



Unite Here Local 634

Performance Highlights & Strategic Review

April 9th, 2025



Agenda



- 1 Plan Performance Overview
- 2 Clinical Analysis and Updates
- 3 Program Recommendations
- 4 Appendix



Plan Performance Overview

Plan Highlights



Plan Overview

Trend is 15.99%

- Specialty trend is 29.57%
- Non-Specialty trend is 3.53%

Trend excluding Specialty Outliers

- Overall Trend would be -0.8%
- Specialty Trend would be -6.41%

Plan paid increased by \$387,535 or 16.66%

- Specialty increased by \$337,427 or 30.33%
- Non-Specialty increased by \$50,109 or 4.13%

Generic Dispensing Rate (GDR) is 86.12%

Key Outliers

Drug Mix

- The therapeutic classes with the largest **increases** in plan paid include the following:

• Cancer (Verzenio)	\$137,944
• Autoimmune Conditions	\$129,630
• Diabetes (GLP-1)	\$76,798
- The therapeutic classes with the largest **decreases** in plan paid include the following:

• Cancer (Kisqali)	\$91,929
• Diabetes (Insulin)	\$41,379
• Asthma	\$37,339

Utilization

- Population had an increase of 0.58% with an increase of 6.78% in claims utilization.
- Specialty utilization increased from 195 to 270 claims.
- Non-Specialty utilization increased from 9,000 to 9,548 claims.

Trend Insights



Trend Drivers

Specialty Trend is 29.57% with an increase of \$337,427 in Specialty

- 79% of the Specialty Trend is driven by **5 members** utilizing 2 medications
 - 41% of the increase in Specialty (\$137,944) was driven by 2 utilizers of Verzenio
 - 2 members started in mid to late 2023 and utilized full year 2024
 - 38% of the increase in Specialty (\$129,630) was driven by 3 utilizers of Humira
 - 2 new members starts in 2024 and 1 member starting in late 2023 that continued through 2024

Trend excluding Verzenio and Humira

- Overall -0.8% Specialty -6.41%



Clinical Analysis

Clinical Program Cost Management



Clinical Program	Estimated Plan Paid Cost Prevention	
	Initial Cost Avoidance	Top Categories
Clinical Reviews (PA)	\$61,998	Diabetes, Atopic Dermatitis, Autoimmune Conditions
Drug Utilization Review High Dose	\$514	Bleeding Disorder, Constipation, Antihistamines
Drug Utilization Review	\$12,876	Diabetes, Asthma, Migraine
Drug Quantity Management	\$59,590	Migraine, Diabetes, Asthma
Step Therapy	\$7,205	Autoimmune Conditions
TOTAL	\$142,183	---

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

Top Therapeutic Categories Comparison by Plan Paid



Top 10 Therapeutic Class Increases	Indication	Change in Plan Paid	Change in Claims	Change in Utilizers
Cyclin-Dependent Kinases (CDK) Inhibitors	Cancer	\$137,944	4	0
Anti-TNF-alpha - Monoclonal Antibodies	Autoimmune Conditions	\$129,630	19	2
Incretin Mimetic Agents	Diabetes	\$76,798	21	2
Sodium-Glucose Co-Transporter 2 (SGLT2) Inhibitors	Diabetes	\$68,777	53	9
Antiretroviral Combinations	Human Immunodeficiency Virus Disease	\$49,533	10	-1
Antiandrogens	Cancer	\$44,935	3	0
Interleukin-5 Antagonists (IgG1 kappa)	Asthma	\$40,749	8	2
Calcitonin Gene-Related Peptide Receptor Antag (CGRP)	Migraine	\$40,745	11	0
Anti-IgE Monoclonal Antibodies	Asthma	\$28,576	10	0
Incretin Mimetic Agents (GIP & GLP-1 Receptor Agonists)	Diabetes	\$27,146	19	3
Top 10 Therapeutic Class Decreases	Indication	Change in Plan Paid	Change in Claims	Change in Utilizers
Antineoplastic - BCR-ABL Kinase Inhibitors	Cancer	-\$91,929	-5	0
Human Insulin	Diabetes	-\$41,379	2	-1
Adrenergic Combinations	Asthma	-\$37,339	25	9
Incretin Mimetic Agents (GLP-1 Receptor Agonists)	Diabetes	-\$22,174	-26	-14
Gonadotropin Releasing Hormone (GnRH) Antagonists	Cancer	-\$20,651	-8	-1
Parathyroid Hormone And Derivatives	Osteoporosis	-\$20,063	-8	0
Direct Factor Xa Inhibitors	Blood Thinner	-\$16,758	-20	-11
Anticonvulsants - Misc.	Seizures	-\$12,247	-1	4
Lymphocyte Function-Associated Antigen-1 (LFA-1) Antag	Dry Eye Syndrome	-\$9,894	-5	-1
Insulin-Incretin Mimetic Combinations	Diabetes	-\$9,186	-4	-1

