

STRATEGIC PLANNING
AND REVIEW CONSULTATION

INDUSTRY AND LOCAL 338 2021 FY Plan Performance

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Topics of Discussion

- Full year 2021 Performance Review
- Program Overview
 - Health Connect 360 Flex



Plan Performance

Plan Performance			
	2021	2020	Change %
AWP	\$915,526	\$963,144	-4.9%
Network & Mail Discount			
Savings (includes dispensing fees)	-\$400,197	-\$374,381	6.9%
Tax	\$0	\$0	0.0%
Gross Cost	\$515,329	\$588,763	-12.5%
Member Cost	-\$114,144	-\$97,806	16.7%
Plan Cost	\$401,185	\$490,957	-18.3%
Rebates*	-\$99,480	-\$90,626	9.8%
Plan Cost Net	\$301,705	\$400,331	-24.6%
Members	295	293	0.7%
Gross Cost Net PMPM	\$117.47	\$141.68	-17.1%
Plan Cost PMPM	\$113.33	\$139.63	-18.8%
Plan Cost Net PMPM	\$85.23	\$113.86	-25.1%

* Rebates are estimated based on paid and expected to be paid amounts. Actual rebate payments may differ from estimates.

Plan Cost Net PMPM decreased \$28.63 to \$85.23, a trend of -25.1%. Primarily driven by the Unit Cost Trend Component

SaveOnSP provided \$42,620 in value. Total Member Cost less SaveOnSP was \$71,524.

Rebates reduced Plan Cost PMPM from \$113.33 to \$85.23, a PMPM reduction of \$28.10



Top Line Performance Metrics

INDUSTRY AND LOCAL 338			
Description	2021	2020	Change
Avg Subscribers per Month	120	119	0.8%
Avg Members per Month	295	293	0.7%
Number of Unique Patients	216	209	3.3%
Pct Members Utilizing Benefit	73.2%	71.3%	1.9
Total Plan Cost Net	\$301,705	\$400,331	-24.6%
Total Days	104,709	108,483	-3.5%
Total Adjusted Rx	3,983	4,045	-1.5%
Average Member Age	37.5	37.5	0.0%
Plan Cost Net PMPM	\$85.23	\$113.86	-25.1%
Plan Cost Net/Day	\$2.88	\$3.69	-21.9%
Plan Cost Net per Adjusted Rx	\$75.75	\$98.97	-23.5%
Nbr Adjusted Rx PMPM	1.13	1.15	-2.2%
Generic Fill Rate	84.5%	84.5%	-0.1
90 Day Utilization	47.7%	52.0%	-4.3
Retail - Maintenance 90 Utilization	26.9%	32.1%	-5.1
Home Delivery Utilization	20.8%	19.9%	0.9
Member Cost Net %	27.4%	19.6%	7.8
Specialty Percent of Plan Cost Net	46.7%	49.2%	-2.5
Specialty Plan Cost Net PMPM	\$39.78	\$56.03	-29.0%
Formulary Compliance Rate	98.1%	97.8%	0.2

Peer 1		Peer 2	
2021	Change	2021	Change
35.0		34.2	
\$73.62	-7.2%	\$87.03	7.4%
\$3.03	-8.7%	\$3.07	5.0%
\$77.68	-12.0%	\$77.01	2.9%
0.95	5.4%	1.13	4.3%
86.5%	-1.6	86.2%	-0.6
49.9%	-2.4	71.0%	-0.3
14.1%	0.1	21.8%	0.7
35.7%	-2.4	49.2%	-1.0
15.4%	1.0	10.9%	0.4
57.9%	-0.4	56.4%	0.6
\$42.64	-7.9%	\$49.04	8.6%
98.5%	0.2	98.6%	0.2

Peer 1 = 'Coalition - NY Labor Healthcare Alliance' market segment

Peer 2 = 'Labor - NPF Formulary' market segment

Specialty Plan Cost Net PMPM decreased \$16.25 to \$39.78, a trend of -29.0%. Primarily driven by the Specialty Unit Cost Trend Component.

