



# Unite Here Local 634

Performance Highlights & Strategic Review  
April 20, 2021

# Plan Performance Review Topics

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- COVID-19 Update
- Plan Highlights
- Plan Metrics
- Clinical Updates
- Clinical Analysis

# COVID-19: Our Response

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- Educating members and clients using up-to-date clinical knowledge and monitoring
- Following potential drug regimens for COVID-19 and their associated safety concerns
- Proactively monitoring utilization changes and impact on plan sponsors
- Closely tracking clinical studies of potential new drug regimens and vaccines
- Applying latest CDC guidelines and changes to protect members
- Initiating changes within the claims processing system to ensure appropriate access to medication for members while protecting plans from the potential for runaway Rx claims

# COVID-19 Vaccine

- **Emergency Use Authorization (EUA)** has been granted by the US Food and Drug Administration's advisory committee for three vaccines:
  - **Pfizer/BioNTech** – 12/10/2020
    - Demonstrated 95% efficacy
  - **Moderna** – 12/18/2020
    - Demonstrated 94.5% efficacy
  - **Johnson and Johnson** – 02/26/2021
    - Demonstrated 66% efficacy
    - Effective 4/13/21: CDC and FDA are recommending a pause in the use of the J&J vaccine out of an abundance of caution
- **Distribution Plans:**
  - Specific by state
  - Frontline healthcare workers, critical personnel, high-risk individuals
  - Broader population could have access by Spring 2021 Storage requirements
- **Coverage and Cost:**
  - Vaccine is considered Preventive Care under ACA
    - Must be covered under Medical or Rx
    - \$0 out-of-pocket cost to members
  - U.S. Government to cover the cost of the vaccine
  - Administrative fee of \$40 per dose set by U.S. Government
- **COVID- 19 Vaccine Claims**
  - Unite Here currently has all vaccines excluded from their prescription program

# Plan Highlights

## Plan Overview

- **Trend** is currently at 36.84%.
  - Specialty trend was 63.71%.
  - Non-Specialty trend was 24.58%
- **Plan cost** increased by **\$359,788 or 27%**.
  - Specialty increased by **\$223,688 or 53%**. The below 5 new members began treatment in 2020 totaling \$223,732 **80% \$187,448** of increase.
    - 4 Rheumatoid Arthritis claims .
      - 3 Humira – **\$74,855**
      - 1 Rinvoq – **\$52,798**
    - 1 Leukemia claim for **\$59,795**
    - 1 Post Cancer Treatment
      - 1 Neulasta - **\$36,284**
  - Non-Specialty increased by **\$136,100 or 15%**.
    - Combined increased plan spend for diabetic, high blood pressure and eczema medications total **\$121,053 or 89%**.
- **Plan contract July 1, 2019 – June 30, 2020 Performance Pricing Guarantee and Rebate Analysis**
  - Pricing Guarantee total overperformance of **\$195,403**
  - Rebate Analysis performance of **\$266,931**



# Plan Highlights

## Plan Updates

### 1 Year Diabetic Plan Coverage – Special Plan Set -Up

Unite Here identified **576 members** in Plan 1 to receive coverage for diabetic medications.

- BeneCard PBF created **an internal project team** to address and solve for Unite Here's short term agreement and the following project roadblocks:
  - Due to the uniqueness of the groups class eligibility, **an electronic file feed was unable** to be created to pass eligibility with the rest of the population.
  - A separate subgroup for this eligibility **was unable to be set-up due to the split eligibility** of employee and dependent qualifying for the benefit. We are unable to enroll an employee in one plan and dependent in the other. The **dependent must follow the contract holder** in plan selection.
    - This will prohibit auto generated invoices and claim detail reports
  - To accommodate the client need, **BeneCard PBF manually entered one-year overrides on each of the 576 members.**
    - The override will automatically expire **at midnight October 31, 2021.**
- **Associated Administrators and BeneCard PBF** will collaborate to manually provide the following:
  - Total paid claims incurred by this arrangement
  - Invoice to provide to school district per your arrangement.



# Plan Metrics

| Performance Indicator             | Previous Period | Current Period | Difference |                |
|-----------------------------------|-----------------|----------------|------------|----------------|
|                                   |                 |                | No. Change | Percent Change |
| Number of Lives                   | 2,524           | 2,300          | -224       | -9%            |
| Number of Claims                  | 12,479          | 12,149         | -330       | -3%            |
| Per Member Per Month (PMPM)       | \$45            | \$62           | \$17       | 39%            |
| <i>PMPM Specialty</i>             | \$14            | \$23           | \$9        | 68%            |
| <i>PMPM Non-Specialty</i>         | \$31            | \$39           | \$8        | 26%            |
| Total Member Paid                 | \$56,715        | \$59,126       | \$2,412    | 4%             |
| Total Plan Paid                   | \$1,354,489     | \$1,714,277    | \$359,788  | 27%            |
| <i>Specialty Plan Paid</i>        | \$420,083       | \$643,772      | \$223,688  | 53%            |
| <i>Non-Specialty Plan Paid</i>    | \$934,406       | \$1,070,506    | \$136,100  | 15%            |
| Percentage of Specialty Plan Paid | 31.01%          | 37.55%         | 6.54%      | 21%            |
| Generic Dispensing Rate (GDR)     | 89.51%          | 87.74%         | -1.77%     | -2%            |

Data is a comparison between January 1 to December 31, 2019 vs. January 1 to December 31, 2020