Specialty Overview: Top Plan Paid Categories



Rank	Drug Name	Indication	Utilizers	Claim Count	Plan Paid
1	Cyclin-Dependent Kinases (CDK) Inhibitors	Cancer	3	31	\$494,815
2	Antiretroviral Combinations	Human Immunodeficiency Virus Disease	6	62	\$225,910
3	Antineoplastic - BCR-ABL Kinase Inhibitors	Cancer	2	13	\$192,593
4	Antiandrogens	Cancer	1	12	\$158,849
5	Anti-TNF-alpha - Monoclonal Antibodies	Autoimmune Conditions	3	21	\$143,277
6	Antirheumatic - Janus Kinase (JAK) Inhibitors	Autoimmune Conditions	1	13	\$82,745
7	Anti-IgE Monoclonal Antibodies	Asthma	1	15	\$41,682
8	Interleukin-5 Antagonists (IgG1 kappa)	Asthma	2	8	\$40,749
9	Atopic Dermatitis - Monoclonal Antibodies	Atopic Dermatitis	1	6	\$22,673
10	Proprotein Convertase Subtilisin/Kexin Type 9 Inhibitors	High Cholesterol	2	24	\$14,256
11	CGRP Receptor Antagonists - Monoclonal Antibodies	Migraine	2	15	\$11,454
12	Parathyroid Hormone And Derivatives	Osteoporosis	1	3	\$6,662
13	Interleukin-6 Receptor Inhibitors	Autoimmune Conditions	1	1	\$4,297
14	Potassium Removing Agents	High Potassium	1	8	\$2,920
15	Inosine Monophosphate Dehydrogenase Inhibitors	Transplant	1	7	\$2,198
16	CMV Agents	Cytomegalovirus	2	8	\$1,849
17	Erythropoiesis-Stimulating Agents (ESAs)	Anemia	1	2	\$947
18	Antiprotozoal Agents	Pneumonia	1	4	\$903
19	Macrolide Immunosuppressants	Transplant	1	10	\$791
20	Antimetabolites	Autoimmune Conditions	1	7	\$541
Total			27	270	\$1,450,113



Clinical Updates

Clinical Updates



Recently, BeneCard PBF has:

- New quantity limits through Pharmacy & Therapeutics (P&T), effective 4/1/25, to several medications including Zituvimet XR, Crenessity, and Elyxyb.
- New additions to the standard clinical review list through P&T, effective 4/1/25, including Alyftrek, Aptivus, and Itovebi.
- New standard algorithms to the Step Therapy list through P&T, effective 4/1/25, including Onfi, Estrogen Injectables, and Uceris Foam.
- Added all new specialty medications to the clinical review list to ensure appropriate utilization.

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.



Program Recommendations

Copay Assistance Program

BeneCard PBF works with members through copay assistance programs to:

- Assist with the enrollment or application process
- Identify all available options, including generics and therapeutic alternatives, to determine the most cost-effective options considering the coupon discount
- Communicate with member regarding coverage or acceptance of enrollment in the assistance program





BenePrecise[®] Pharmacogenetics

Personalized care based on a patient's metabolism

- Reduces trial and error of determining medication effectiveness
- How It Works
- How Members Benefit
- Eliminate ineffective care
- Point-of-sale edits



Appendix

Plan Metrics



Performance Indicator	Previous Period	Current Period	Difference	
			No. Change	Percent Change
Number of Lives	1,552	1,561	9	0.58%
Number of Claims	9,195	9,818	623	6.78%
Per Member Per Month (PMPM)	\$125	\$145	\$20	15.99%
<i>PMPM Specialty</i>	\$60	\$77	\$18	29.57%
<i>PMPM Non-Specialty</i>	\$65	\$67	\$2	3.53%
Total Member Paid	\$45,149	\$47,092	\$1,943	4.30%
Total Plan Paid	\$2,325,994	\$2,713,529	\$387,535	16.66%
<i>Specialty Plan Paid</i>	\$1,112,686	\$1,450,113	\$337,427	30.33%
<i>Non-Specialty Plan Paid</i>	\$1,213,308	\$1,263,416	\$50,109	4.13%
Percentage of Specialty Plan Paid	47.84%	53.44%	5.60%	11.71%
Generic Dispensing Rate (GDR)	83.84%	86.12%	2.28%	2.72%