COVID-19 Vaccine Impact: Plan Cost Net PMPM decreased from \$85.23 to \$83.89 when excluding the COVID-19 vaccine

COVID-19 Vaccine Impact: Generic Fill Rate (GFR) increased from 84.5% to 87.2% (2.8) when excluding the COVID-19 vaccine

Top 10 Indications

Top Indications by Plan Cost Net																
2021										2020						% Change
Rank	Peer Rank	Indication	Adjusted		Plan Cost Net	Peer			Rank	Adjusted		Plan Cost Net	Peer			Plan Cost Net
						Generic Fill Rate	Generic Fill Rate	Plan Cost Net PMPM					Generic Fill Rate	Generic Fill Rate	Plan Cost Net PMPM	
			Rxs	Patients						Rxs	Patients					
1	1	INFLAMMATORY CONDITIONS	55	5	\$96,317	47.3%	52.1%	\$27.21	1	74	7	\$167,522	40.5%	47.65		-42.9%
2	17	DEPRESSION	207	30	\$34,173	90.8%	98.0%	\$9.65	2	226	32	\$48,419	88.9%	\$13.77		-29.9%
3	3	DIABETES	234	19	\$29,572	46.6%	46.0%	\$8.35	3	288	18	\$46,956	34.0%	\$13.36		-37.5%
4	7	HIV	12	1	\$22,484	0.0%	28.7%	\$6.35	16	2	1	\$5,365	0.0%	\$1.53		316.2%
5	5	ASTHMA	174	28	\$15,336	78.7%	69.2%	\$4.33	8	171	39	\$8,379	46.8%	\$2.38		81.8%
6	11	MENTAL/NEURO DISORDERS	74	7	\$12,239	83.8%	87.4%	\$3.46	5	58	6	\$11,471	81.0%	\$3.26		6.0%
7	31	SEIZURES	58	8	\$11,167	67.2%	96.4%	\$3.15	10	65	12	\$7,137	78.5%	\$2.03		55.4%
8	15	CHEMICAL DEPENDENCE	36	4	\$11,073	100.0%	92.8%	\$3.13	4	43	3	\$12,522	83.7%	\$3.56		-12.2%
9	21	HIGH BLOOD PRESS/HEART DISEASE	965	71	\$8,556	96.7%	99.1%	\$2.42	13	899	70	\$6,719	96.8%	\$1.91		26.5%
10	25	MIGRAINE HEADACHES	25	2	\$8,432	56.0%	76.0%	\$2.38	7	56	6	\$8,578	73.2%	\$2.44		-2.4%
Total Top 10:			1,840		\$249,347	83.9%		\$70.44		1,882		\$323,069	77.3%	\$91.89		-23.3%
Differences Between Periods:			-42		-\$73,721	6.7%		-\$21.45								

The largest financially impactful change was in Inflammatory Conditions, driving \$71.2K in reduced net cost from a 42.9% decrease in Net PMPM