# Trend Report (Plan Paid) –

|                                                        | Combined Trend  |                |               | Specialty Trend |                |               | Non-Specialty Trend |                |               |
|--------------------------------------------------------|-----------------|----------------|---------------|-----------------|----------------|---------------|---------------------|----------------|---------------|
|                                                        | Previous Period | Current Period | % Change      | Previous Period | Current Period | % Change      | Previous Period     | Current Period | % Change      |
| Lives                                                  | 2,524           | 2,300          | -8.87%        | 2,524           | 2,300          | -8.87%        | 2,524               | 2,300          | -8.87%        |
| Claims                                                 | 12,479          | 12,149         | -2.64%        | 160             | 227            | 41.88%        | 12,319              | 11,922         | -3.22%        |
| Utilization Per Member                                 | 4.94            | 5.28           | 6.84%         | 0.06            | 0.10           | 55.69%        | 4.88                | 5.18           | 6.20%         |
| Avg Cost Per Claim                                     | \$109           | \$141          | 30.00%        | \$2,626         | \$2,836        | 8.02%         | \$76                | \$90           | 18.38%        |
| Plan Paid                                              | \$1,354,489     | \$1,714,277    | 26.56%        | \$420,083       | \$643,772      | 53.25%        | \$934,406           | \$1,070,506    | 14.57%        |
| <b>TREND<br/>(Utilization PM %<br/>+ Cost/Claim %)</b> | --              |                | <b>36.84%</b> | --              |                | <b>63.71%</b> | --                  |                | <b>24.58%</b> |



# 2019 Pricing Guarantees

**Discounts:** Total overperformance of \$195,403.16

| Mail/Retail | Specialty / Non-Specialty | Brand / Generic | Discount Variance | Dispense Fee Variance | Total Channel Variance |
|-------------|---------------------------|-----------------|-------------------|-----------------------|------------------------|
| Mail        | Non - Specialty           | Brand           | (\$33,106.12)     | \$0.00                | (\$33,106.12)          |
|             |                           | Generic         | \$117,377.15      | (\$0.00)              | \$117,377.15           |
|             | Specialty                 | Brand           | \$4,716.08        | \$0.00                | \$4,716.08             |
|             |                           | Generic         | \$62,695.95       | \$0.00                | \$62,695.95            |
| Retail      | Non - Specialty           | Brand           | \$9,228.73        | \$151.45              | \$9,380.18             |
|             |                           | Generic         | (\$7,804.67)      | \$1,233.80            | (\$6,570.87)           |
|             | Specialty                 | Brand           | NA                | NA                    | NA                     |
|             |                           | Generic         | NA                | NA                    | NA                     |
| TOTAL       |                           |                 |                   |                       | \$154,492.37           |

| Under Performance | Over Performance | Total Performance |
|-------------------|------------------|-------------------|
| (\$40,910.79)     | \$195,403.16     | \$154,492.37      |

Pricing guarantee reflects contract period July 1, 2019 – June 30, 2020



# 2019 Rebate Analysis

The plan achieved an overperformance of \$15,616

| Rebate Channel          | Rebate Paid      | Claim Count | Total (Count*Rebate) | Rebate Variance |
|-------------------------|------------------|-------------|----------------------|-----------------|
| Retail 1-83 days supply | \$31,961         | 299         | \$39,950             | \$2,273         |
| Mail                    | \$183,725        | 553         | \$201,564            | \$17,710        |
| Specialty               | \$51,245         | 47          | \$52,341             | \$(4,368)       |
| <b>TOTAL</b>            | <b>\$266,931</b> | <b>899</b>  | <b>\$293,856</b>     | <b>\$15,616</b> |

\* Rebate performance increased by 55% totaling \$57,667 the second half of contract year. This is a direct result of BeneCard PBF's improved rebate negotiations to contribute to lowest net cost strategy.



# Utilization Overview

|         | Rx Count | Plan Paid   | Cost Per Claim |
|---------|----------|-------------|----------------|
| Brand   | 1,489    | \$1,492,008 | \$1,002        |
| Generic | 10,660   | \$222,269   | \$21           |

|            | Rx Count | Plan Paid   | Cost Per Claim |
|------------|----------|-------------|----------------|
| Retail     | 6,617    | \$296,048   | \$45           |
| Mail Order | 5,532    | \$1,418,229 | \$256          |

|               | Rx Count | Plan Paid   | Cost Per Claim |
|---------------|----------|-------------|----------------|
| Specialty     | 227      | \$643,772   | \$2,836        |
| Non-Specialty | 11,922   | \$1,070,506 | \$90           |



# Clinical Analysis

# Clinical Program Cost Management

| Clinical Program                  | Estimated Plan Paid Cost Prevention |                                   |
|-----------------------------------|-------------------------------------|-----------------------------------|
|                                   | Initial Claim Cost Avoidance        | Top Categories                    |
| Prior Authorization               | \$127,163                           | Hepatitis C, Rheumatoid Arthritis |
| Drug Utilization Review High Dose | \$2,293                             | Hypertension, Thyroid Supplements |
| Drug Utilization Review           | \$13,275                            | Mental Health, Seizure, Diabetic  |
| Drug Quantity Management          | \$23,229                            | Opioids, Mental Health, Seizure   |
| <b>TOTAL</b>                      | <b>\$165,960</b>                    | ---                               |

Note: Savings reflected is on initial claims only but represents a recurring avoidance.