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	1552	1561	0.58%	1552	1561	0.58%	1552	1561	0.58%
Claims	9,195	9,818	6.78%	195	270	38.46%	9,000	9,548	6.09%
Utilization Per Member	5.92	6.29	6.25%	0.126	0.173	37.30%	5.8	6.12	5.52%
Avg Cost Per Claim	\$253	\$276	9.26%	\$5,706	\$5,371	-5.88%	\$135	\$132	-1.85%
Plan Paid	\$2,325,994	\$2,713,529	16.66%	\$1,112,686	\$1,450,113	30.33%	\$1,213,308	\$1,263,416	4.13%
TREND (% Change In Client Pay PMPM)	\$125	\$145	15.99%	\$60	\$77	29.57%	\$65	\$67	3.53%

Utilization Overview



	Rx Count	Plan Paid	Cost Per Claim
Brand	1,363	\$2,478,464	\$1,818
Generic	8,455	\$235,065	\$28

	Rx Count	Plan Paid	Cost Per Claim
Retail	4,567	\$941,066	\$206
Mail Order	5,251	\$1,772,463	\$338

	Rx Count	Plan Paid	Cost Per Claim
Specialty	270	\$1,450,113	\$5,371
Non-Specialty	9,548	\$1,263,416	\$132

Top 25 Brand Medications: Plan Paid



Rank	Drug Name	Indication	Utilizers	Claim Count	Plan Paid
1	VERZENIO**	Cancer	2	27	\$426,635
2	XTANDI**	Cancer	1	12	\$158,849
3	SPRYCEL*	Cancer	1	9	\$150,534
4	BIKTARVY*	Human Immunodeficiency Virus Disease	4	37	\$143,656
5	HUMIRA PEN*	Autoimmune Conditions	3	21	\$143,277
6	JARDIANCE	Diabetes	29	84	\$129,237
7	OZEMPIC	Diabetes	12	43	\$106,871
8	TRULICITY	Diabetes	13	40	\$93,180
9	RINVOQ*	Autoimmune Conditions	1	13	\$82,745
10	FARXIGA	Diabetes	24	61	\$74,030
11	JANUVIA	Diabetes	15	44	\$71,335
12	KISQALI*	Cancer	1	4	\$68,180
13	ELIQUIS	Blood Thinner	16	45	\$55,475
14	RYBELSUS	Diabetes	7	20	\$53,388
15	ODEFSEY*	Human Immunodeficiency Virus Disease	1	13	\$46,651
16	XOLAIR*	Asthma	1	15	\$41,682
17	FASENRA PEN*	Asthma	2	8	\$40,749
18	DOVATO*	Human Immunodeficiency Virus Disease	1	12	\$35,604
19	UBRELVY	Migraine	3	14	\$33,378
20	MOUNJARO	Diabetes	5	22	\$30,062
21	XARELTO	Blood Thinner	8	20	\$27,940
22	NURTEC	Migraine	3	8	\$25,823
23	TRELEGY ELLIPTA	COPD / Asthma	8	21	\$23,067
24	DUPIXENT*	Atopic Dermatitis	1	6	\$22,673
25	TRESIBA FLEXTOUCH	Diabetes	8	17	\$16,433
Total			122	616	\$2,101,454

The top 25 brands represent 77% of total plan paid.
Largest Driver: Cancer

*Specialty
**Limited Distribution

Top 25 Generic Medications: Plan Paid



Rank	Drug Name	Indication	Utilizers	Claim Count	Plan Paid
1	DASATINIB*	Cancer	2	4	\$42,059
2	ALBUTEROL SULFATE HFA	Asthma	149	253	\$13,574
3	BUDESONIDE/FORMOTEROL FUM ARATE DIHYDRATE	Asthma	16	28	\$10,973
4	AMLODIPINE/VALSARTAN/HYDROCHLOROTHIAZIDE	High Blood Pressure	3	7	\$6,277
5	ATORVASTATIN CALCIUM	High Cholesterol	170	453	\$5,539
6	FLUTICASONE PROPIONATE/SALMETEROL DISKUS	Asthma	18	26	\$5,344
7	BUPRENORPHINE HYDROCHLORIDE/NALOXONE HYDROCHLORIDE	Substance Use Disorder	4	33	\$5,049
8	AMLODIPINE BESYLATE	High Blood Pressure	135	398	\$4,213
9	EPINEPHRINE	Allergic Reaction	5	6	\$3,388
10	TACROLIMUS*	Transplant	7	20	\$3,282
11	METFORMIN HYDROCHLORIDE ER	Diabetes	30	73	\$2,958
12	FLUTICASONE PROPIONATE	Allergies	100	181	\$2,380
13	DAPAGLIFLOZIN PROSPANEDIOL	Diabetes	2	2	\$2,273
14	LEVOTHYROXINE SODIUM	Thyroid Disorder	43	153	\$2,240
15	METFORMIN HYDROCHLORIDE	Diabetes	67	182	\$2,204
16	MYCOPHENOLATE MOFETIL*	Transplant	1	7	\$2,198
17	CLINDAMYCIN PHOSPHATE	Acne	17	30	\$2,149
18	DEXLANSOPRAZOLE	GERD/Heart Burn	2	7	\$2,026
19	LISINAPRIL	Hypertension	54	168	\$2,000
20	ROSUVASTATIN CALCIUM	Hyperlipidemia	57	156	\$1,982
21	LOSARTAN POTASSIUM	Hypertension	57	164	\$1,707
22	OMEPRazole	GERD/Heart Burn	69	140	\$1,625
23	HYDROCHLOROTHIAZIDE	Hypertension	62	155	\$1,622
24	VALGANCICLOVIR HYDROCHLORIDE*	Cytomegalovirus	1	4	\$1,562
25	CLOBETASOL PROPIONATE	Dermatitis	19	33	\$1,559
Total			521	2,683	\$130,181