HIV trend increased 316.2%, contributing an additional \$4.83 to Net PMPM

Represent 82.6% of you total Plan Cost Net

Peer = 'Coalition - NY Labor Healthcare Alliance' market segment

Top 25 Drugs

Top Drugs by Plan Cost Net															
2021								2020						% Change	
Rank	Peer Rank	Brand Name	Indication	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net PMPM	Peer Plan Cost Net		Rank	Adj. Rxs	Pts.	Plan Cost Net	Plan Cost Net PMPM	Peer Plan Cost Net PMPM
1	17	SIMPONI*	INFLAMMATORY CONDITIONS	12	1	\$40,654	\$11.48	\$0.81		1	21	3	\$87,332	\$24.84	-53.8%
2	116	SPRAVATO*	DEPRESSION	13	1	\$24,505	\$6.92	\$0.12		3	15	1	\$28,455	\$8.09	-14.5%
3	21	BIKTARVY*	HIV	12	1	\$22,484	\$6.35	\$0.77		16	2	1	\$5,365	\$1.53	316.2%
4	37	ORENCIA CLICKJECT*	INFLAMMATORY CONDITIONS	5	2	\$18,728	\$5.29	\$0.53		4	5	2	\$20,557	\$5.85	-9.5%
5	82	XELJANZ XR*	INFLAMMATORY CONDITIONS	6	1	\$17,618	\$4.98	\$0.21		5	6	1	\$19,368	\$5.51	-9.7%
6	124	XELJANZ*	INFLAMMATORY CONDITIONS	6	1	\$17,618	\$4.98	\$0.11		2	12	1	\$38,737	\$11.02	-54.8%
7	7	TRULICITY	DIABETES	27	2	\$13,065	\$3.69	\$1.15		7	26	3	\$13,820	\$3.93	-6.1%
8	31	ADVAIR DISKUS	ASTHMA	29	3	\$11,278	\$3.19	\$0.64		11	22	3	\$6,989	\$1.99	60.3%
9	73	REXULTI	MENTAL/NEURO DISORDERS	12	1	\$11,001	\$3.11	\$0.24		8	11	1	\$9,795	\$2.79	11.6%
10	11	BUPRENORPHINE-NALOXONE	CHEMICAL DEPENDENCE	34	3	\$10,996	\$3.11	\$0.92		9	35	3	\$7,587	\$2.16	43.9%
11	254	APLENZIN	DEPRESSION	6	1	\$8,457	\$2.39	\$0.04		6	10	1	\$17,955	\$5.11	-53.2%
12	122	RYBELSUS	DIABETES	16	3	\$7,308	\$2.06	\$0.11		17	9	2	\$5,025	\$1.43	44.4%
13	99	NURTEC ODT	MIGRAINE HEADACHES	8	1	\$6,406	\$1.81	\$0.17		27	5	1	\$2,617	\$0.74	143.1%
14	14	OZEMPIC	DIABETES	13	1	\$6,207	\$1.75	\$0.83		12	17	2	\$6,846	\$1.95	-9.9%
15	101	VIMPAT	SEIZURES	10	1	\$6,074	\$1.72	\$0.17		19	7	1	\$4,338	\$1.23	39.1%
16	93	ENTRESTO	HEART DISEASE	32	4	\$5,528	\$1.56	\$0.18		15	21	3	\$5,928	\$1.69	-7.4%
17	364	QUDEXY XR	SEIZURES	9	1	\$4,910	\$1.39	\$0.02		26	7	1	\$2,645	\$0.75	84.4%
18	120	VYVANSE	ATTENTION DISORDERS	17	2	\$3,497	\$0.99	\$0.11		20	21	2	\$4,287	\$1.22	-19.0%
19	60	ALBUTEROL SULFATE HFA	ASTHMA	79	21	\$3,073	\$0.87	\$0.31		39	40	16	\$1,598	\$0.45	91.0%
20	45	JANUVIA	DIABETES	14	1	\$2,537	\$0.72	\$0.37		10	25	4	\$7,052	\$2.01	-64.3%
21	85	LINZESS	GI DISORDERS	20	3	\$2,516	\$0.71	\$0.20		45	3	1	\$1,097	\$0.31	127.7%
22	392	CARVEDILOL ER	HIGH BLOOD PRESS/HEART DISEASE	12	1	\$2,461	\$0.70	\$0.02		22	15	1	\$3,189	\$0.91	-23.4%
23	140	BYSTOLIC	HIGH BLOOD PRESS/HEART DISEASE	32	3	\$2,354	\$0.66	\$0.10		351	29	3	-\$1,324	-\$0.38	N/A
24	398	TRAZODONE HCL	SLEEP DISORDERS	30	4	\$2,350	\$0.66	\$0.02		66	16	3	\$725	\$0.21	222.0%
25	25	PFIZER COVID-19 VACCINE (EUA)	VACCINATIONS	61	36	\$2,345	\$0.66	\$0.71							139027.6%
Total Top 25:				515		\$253,969	\$71.74	\$8.88		380			\$299,982	\$85.32	-15.9%
Differences Between Periods:				135		-\$46,013	-\$13.58	\$1.40							18.7%