# Top 25 Brand Medications by Plan Paid

| Rank  | Drug Name           | Indication                           | Utilizers | Claim Count | Plan Paid   |
|-------|---------------------|--------------------------------------|-----------|-------------|-------------|
| 1     | SPRYCEL*            | Leukemia                             | 2         | 12          | \$168,108   |
| 2     | HUMIRA PEN*         | Rheumatoid Arthritis                 | 4         | 24          | \$129,936   |
| 3     | JANUVIA             | Diabetes Mellitus                    | 27        | 70          | \$79,706    |
| 4     | BIKTARVY*           | Human Immunodeficiency Virus Disease | 3         | 20          | \$63,332    |
| 5     | RINVOQ*             | Rheumatoid Arthritis                 | 1         | 12          | \$57,565    |
| 6     | LANTUS SOLOSTAR     | Diabetes Mellitus                    | 30        | 58          | \$51,461    |
| 7     | NOVOLOG FLEXPEN     | Diabetes Mellitus                    | 15        | 30          | \$50,665    |
| 8     | ADVAIR DISKUS       | Asthma                               | 19        | 43          | \$43,848    |
| 9     | GENVOYA*            | Human Immunodeficiency Virus Disease | 2         | 13          | \$41,965    |
| 10    | TRULICITY           | Diabetes Mellitus                    | 13        | 29          | \$40,241    |
| 11    | NEULASTA ONPRO KIT* | Neutropenia                          | 1         | 6           | \$36,284    |
| 12    | ODEFSEY*            | Human Immunodeficiency Virus Disease | 1         | 12          | \$34,533    |
| 13    | SYMBICORT           | Asthma                               | 23        | 39          | \$33,010    |
| 14    | DUPIXENT*           | Eczema                               | 1         | 10          | \$30,502    |
| 15    | XARELTO             | Blood Thinner                        | 10        | 27          | \$30,352    |
| 16    | ELIQUIS             | Blood Thinner                        | 10        | 29          | \$28,861    |
| 17    | OZEMPIC             | Diabetes Mellitus                    | 4         | 13          | \$27,607    |
| 18    | BREO ELLIPTA        | Asthma                               | 17        | 34          | \$24,288    |
| 19    | DESCOVY*            | Human Immunodeficiency Virus Disease | 1         | 13          | \$23,652    |
| 20    | FLOVENT HFA         | Asthma                               | 35        | 49          | \$22,747    |
| 21    | JARDIANCE           | Diabetes Mellitus                    | 9         | 17          | \$20,894    |
| 22    | RESTASIS            | Dry Eye Syndrome                     | 5         | 11          | \$17,657    |
| 23    | VICTOZA             | Diabetes Mellitus                    | 3         | 8           | \$17,450    |
| 24    | DEXILANT            | Heart Burn/Ulcer                     | 4         | 17          | \$17,296    |
| 25    | PREZISTA*           | Human Immunodeficiency Virus Disease | 1         | 9           | \$15,889    |
| Total |                     |                                      | --        | 605         | \$1,107,848 |

The top 25 brands represent 65% of total plan paid.  
Largest Driver: Specialty medications and diabetes.



# Top 25 Generic Medications by Plan Paid

| Rank  | Drug Name                         | Indication                    | Utilizers | Claim Count | Plan Paid |
|-------|-----------------------------------|-------------------------------|-----------|-------------|-----------|
| 1     | SOFOSBUVIR/VELPATASVIR*           | Chronic Hepatitis C           | 1         | 1           | \$7,800   |
| 2     | EPINEPHRINE                       | Anaphylaxis                   | 18        | 23          | \$6,352   |
| 3     | CHLORZOXAZONE                     | Muscle Spasm                  | 1         | 8           | \$6,266   |
| 4     | LEVOTHYROXINE SODIUM              | Hypothyroidism                | 62        | 183         | \$4,566   |
| 5     | ALBUTEROL SULFATE HFA             | Asthma                        | 69        | 82          | \$4,426   |
| 6     | ATORVASTATIN CALCIUM              | Hyperlipidemia                | 202       | 487         | \$4,045   |
| 7     | CINACALCET HYDROCHLORIDE*         | Secondary Hyperparathyroidism | 1         | 10          | \$3,937   |
| 8     | CLINDAMYCIN PHOSPHATE             | Acne                          | 23        | 55          | \$3,589   |
| 9     | NIFEDIPINE ER                     | Hypertension                  | 44        | 140         | \$3,299   |
| 10    | LOSARTAN POTASSIUM                | Hypertension                  | 73        | 187         | \$3,257   |
| 11    | METRONIDAZOLE VAGINAL             | Bacterial Infection           | 33        | 43          | \$3,234   |
| 12    | DILTIAZEM HCL ER                  | Hypertension                  | 8         | 22          | \$2,932   |
| 13    | AMLODIPINE BESYLATE               | Hypertension                  | 159       | 436         | \$2,827   |
| 14    | TESTOSTERONE                      | Testosterone Deficiency       | 2         | 15          | \$2,481   |
| 15    | MYCOPHENOLIC ACID DR*             | Transplant                    | 1         | 12          | \$2,438   |
| 16    | DICLOFENAC SODIUM                 | Pain                          | 33        | 61          | \$2,368   |
| 17    | OXYCODONE/ACETAMINOPHEN           | Pain                          | 14        | 90          | \$2,329   |
| 18    | CARVEDILOL PHOSPHATE              | Blood Pressure                | 2         | 6           | \$2,266   |
| 19    | FLUTICASON PROPRIONATE            | Atopic Dermatitis             | 193       | 370         | \$2,217   |
| 20    | TRAVOPROST                        | Glaucoma                      | 4         | 5           | \$2,195   |
| 21    | XULANE                            | Contraceptive Therapy         | 10        | 18          | \$2,155   |
| 22    | FLUVOXAMINE MALEATE ER            | Mental Health                 | 1         | 5           | \$2,101   |
| 23    | CYCLOBENZAPRINE HYDROCHLO RIDE ER | Muscle Spasm                  | 2         | 7           | \$1,965   |
| 24    | BUDESONIDE                        | Asthma                        | 3         | 11          | \$1,963   |
| 25    | IBUPROFEN                         | Pain                          | 231       | 294         | \$1,943   |
| Total |                                   |                               | --        | 2,571       | \$82,952  |