**The top 25 generics represent 5% of total plan paid.
Largest Driver: Chronic Myelocytic Leukemia.**

*Specialty

**Limited Distribution

Summary of Brand/Generic Changes



Overall	Changes in Plan Paid	Change in Claims	Change in Utilizers
Brand	\$318,640	-123	-100
Generic	\$68,895	746	3
Total	\$387,535	623	-97

Retail	Changes in Plan Paid	Change in Claims	Change in Utilizers
Brand	\$328,161	-156	-95
Generic	\$3,659	413	3
Total	\$331,820	257	-92

Mail	Changes in Plan Paid	Change in Claims	Change in Utilizers
Brand	-\$9,522	33	-4
Generic	\$65,237	333	-2
Total	\$55,715	366	-6

Controlled Medication Compare



Therapeutic Class	Indication	Change in \$ Plan Paid	Change in # Claims	Change in # Utilizers
Anxiety				
Benzodiazepines	Anxiety	-\$159	-5	4
Sleep Aids				
Non-Benzodiazepine - GABA-Receptor Modulators	Insomnia	-\$32	-1	0
ADHD				
Amphetamines	ADHD	\$151	1	0
Stimulants - Misc.	ADHD	-\$86	8	1
Opioid				
Opioid Agonists	Opioid	\$747	34	18
Opioid Antagonists	Opioid	\$333	3	1
Opioid Combinations	Opioid	\$90	5	0
Opioid Partial Agonists	Opioid	-\$2,781	2	1

Specialty Compare



Top 10 Specialty Therapeutic Class Increases	Indication	Change in Plan Paid	Change in Claims	Change in Cost Per Claim	Change in Utilizers
Cyclin-Dependent Kinases (CDK) Inhibitors	Cancer	\$137,944	4	\$34,486	0
Anti-TNF-alpha - Monoclonal Antibodies	Autoimmune Conditions	\$129,630	19	\$6,823	2
Antiretroviral Combinations	Human Immunodeficiency Virus Disease	\$49,533	10	\$4,953	-1
Antiandrogens	Cancer	\$44,935	3	\$14,978	0
Interleukin-5 Antagonists (IgG1 kappa)	Asthma	\$40,749	8	\$5,094	2
Anti-IgE Monoclonal Antibodies	Asthma	\$28,576	10	\$2,858	0
Antirheumatic - Janus Kinase (JAK) Inhibitors	Autoimmune Conditions	\$16,787	2	\$8,393	0
Atopic Dermatitis - Monoclonal Antibodies	Atopic Dermatitis	\$12,002	3	\$4,001	0
Interleukin-6 Receptor Inhibitors	Autoimmune Conditions	\$4,297	1	\$4,297	1
Proprotein Convertase Subtilisin/Kexin Type 9 Inhibitors	High Cholesterol	\$3,830	6	\$638	0
Top Specialty Therapeutic Class Decreases	Indication	Change in Plan Paid	Change in Claims	Change in Cost Per Claim	Change in Utilizers
Antineoplastic - BCR-ABL Kinase Inhibitors	Cancer	-\$91,929	-5	-\$18,386	0
Gonadotropin Releasing Hormone (GnRH) Antagonists	Cancer	-\$20,651	-8	-\$2,581	-1
Parathyroid Hormone And Derivatives	Osteoporosis	-\$20,063	-8	-\$2,508	0
Hepatitis B Agents	Hepatitis B	-\$7,448	-14	-\$532	-2



Thank You!

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