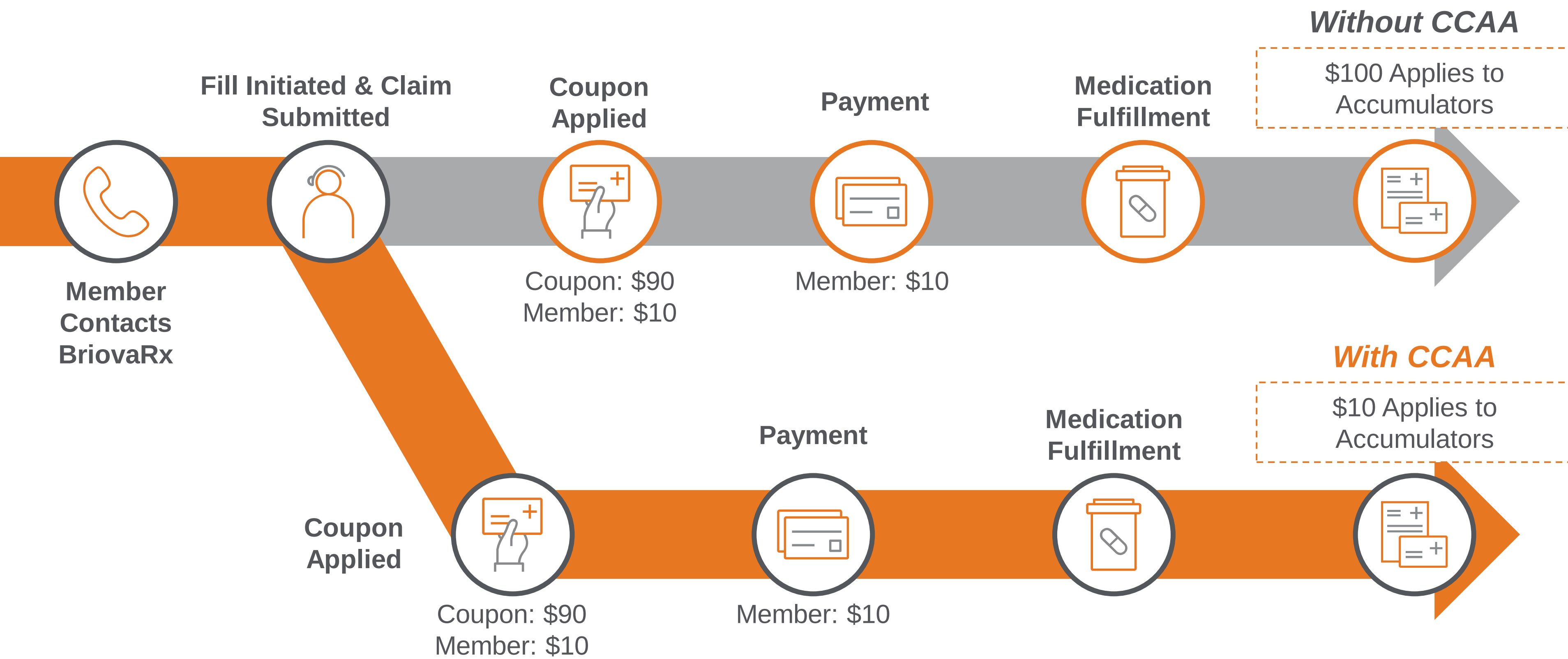
Copay Card Accumulator Adjustment (*CCAA)*

Member Experience

Specialty Medication Fill with a $100 member copay & available pharma sponsored coupon



Minimal member impact during drug fill – member impact may occur when coupon dollars NO longer apply to accumulators

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CCAA - Accumulator adjustment pre-sale summary

- Bakers Union and FELRA Health and Welfare Fund

PROGRAM OVERVIEW

Provides clients with a real-time solution to prevent copay card dollars from being included in members' accumulators (deductibles and out-of-pocket maximums) to help maintain the integrity an intention of the pharmacy benefit