The top 25 generics represent 5% of total plan paid.  
Largest Driver: Hepatitis C.



# Summary of Brand/Generic Changes

| <u>Overall</u> | <u>Change in Plan Paid</u> | <u>Change in Claims</u> | <u>Change in Utilizers</u> |
|----------------|----------------------------|-------------------------|----------------------------|
| Brand          | \$387,174                  | 180                     | -13                        |
| Generic        | -\$27,385                  | -510                    | -50                        |
| <b>TOTAL</b>   | <b>\$359,788</b>           | <b>-330</b>             | <b>-63</b>                 |

| <u>Retail</u> | <u>Change in Plan Paid</u> | <u>Change in Claims</u> | <u>Change in Utilizers</u> |
|---------------|----------------------------|-------------------------|----------------------------|
| Brand         | -\$89,901                  | -20                     | -40                        |
| Generic       | -\$15,397                  | -920                    | -74                        |
| <b>TOTAL</b>  | <b>-\$105,298</b>          | <b>-940</b>             | <b>-114</b>                |

| <u>Mail</u>  | <u>Change in Plan Paid</u> | <u>Change in Claims</u> | <u>Change in Utilizers</u> |
|--------------|----------------------------|-------------------------|----------------------------|
| Brand        | \$477,075                  | 200                     | 18                         |
| Generic      | -\$11,989                  | 410                     | 17                         |
| <b>TOTAL</b> | <b>\$465,086</b>           | <b>610</b>              | <b>35</b>                  |



# Top Therapeutic Categories Comparison by Plan Paid

| <u>Top 10 Therapeutic Class Increases</u>          | <u>Indication</u>          | <u>Change in Plan Paid</u> | <u>Change in Claims</u> | <u>Change in Utilizers</u> |
|----------------------------------------------------|----------------------------|----------------------------|-------------------------|----------------------------|
| ANTI-TNF-ALPHA - MONOCLONAL ANTIBODIES             | Rheumatoid Arthritis       | \$74,855                   | 13                      | 3                          |
| ANTINEOPLASTIC ENZYME INHIBITORS                   | Cancer                     | \$59,795                   | 4                       | 1                          |
| ANTIRHEUMATIC - ENZYME INHIBITORS                  | Rheumatoid Arthritis       | \$52,798                   | 11                      | 0                          |
| SYMPATHOMIMETICS                                   | Asthma                     | \$40,424                   | -78                     | -52                        |
| HEMATOPOIETIC GROWTH FACTORS                       | Blood Disorder             | \$36,284                   | 6                       | 1                          |
| DIPEPTIDYL PEPTIDASE-4 (DPP-4) INHIBITORS          | Diabetes                   | \$32,938                   | 26                      | 6                          |
| ECZEMA AGENTS                                      | Eczema                     | \$21,503                   | 7                       | 0                          |
| SODIUM-GLUCOSE CO-TRANSPORTER 2 (SGLT2) INHIBITORS | Diabetes                   | \$19,522                   | 15                      | 8                          |
| ANTIDIABETIC COMBINATIONS                          | Diabetes                   | \$19,300                   | 8                       | 1                          |
| INCRETIN MIMETIC AGENTS (GLP-1 RECEPTOR AGONISTS)  | Diabetes                   | \$16,895                   | 5                       | 5                          |
| <u>Top 10 Therapeutic Class Decreases</u>          | <u>Indication</u>          | <u>Change in Plan Paid</u> | <u>Change in Claims</u> | <u>Change in Utilizers</u> |
| INFLAMMATORY BOWEL AGENTS                          | Inflammatory Bowel Disease | -\$27,103                  | -13                     | -5                         |
| ANTINEOPLASTICS MISC.                              | Cancer                     | -\$13,550                  | 3                       | 0                          |
| ANTICONVULSANTS - MISC.                            | Seizures                   | -\$12,689                  | 12                      | 3                          |
| ANTIFUNGALS - TOPICAL                              | Fungal Infection           | -\$12,624                  | -57                     | -32                        |
| OPIOID PARTIAL AGONISTS                            | Pain                       | -\$10,360                  | -116                    | 0                          |
| GLUCOCORTICOSTEROIDS                               | Inflammation               | -\$4,968                   | -5                      | -19                        |
| METABOLIC MODIFIERS                                | Metabolic Stabilizer       | -\$4,642                   | -1                      | -2                         |
| OPIOID COMBINATIONS                                | Pain                       | -\$4,358                   | -31                     | -24                        |
| NONSTEROIDAL ANTI-INFLAMMATORY AGENTS (NSAIDS)     | Pain/Inflammation          | -\$4,025                   | -81                     | -60                        |
| SEROTONIN MODULATORS                               | Mental Health              | -\$2,572                   | 3                       | 5                          |