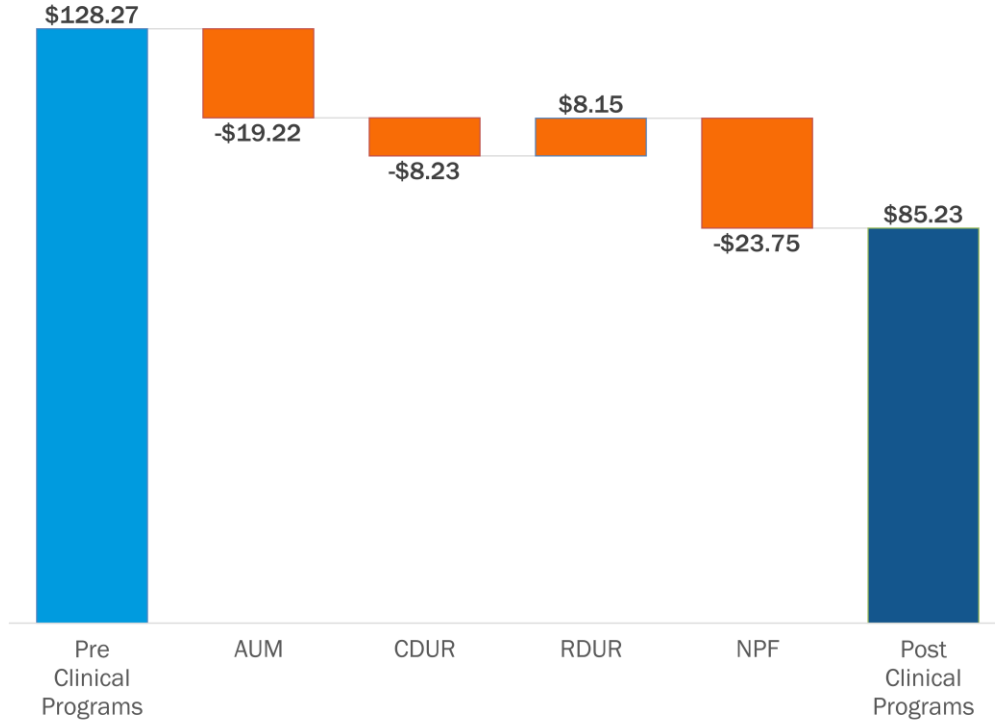
*Specialty Drugs

Represent 84.2% of your total Plan Cost Net and
comprise 15 indications

6 of your top 25 are specialty drugs, making up
55.8% of your Top 25 spend

Peer = 'Coalition - NY Labor Healthcare Alliance' market segment

Clinical Savings and Impact



Plan Cost Net Savings			
Program	Current 2021	Previous 2020	Change
Pre Clinical Programs	\$454 K	\$543 K	-16.3%
Plan Cost Net PMPM	\$128.27	\$154.38	-16.9%
AUM	\$68 K	\$76 K	-10.6%
CDUR	\$29 K	\$37 K	-20.5%
RDUR	-\$29 K	\$0	N/A
RationalMED	\$0	\$0	0.0%
Interchange	\$0	\$0	0.0%
NPF	\$84 K	\$30 K	182.7%
Savings	\$152 K	\$142 K	7.0%
Post Clinical Programs	\$302 K	\$400 K	-24.6%
Plan Cost Net PMPM	\$85.23	\$113.86	-25.1%

Clinical Programs reduced Plan Cost Net PMPM by 33.6% (-\$43.04)

AUM - Advanced Utilization Management

CDUR - Concurrent Drug Utilization Review (health and safety edits)

RDUR - Retrospective Drug Utilization Review

RationalMED - Clinical Outreach Program that includes messaging to physicians, pharmacists, and members (optional) regarding health and safety issues.

Interchange - Consists of two primary programs

1. The first targets Multi-Source Brand drugs with DAW 1 or 2 alerting patients or prescribers of a Generic equivalent.
2. The second program targets non-preferred Single-Source Brand drugs alerting prescribers of a therapeutically equivalent lower cost Generic alternative or Preferred Brand.

NPF - National Preferred Formulary

Program fees are not included in these savings numbers



Confidential Information

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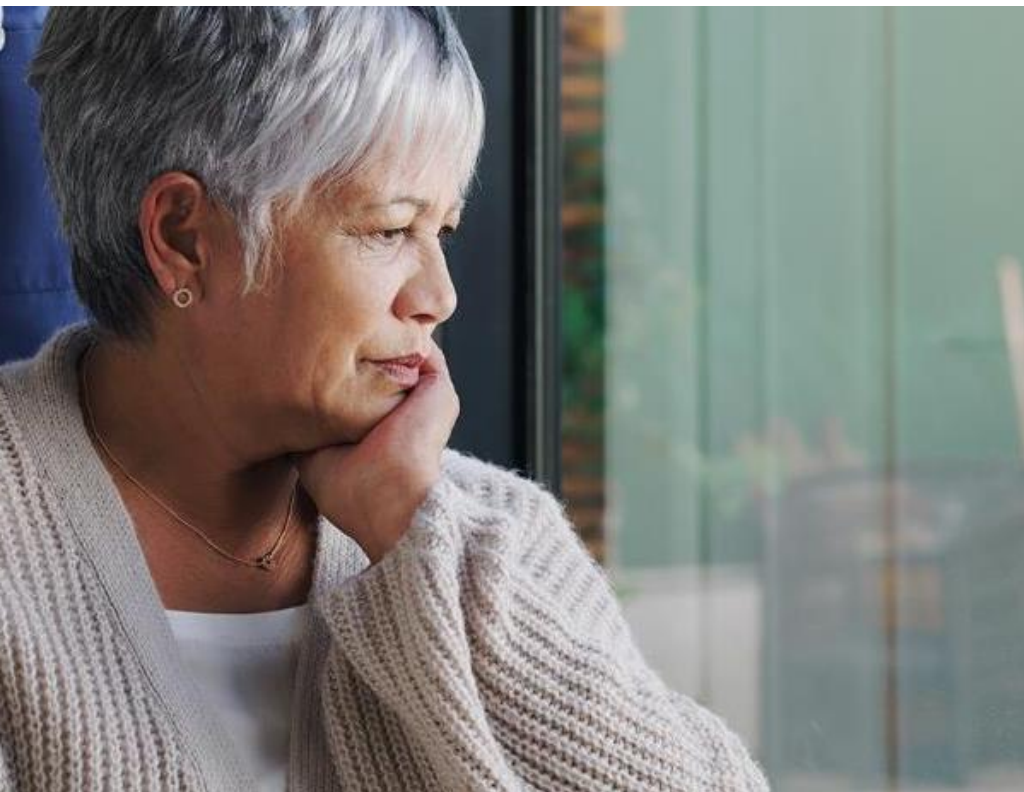
Health Connect 360 Flex Teamsters Local 338 Health & Welfare Fund