REPORTING SUMMARY

Pre-sale savings analysis

PMPM plan savings estimate	PMPY plan savings estimate	Annualized plan affordability estimate
$0.04	$0.47	$317

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Variable copay solution (VCS)

The more copay card dollars redeemed, the less the plan pays for remaining drug cost

How it works:

$4,000 total medication cost

Copay card available with **$1,000** monthly maximum

With variable copay solution

$1,000 member copay − **$1,000** copay card = **$3,000** plan payment

Without variable copay solution

$100 member copay − **$100** copay card = **$3,900** plan payment

With variable copay, plan saves **$900**

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Variable experience over time (example)

Drug Cost:	$4,000
Patient Drug Copay Before Coupon:	$100
Patient Drug Copay After Coupon:	$0
Coupon Limit (Annual):	$12,000

In an effort to reduce plan costs, our variable copay solution varies member cost-share for certain specialty drugs at point-of-sale. Variable copay leverages maximum available, pharma subsidized coupon funds, decreasing client's cost-share. Variable copay divides the coupon's annual limit, over 12 months, to set drug-specific copays to maximize yield and decrease plan expenditure.

Scenario 1: Patient is NOT exposed to variable copay solution													Cost to Patient	Cost to Pharma	Cost to Insurer
Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	$0	$1,200	$46,800
Plan Pay	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900	$3,900			
Copay Due	$100	$100	$100	$100	$100	$100	$100	$100	$100	$100	$100	$100			
Coupon Pay	$100	$100	$100	$100	$100	$100	$100	$100	$100	$100	$100	$100			
Member Pay	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0			

Scenario 2: Patient IS exposed to variable copay solution													Cost to Patient	Cost to Pharma	Cost to Insurer
Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	$0	$12,000	$36,000
Plan Pay	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000			
Copay Due	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000			
Coupon Pay	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000			
Member Pay	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0			

Client Savings: $10,800

(No Variable Copay Plan Pay $46,800 – $36,000 Variable Copay Plan Pay)

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Disclaimer: This member experience is intended as illustrative and for informational purposes only. As such, it is subject to change without notice. This member experience does not represent a commitment to develop any of the proposed features. Further, their inclusion here does not imply that the feature has been approved for development, been developed, been released or is in any other way available.

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Medications in scope

More than 100 medications currently in scope, with multiple therapies represented

- Asthma
- Cystic fibrosis
- Endocrine
- Growth hormone deficiency
- Hematological agents
- Hemophilia
- Hepatitis B
- Hepatitis C
- Hereditary angioedema
- Immunological agents
- Inflammatory conditions
- Multiple sclerosis
- Oral oncology
- Ophthalmic agents
- Opioid antagonists
- Osteoporosis
- Pulmonary fibrosis
- Pulmonary hypertension
- Substance abuse treatment

*Actual drug list is proprietary and confidential and should not be shared externally

OptumRx's Copay Program Suite Solution

Problem

Traditional benefit designs are not leveraging all available manufacturer sponsored copayment assistance card funds

Solution

Modify the benefit design to leverage maximum yield from manufacturer sponsored copayment assistance cards.

Variable Copay Analysis

Average Coupon Penetration	
Projected specialty prescriptions	58
Projected variable copay fills	38
Projected variable copay potential savings	$33,757.33
Savings per utilized Rx	$879.10
Projected Program Fees	$5,760.00
Net Potential VCS Savings	**$27,997.33**

Analysis Assumptions

- Adoption of the CCAA (free)
- 80% coupon use on eligible claims
- Optum Specialty Pharmacy exclusivity
- No grace fills
- No integrated savings account (HRA) on file
- Member protection
- $150 per VCS claim fee
- The savings represents a shift from the current collected copay to the monthly maximum of the coupon – the more the coupon redeems, the less the plan pays for the remaining cost of the drug.

Benefit

Decrease client cost share on specialty drug spend while maintaining the member experience. Shifting costs **from** the health plan **to** pharma sponsored copayment assistance cards.