**Largest plan paid increases: Specialty and Diabetes medications.**



# Top Therapeutic Categories Comparison by Claims

| Top 10 Therapeutic Class Increases             | Indication                 | Change in Plan Paid | Change in Claims | Change in Utilizers |
|------------------------------------------------|----------------------------|---------------------|------------------|---------------------|
| PROTON PUMP INHIBITORS                         | Ulcer/GERD                 | \$5,401             | 66               | 27                  |
| DIAGNOSTIC TESTS                               | Diabetes                   | \$7,176             | 66               | 13                  |
| HMG COA REDUCTASE INHIBITORS                   | Cholesterol                | \$755               | 54               | 19                  |
| ANGIOTENSIN II RECEPTOR ANTAGONISTS            | Hypertension               | \$455               | 48               | 11                  |
| CALCIUM CHANNEL BLOCKERS                       | Hypertension               | \$2,820             | 45               | -15                 |
| URINARY ANTISPASMODIC - ANTIMUSCARINIC         | Bladder Muscle Dysfunction | \$4,953             | 42               | 16                  |
| ANTIHISTAMINES - NON-SEDATING                  | Allergy                    | \$697               | 39               | -1                  |
| PARENTERAL THERAPY SUPPLIES                    | Nutrition                  | \$1,809             | 37               | 11                  |
| THIAZIDES AND THIAZIDE-LIKE DIURETICS          | Diuretic                   | -\$314              | 36               | 6                   |
| ACE INHIBITORS                                 | Hypertension               | \$444               | 36               | 16                  |
| Top 10 Therapeutic Class Decreases             | Indication                 | Change in Plan Paid | Change in Claims | Change in Utilizers |
| OPIOID PARTIAL AGONISTS                        | Pain                       | -\$10,360           | -116             | 0                   |
| NASAL STEROIDS                                 | Allergy                    | \$344               | -87              | -42                 |
| NONSTEROIDAL ANTI-INFLAMMATORY AGENTS (NSAIDS) | Pain/Inflammation          | -\$4,025            | -81              | -60                 |
| SYMPATHOMIMETICS                               | Asthma                     | \$40,424            | -78              | -52                 |
| ANTIFUNGALS - TOPICAL                          | Fungal Infection           | -\$12,624           | -57              | -32                 |
| PENICILLIN COMBINATIONS                        | Infection                  | -\$255              | -52              | -49                 |
| AZITHROMYCIN                                   | Infection                  | -\$38               | -50              | -39                 |
| CORTICOSTEROIDS - TOPICAL                      | Inflammation               | \$1,656             | -46              | -23                 |
| H-2 ANTAGONISTS                                | GERD                       | -\$600              | -44              | -19                 |
| AMINOPENICILLINS                               | Infection                  | \$37                | -37              | -36                 |

**Largest claim increases: Ulcer/GERD, Diabetes and Cholesterol.**



# Specialty Overview

| Therapeutic Class                                     | Indication           | \$ Plan Paid | # Claims | Cost per Claim | Utilizing Lives |
|-------------------------------------------------------|----------------------|--------------|----------|----------------|-----------------|
| ANTIRETROVIRALS                                       | HIV                  | \$188,587    | 75       | \$2,487        | 9               |
| ANTINEOPLASTIC ENZYME INHIBITORS                      | Cancer               | \$168,108    | 12       | \$13,971       | 2               |
| ANTI-TNF-ALPHA - MONOCLONAL ANTIBODIES                | Rheumatoid Arthritis | \$129,936    | 24       | \$5,376        | 4               |
| ANTIRHEUMATIC - ENZYME INHIBITORS                     | Rheumatoid Arthritis | \$57,565     | 12       | \$4,759        | 1               |
| HEMATOPOIETIC GROWTH FACTORS                          | Blood Disorder       | \$36,284     | 6        | \$6,010        | 1               |
| ECZEMA AGENTS                                         | Eczema               | \$30,502     | 10       | \$3,012        | 1               |
| HEPATITIS AGENTS                                      | Hepatitis            | \$8,734      | 14       | \$586          | 2               |
| IMMUNOSUPPRESSIVE AGENTS                              | Transplant           | \$6,379      | 42       | \$115          | 3               |
| ANTIASTHMATIC - MONOCLONAL ANTIBODIES                 | Asthma               | \$6,226      | 2        | \$3,118        | 1               |
| METABOLIC MODIFIERS                                   | Metabolic Stabilizer | \$3,937      | 10       | \$356          | 1               |
| PROTEIN CONVERTASE SUBTILISIN/KEXIN TYPE 9 INHIBITORS | High Cholesterol     | \$3,793      | 8        | \$436          | 1               |
| MIGRAINE PRODUCTS - MONOCLONAL ANTIBODIES             | Migraine             | \$1,830      | 3        | \$573          | 1               |
| CALCITONIN GENE-RELATED PEPTIDE (CGRP) RECEPTOR ANTAG | Migraine             | \$1,250      | 2        | \$585          | 1               |
| ANTIMETABOLITES                                       | Cancer               | \$284        | 2        | \$105          | 1               |
| ANTINEOPLASTICS MISC.                                 | Cancer               | \$195        | 4        | \$11           | 1               |
| CMV AGENTS                                            | CMV                  | \$161        | 1        | \$123          | 1               |
| Overall - Total                                       |                      | \$643,772    | 227      | \$2,802        | ---             |