- Discuss Value of Integrated Data and Coordination of Care
- Review HC360 Flex Offering
- Implementation, Program Fee/ROI

AN ECOSYSTEM OF MISSED CONNECTIONS

Improved coordination ensures improved member care

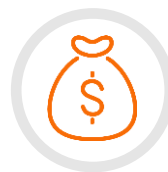


Your members experience care fragmentation when systems or individual providers are unable to coordinate care or share pertinent patient data among each other.

A recent study¹ showed greater fragmented care led to:

^ **9.1% HIGHER**
preventable hospitalizations

+ **32.8% MORE**
potential gaps in care



\$4,542 HIGHER

health care spending compared to patients who encountered the least fragmented care

1. American Journal of Managed Care, <https://www.ajmc.com/view/care-fragmentation-quality-costs-among-chronically-ill-patients?p=2>

HC360 Flex – Program Components

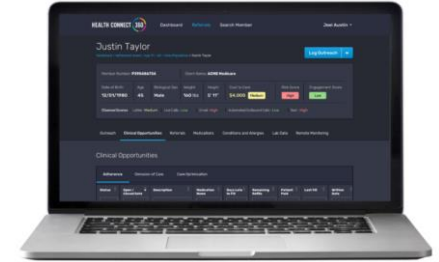
Care Coordination Key to Optimal Health Outcomes



- **Care Coordination Team** The team assigned works internally and externally in coordination with the client's medical carrier/clinical care team
- **1. Population Health Manager (PHM)** Designated clinical pharmacist. Manages the population to achieve clinical results. Sends and receives member referral both internally with Provider Engagement Pharmacist and externally with client medical carrier.
- **2. Provider Engagement Pharmacist (PEP)** Receives referrals from the (PHM) and works directly with the provider to manage specific patients needing additional support.
- **3. TRC Pharmacist** receives referrals from the (PHM) and performs telephonic outreach to the patient to provide clinical support directly with the patient
- **Care Insights Hub Clinical Research Platform** leveraged by the PHM, Care Insights Hub will contain medical, pharmacy, and lab. The Fund and consultants can also access the platform for reporting and performance monitoring.
- **Clinical Capabilities** Adherence support, opioid management, retro-active health and safety alerts, behavioral health support, bottle cap laser messaging.
 - All inclusive in this solution:
 - **Advanced Opioid Management**
 - **Rational Med Patient Health and Safety Interventions**
Data Integration - Physician Drug-Disease, Polypharmacy, Medication Safety Considerations
 - **InMynd Behavioral Health Solution**
 - **Screen Rx member adherence support**

Care Insights Hub Platform

Care Coordination Platform for improved member care, outcomes and satisfaction. The data within the Care Insights Hub is also leveraged by the Care Coordination pharmacists to work in partnership with the client's case management team



Holistic visibility into performance and interventions via the **Care Insights Hub**, real-time, with ability to track all clinical outcomes and opportunities.

Care and case manager partners are empowered with our data to integrate the opportunities into their workflow, served up daily.

Your assigned Population Health Manager Pharmacist is right there with you and your team, providing daily monitoring and analysis towards your goals.

Within the Care Insights Hub, patient specific insights, preferences, interventions and clinical notes are readily available for your medical/case management partners (all entities that have been granted (or cleared for) PHI access).

This information leads to more effective and efficient member outreach and delivers member satisfaction.

POPULATION INSIGHTS

Access to all clinical measures and opportunities at the population-level

360 DEGREE MEMBER VIEW

360 degree view of the patient's information, including all actions taken by all parties (providers, internal and external clinicians, etc.) in the patient's health care ecosystem.

Ability to search a patient by name, DOB, member ID etc.

Ability to view all opportunities & interventions taken by all parties in health care ecosystem.

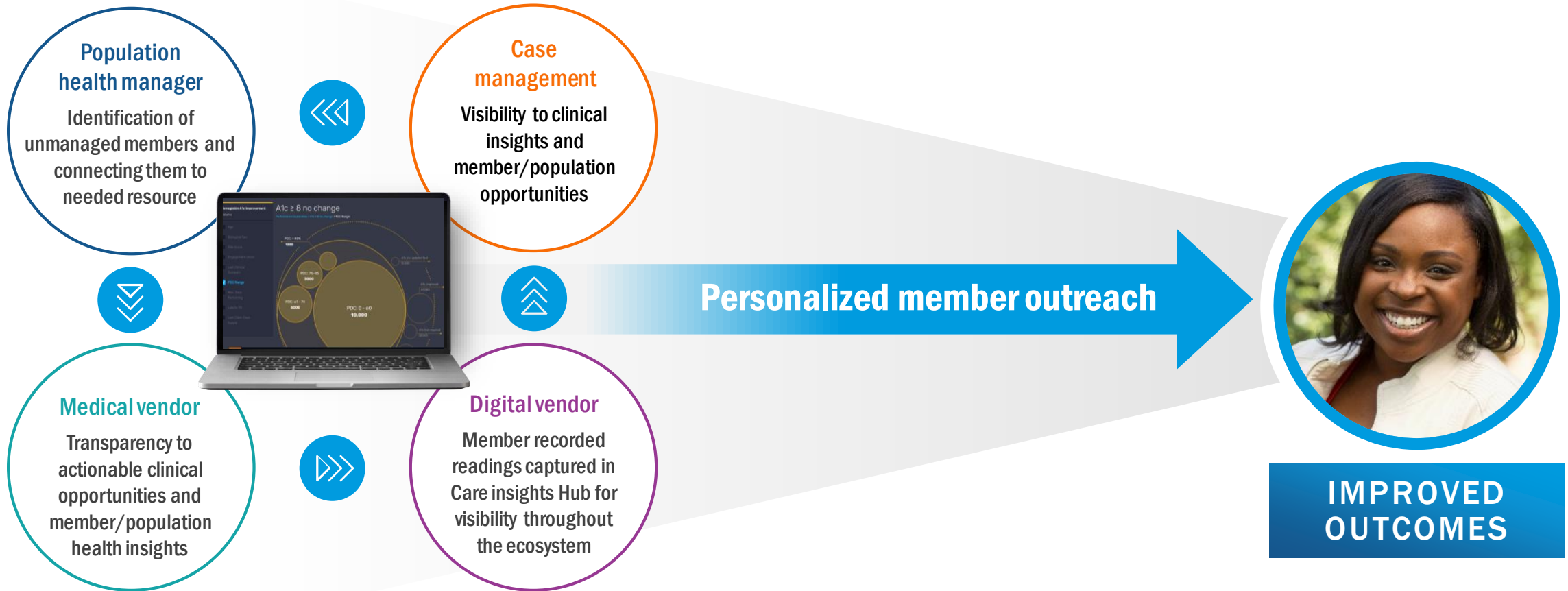
Ability to see data visualizations for patient clinical performance, timeline of events, risk & engagement score trends.

- Ability to create, execute, refer and close interventions
- Ability to see total cost of care and savings opportunities for members.

Connecting care, so members don't have to

Opportunities identified in Care Insights Hub

Utilize solutions + member preferences
to engage across each channel

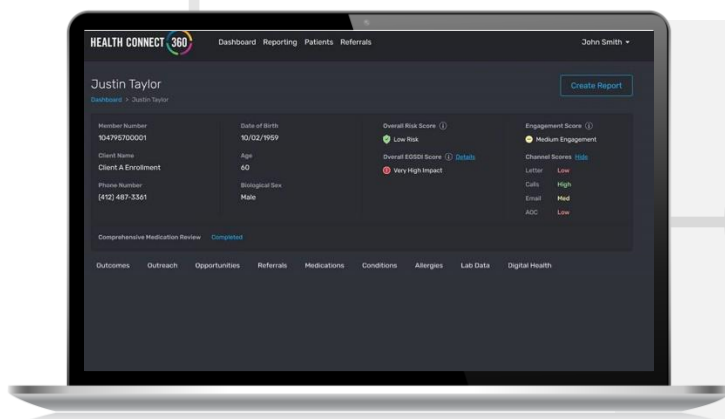


Addressing care fragmentation



Howard is a 61-year-old male with a history of diabetes and high blood sugar.

Prescriber reported that his A1c goal is 11, well above a healthy goal of 7 or less. Currently taking a sub-therapeutic dose of metformin, no statin for heart protection and has out of range blood sugar readings.