**Overall impact of specialty medications to the Fund: 1% of utilization is driving 38% of total costs.**



# Specialty Compare

| Therapeutic Class                                     | Indication                 | Change in \$ Plan Paid | Change in # Claims | Change in \$ Cost per Claim | Change in # Utilizing Lives |
|-------------------------------------------------------|----------------------------|------------------------|--------------------|-----------------------------|-----------------------------|
| ANTI-TNF-ALPHA - MONOCLONAL ANTIBODIES                | Rheumatoid Arthritis       | \$74,855               | 13                 | \$406                       | 3                           |
| ANTINEOPLASTIC ENZYME INHIBITORS                      | Cancer                     | \$59,795               | 4                  | \$438                       | 1                           |
| ANTIRHEUMATIC - ENZYME INHIBITORS                     | Rheumatoid Arthritis       | \$52,798               | 11                 | \$30                        | 0                           |
| HEMATOPOIETIC GROWTH FACTORS                          | Blood Disorder             | \$36,284               | 6                  | \$ 0.00                     | 1                           |
| ECZEMA AGENTS                                         | Eczema                     | \$21,503               | 7                  | \$8                         | 0                           |
| HEPATITIS AGENTS                                      | Hepatitis                  | \$7,475                | 1                  | \$527                       | 1                           |
| ANTIASTHMATIC - MONOCLONAL ANTIBODIES                 | Asthma                     | \$6,226                | 2                  | \$ 0.00                     | 1                           |
| PROTEIN CONVERTASE SUBTILISIN/KEXIN TYPE 9 INHIBITORS | High Cholesterol           | \$3,793                | 8                  | \$ 0.00                     | 1                           |
| IMMUNOSUPPRESSIVE AGENTS                              | Transplant                 | \$2,839                | 18                 | \$5                         | 1                           |
| CALCITONIN GENE-RELATED PEPTIDE (CGRP) RECEPTOR ANTAG | Migraine                   | \$1,250                | 2                  | \$ 0.00                     | 1                           |
| ANTIRETROVIRALS                                       | HIV                        | \$744                  | -7                 | \$222                       | 0                           |
| MIGRAINE PRODUCTS - MONOCLONAL ANTIBODIES             | Migraine                   | \$669                  | 1                  | \$9                         | 0                           |
| ANTIMETABOLITES                                       | Cancer                     | \$284                  | 2                  | \$ 0.00                     | 1                           |
| CMV AGENTS                                            | CMV                        | \$161                  | 1                  | \$ 0.00                     | 1                           |
| GNRH/LHRH ANTAGONISTS                                 | Infertility                | -\$1,705               | -2                 | \$ 0.00                     | -1                          |
| METABOLIC MODIFIERS                                   | Metabolic Stabilizer       | -\$4,598               | 2                  | -\$673                      | 0                           |
| ANTINEOPLASTICS MISC.                                 | Cancer                     | -\$13,550              | 3                  | -\$13,697                   | 0                           |
| INFLAMMATORY BOWEL AGENTS                             | Inflammatory Bowel Disease | -\$25,135              | -5                 | \$ 0.00                     | -1                          |
| Overall - Total                                       |                            | \$223,688              | 67                 | \$205                       | ---                         |



# Controlled Medication Compare

| Therapeutic Class         | Indication | Change in \$ Plan Paid | Change in # Claims | Change in # Utilizers |
|---------------------------|------------|------------------------|--------------------|-----------------------|
| Anxiety                   |            |                        |                    |                       |
| Benzodiazepines           | Anxiety    | \$56                   | -16                | -5                    |
| Sleep Aids                |            |                        |                    |                       |
| Barbiturate Hypnotics     | Insomnia   | -\$196                 | 3                  | 2                     |
| Non-Barbiturate Hypnotics | Insomnia   | -\$108                 | -18                | -3                    |
| ADHD                      |            |                        |                    |                       |
| ADHD Agents               | ADHD       | -\$490                 | 1                  | 2                     |
| Amphetamines              | ADHD       | \$419                  | 0                  | -1                    |
| Stimulants - Misc.        | ADHD       | \$1,337                | 7                  | 5                     |
| Opioids                   |            |                        |                    |                       |
| Opioid Combinations       | Pain       | \$477                  | 11                 | 5                     |
| Opioid Agonists           | Pain       | \$609                  | 5                  | 4                     |
| Opioid Antagonists        | Pain       | -\$4,358               | -31                | -24                   |
| Opioid Partial Agonists   | Pain       | -\$10,360              | -116               | 0                     |

**Controlled medications continue to have decreases.  
Plan paid, claims and utilizers have all decreased compared to last year.**



# Fraud Waste & Abuse Monitoring

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- **12 cases were identified in 2020:**
  - **Q1 2020: 3 cases identified**
    - 2 cases no action required
    - 1 cases required follow-up
      - 1 cases closed
      - 0 cases open
  - **Q2 2020: 2 cases identified**
    - 1 cases no action required
    - 1 cases required follow-up
      - 1 cases closed
      - 0 cases open
  - **Q3 2020: 5 cases identified**
    - 3 cases no action required
    - 2 cases required follow-up
      - 2 cases closed
      - 0 cases open
  - **Q4 2020: 2 cases identified**
    - 0 cases no action required
    - 1 cases required follow-up
      - 1 cases closed
      - 1 cases open



# Clinical Recommendations

# Variable Copay Assistance Program

Coupons offered through pharmaceutical manufacturers and other non-profit organizations

BeneCard PBF works with members through copay assistance programs to:

- Assist with the enrollment or application process
- Identify all available options, including generics, to determine the most cost-effective options considering the coupon discount
- Communicate with member regarding coverage or acceptance of enrollment in the assistance program
- Coordinate copay assistance with members at LDD, specialty, and BeneCard Central Fill to adjust the variable copay amount and support member and plan savings
- BeneCard PBF's administrative fee is \$1.65 PMPM, not a percentage of the savings

**15%  
Plan  
savings  
in 2021  
=  
\$104,500**



# Variable Copay Assistance Analysis

## Unite Here Cafeteria Workers #10090

| Therapy / Drug                               | Annual Assistance Available | Annual Drug Cost | % of Annual Savings | Member's Copay After Assistance is Applied | Total Client Pay on Last Claim | Current Member Copay Based on Plan Design | Total Assistance Used | Remaining Assistance Available 2021 | Total Assistance Available per Claim Remainder of 2021 |
|----------------------------------------------|-----------------------------|------------------|---------------------|--------------------------------------------|--------------------------------|-------------------------------------------|-----------------------|-------------------------------------|--------------------------------------------------------|
| BIKTARVY                                     | \$7,200                     | \$39,979         | 18%                 | \$0                                        | \$3,331.59                     | \$5                                       | \$0.00                | \$7,200.00                          | \$800.00                                               |
| AJOVY                                        | \$3,500                     | \$7,848          | 45%                 | \$5                                        | \$654.04                       | \$5                                       | \$0.00                | \$3,500.00                          | \$388.89                                               |
| BIKTARVY                                     | \$7,200                     | \$39,979         | 18%                 | \$0                                        | \$3,331.59                     | \$5                                       | \$0.00                | \$7,200.00                          | \$800.00                                               |
| BIKTARVY                                     | \$7,200                     | \$39,979         | 18%                 | \$0                                        | \$3,331.59                     | \$5                                       | \$0.00                | \$7,200.00                          | \$800.00                                               |
| DESCOVY                                      | \$7,200                     | \$22,949         | 31%                 | \$0                                        | \$1,912.44                     | \$5                                       | \$15.00               | \$7,185.00                          | \$798.33                                               |
| DUPIXENT                                     | \$13,000                    | \$37,763         | 34%                 | \$0                                        | \$3,146.94                     | \$5                                       | \$0.00                | \$13,000.00                         | \$1,444.44                                             |
| GENVOYA                                      | \$7,200                     | \$39,979         | 18%                 | \$0                                        | \$3,331.59                     | \$5                                       | \$0.00                | \$7,200.00                          | \$800.00                                               |
| HUMIRA                                       | \$6,000                     | \$69,945         | 9%                  | \$5                                        | \$5,828.79                     | \$5                                       | \$0.00                | \$6,000.00                          | \$666.67                                               |
| HUMIRA                                       | \$6,000                     | \$69,945         | 9%                  | \$5                                        | \$5,828.79                     | \$5                                       | \$0.00                | \$6,000.00                          | \$666.67                                               |
| ODEFSEY                                      | \$6,000                     | \$36,427         | 16%                 | \$0                                        | \$3,035.56                     | \$5                                       | \$0.00                | \$6,000.00                          | \$666.67                                               |
| REPATHA                                      | \$5,500                     | \$6,023          | 91%                 | \$5                                        | \$501.91                       | \$5                                       | \$0.00                | \$5,500.00                          | \$611.11                                               |
| RINVOQ                                       | \$6,000                     | \$61,941         | 10%                 | \$5                                        | \$5,161.74                     | \$5                                       | \$0.00                | \$6,000.00                          | \$666.67                                               |
| SPRYCEL                                      | \$15,000                    | \$176,948        | 8%                  | \$0                                        | \$14,745.68                    | \$5                                       | \$0.00                | \$15,000.00                         | \$1,666.67                                             |
| TRIUMEQ                                      | \$7,500                     | \$37,513         | 20%                 | \$0                                        | \$3,126.07                     | \$5                                       | \$0.00                | \$7,500.00                          | \$833.33                                               |
| <b>Total Annual Client Savings 2021</b>      | <b>\$104,500</b>            |                  |                     |                                            |                                |                                           |                       |                                     |                                                        |
| <b>Total Annual % of Client Savings</b>      | <b>15%</b>                  |                  |                     |                                            |                                |                                           |                       |                                     |                                                        |
| <b>Total Annual Drug Cost to Client 2021</b> | <b>\$687,220</b>            |                  |                     |                                            |                                |                                           |                       |                                     |                                                        |

*\*Total Annual Drug Cost to Client 2021 is estimated*

|                                    |          |
|------------------------------------|----------|
| PMPM Cost for Program              | \$1.65   |
| Average Membership                 | 2300     |
| Estimated Cost to Client Per Month | \$3,795  |
| Estimated Cost to Client Per Year  | \$45,540 |