Pharmacist



Integrated pharmacy, medical, lab and biometric data in the Care Insights Hub

- A1c level is too high
- Metformin dose is insufficient to be fully effective at reducing A1c
- Neither statin nor insulin prescribed
- Elevated biometric readings for last three days

Physician

Pharmacist recommends adding a statin medication and increasing the metformin dose

Physician prescribes the recommended changes

Care Coordination Team

Pharmacist shares the clinical opportunities with the care coordination team to educate the patient about adherence, medication use and A1C goal

Case Management team

Pharmacist engages patient's diabetes case management team for continual A1C, biometric and medication adherence monitoring

Key to optimal health outcomes



A **Population Health Manager** identified a 37-year-old male with a history of asthma. They referred case to **TRC pharmacist**.



Challenge: Untreated, the constant inflammation destroys the surface layer of the airways. Without the layer acting as a “filter,” pollutants and allergens have direct access into the lungs. During an attack, these muscles also tighten and further restrict the amount of air getting into the lungs. Eventually, the constant inflammation and muscle constriction can have irreversible effects.

Clinical Care Support Coordination

- Patient was late to fill inhaled corticosteroid, Symbicort.
- During the conversation the patient stated he was using less due to cost concerns as his son was recently diagnosed with autism.

Results

- Patient refilled Symbicort.
- The **Population Health Manager** referred the patient to the medical vendor offers assistance to families for individuals with a diagnosis on the autism spectrum



HEALTH CONNECT 360 FLEXSM



Upon Health Connect 360 Flex enrollment

NEW clinical care team

- Provider Engagement Pharmacist (PEP)
- Therapeutic Resource Center Pharmacist (TRC)
- Population Health Manager (PHM)

Additional clinical capabilities included:

- Member specific adherence care plans including letters, calls, emails, text messaging and adherence devices
- Laser cap etching
- Digital cognitive behavior therapy
- InMynd Behavioral Health communications and Support
- Rational Med - Integrated pharmacy & medical retrospective health and safety alerts
- Advanced Opioid Management

OUTCOMES-BASED APPROACH

\$1.65 PMPM HC360 Flex guarantee is not ordinarily available to populations with <1K lives. **Special approval obtained to offer NYLHCA a 1:1 guarantee with a 20% cap of ESI reimbursement for missed guarantee**

- Total Healthcare Savings is calculated based on combined pharmacy savings (therapy changes) and medical savings (medical costs avoided).

PERSONALIZATION

- Predictive Analytics to create individualized risk and engagement scores for each member
- Population Health Manager deploys clinical capabilities based on member specific care plan

CARE COORDINATION – CARE INSIGHTS HUB

- Care Insights Hub platform with holistic view of medical and pharmacy data at the member level
- Population level insights for diabetes, hypertension and cholesterol adherence
- Population Health Manager and Provider Engagement pharmacist coordinating with case management and providers

RationalMed - Preventing adverse events and hospitalizations

Rational Med - Data Integration: Evaluating Comprehensive Health Data

RationalMed integrates medical claims, prescription drug claims, and laboratory test. This profile contains patient-level comprehensive data used to analyze and detect therapy-related safety and health risks

- Safer use of medications and evidence-based prescribing
- More appropriate, evidence-based patient care
- Fewer avoidable hospitalizations
- Prescription drug savings
- Medical savings
- Enhanced coordination of care and member advocacy

Physician interventions are a standard component of the RationalMed Program.

Pharmacists at the retail setting may receive adverse drug-disease safety alerts electronically via point of dispensing systems that identify a potential issue by leveraging both pharmacy and medical claims data.

No direct member interventions— Member's Provider decides on appropriate action after reviewing Coordination on Care and Safety Alerts

Adverse Drug Risk Category

- Adverse Drug Disease Consideration -Drug prescribed conflicts with a medical condition on the patient's profile

Coordination of Care Opportunity Category

- Misuse/Abuse
- Polypharmacy - Patients with multiple medications from multiple doctors, and multiple pharmacies, who may benefit from a comprehensive medication review

Omission of Essential Care Category

Assessment and Value

- 2020 nearly one out of two alerts (47%) resulted in a change in treatment that addressed the error in care identified.
- In 2020, Express Scripts delivered a 50% success rate in effecting changes in therapy for adverse drug risk safety issues
- In 2020, RationalMed provided our clients with \$393 million in pharmacy savings and \$1.5 billion in medical savings.