**Remaining assistance available to client for 2021 is \$104,485**



# Thank You!

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# Appendix

# Clinical Updates

## **Recently, BeneCard PBF has:**

- Identified new generics in the market that can have a positive impact on plan spending: Dymista, Northera
- Added new quantity limits through Pharmacy & Therapeutics (P&T), effective 4/1/21, to several medications including Adempas, Afinitor, Aubagio, Imbruvica, Isentress, Rebif, Sutent, Trulicity, and more
- New additions to the standard clinical review list through P&T, effective 4/1/21, including Alkeran, Banzel, Klisyri, Nexlizet, Veklury and more
- New standard algorithms to the Step Therapy list including specialty medications through P&T, effective 4/1/2021 Absorica, Librax, Lice, Zirgan, and Tektura
- Added all new specialty medications to the clinical review list to ensure appropriate utilization
- COVID Vaccines
  - Federal distribution to the states
  - Administration following CDC phases
  - Cost of vaccine covered by government and administration fee covered by plan

## **To continue to improve member health and control drug spending, BeneCard PBF will:**

- Monitor the drug pipeline for new specialty and non-specialty medications that may have an impact on plan spending
- Monitor the drug pipeline for new generics anticipated to come to market following patent expirations
- Monitor member drug utilization for opportunities to improve savings and health outcomes
- Conduct Fraud, Waste & Abuse (FWA) reviews on an ongoing basis to ensure appropriate and safe drug utilization
- Continue to monitor use and adherence for specialty medications, ensure appropriate prescribing, and assist patients with resources to help them afford their medication



# 2021 Projected Generic Launches

| Projected Launch Date | Brand Name                                                            | Generic Name                                                   |
|-----------------------|-----------------------------------------------------------------------|----------------------------------------------------------------|
| 02/10/2021            | <a href="#">Crixivan</a>                                              | Indinavir Sulfate                                              |
| 02/18/2021            | <a href="#">Northera</a>                                              | Droxidopa                                                      |
| 1Q 2021               | <a href="#">Absorica</a>                                              | Isotretinoin                                                   |
| 1Q 2021               | <a href="#">Glucagon (Lilly)</a>                                      | Glucagon                                                       |
| 1H 2021               | <a href="#">Chantix</a>                                               | Varenicline Tartrate                                           |
| 1H 2021               | <a href="#">Truvada (100 mg/150 mg, 133 mg/200 mg, 167 mg/250 mg)</a> | Emtricitabine; Tenofovir Disoproxil Fumarate                   |
| 1H 2021               | <a href="#">Velphoro</a>                                              | Sucroferic Oxyhydroxide                                        |
| 2021                  | <a href="#">Bepreve</a>                                               | Bepotastine Besilate                                           |
| 2021                  | <a href="#">Byetta</a>                                                | Exenatide Synthetic                                            |
| 2021                  | <a href="#">Daliresp</a>                                              | Roflumilast                                                    |
| 2021                  | <a href="#">Durezol</a>                                               | Difluprednate                                                  |
| 2021                  | <a href="#">Emend (for oral suspension)</a>                           | Aprepitant                                                     |
| 2021                  | <a href="#">Epiduo Forte</a>                                          | Adapalene; Benzoyl Peroxide                                    |
| 2021                  | <a href="#">Forteo</a>                                                | Teriparatide Recombinant Human                                 |
| 2021                  | <a href="#">Kaletra (tablets)</a>                                     | Lopinavir; Ritonavir                                           |
| 2021                  | <a href="#">Lotemax (gel)</a>                                         | Loteprednol Etabonate                                          |
| 2021                  | <a href="#">Narcan (nasal spray)</a>                                  | Naloxone Hydrochloride                                         |
| 2021                  | <a href="#">Norvir (capsules)</a>                                     | Ritonavir                                                      |
| 2021                  | <a href="#">Noxafil (suspension)</a>                                  | Posaconazole                                                   |
| 2021                  | <a href="#">Rescula</a>                                               | Unoprostone Isopropyl                                          |
| 2021                  | <a href="#">Sandostatin LAR</a>                                       | Octreotide Acetate                                             |
| 2021                  | <a href="#">Thalomid</a>                                              | Thalidomide                                                    |
| 2021                  | <a href="#">Toviaz</a>                                                | Fesoterodine Fumarate                                          |
| 2021                  | <a href="#">Ulesfia</a>                                               | Benzyl Alcohol                                                 |
| 2021-2022             | <a href="#">Afinitor (10 mg)</a> and Afinitor Disperz                 | Everolimus                                                     |
| 2021-2022             | <a href="#">Epaned KIT</a>                                            | Enalapril Maleate                                              |
| 2021-2022             | <a href="#">Feraheme</a>                                              | Ferumoxytol                                                    |
| 2021-2022             | <a href="#">Flonase Sensimist Allergy Relief</a>                      | Fluticasone Furoate                                            |
| 2021-2022             | <a href="#">Neupro</a>                                                | Rotigotine                                                     |
| 2021-2022             | <a href="#">Onexton</a>                                               | Benzoyl Peroxide; Clindamycin Phosphate                        |
| 2021-2022             | <a href="#">Suprep Bowel Prep Kit</a>                                 | Magnesium Sulfate Anhydrous; Potassium Sulfate; Sodium Sulfate |
| 2021-2023             | <a href="#">Dexilant (30 mg and 60 mg capsule)</a>                    | Dexlansoprazole                                                |
| 2021-2023             | <a href="#">Duexis</a>                                                | Famotidine; Ibuprofen                                          |
| 2021-2026             | <a href="#">Gelnique (10%)</a>                                        | Oxybutynin Chloride                                            |