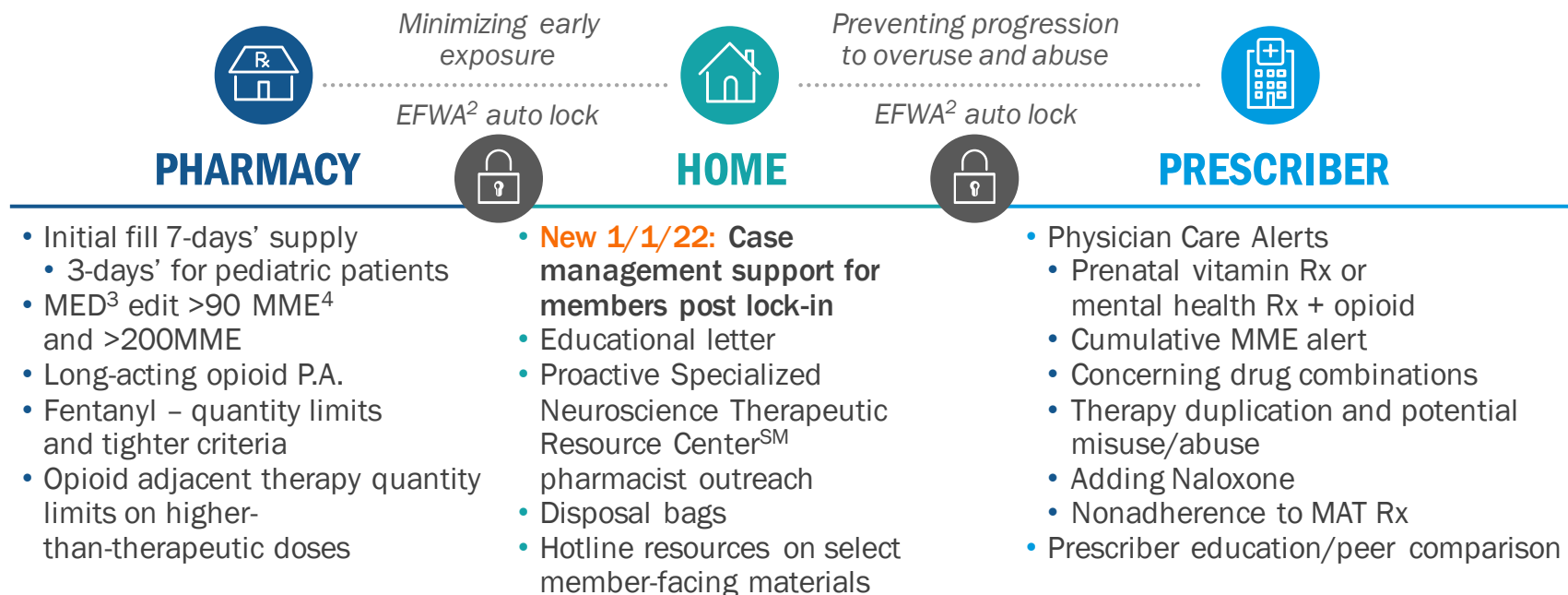
Surrounding your members with care

Physician Care Alerts	Member support	Pharmacy point-of-sale alerts
• Continuous development of new physician care alerts to address major side effects from medications within mental health therapy classes • Proactive recommendations for monitoring adherence and information on adjunctive non-pharmacological therapy for patients new to therapy • New medications that could lead to comorbidities or increased propensity for mental illness • Potential chronic insomnia therapy	• Proactive member education covering additional therapy classes • Mental Health First Aid inspired letter • Proactive Neuroscience Therapeutic Resource CenterSM pharmacist outreach • Digital Cognitive Behavioral Therapy <i>Outreach is powered by patient activity and predictive models.</i>	• First fill 14-day limit for naïve benzodiazepines users • Prior Authorization required for sedative hypnotic use longer than 6 months
Payer support	• Provided toolkit will help stimulate conversations about mental health and drive down the stigma	• Robust population reporting, as well as a visual dashboard, available on a monthly basis

A proven and comprehensive approach

Since the start of the COVID-19 pandemic, every state has reported increases in opioid and other drug-related mortality.¹

Now, more than ever, plans and members need a solution that not only helps to ensure safe prescribing and appropriate use of drugs, but also helps those who need added coaching and support.



Program results

41%

reduction in the average MME for first-time opioid users with prescriptions above our threshold, with **95% of first-time** users dispensed an Rx at or below 90mg MME⁵

54%

reduction in the average day supply per short-acting opioid claim for first-time users with prescriptions above our threshold⁶

91%

success rate for patients that were dispensed a 7-day supply or less of medications⁶

1. American Medical Association, September 2021 2. Enhanced Fraud, Waste & Abuse 3. Morphine equivalent dose 4. New users only, existing users limited to >200MME 5. Advanced Opioid Management, 90 MME rule – BoB data 9/2019-12/2020 6. Advanced Opioid Management, Short Acting Fill Limit rules – BoB data 8/2019-12/2020



**CHAMPIONS
FOR
BETTERSM**