

WAREHOUSE LOCAL 730 HEALTH AND WELFARE FUND

January 2019 – December 2019

January 2020 – March 2020

Savings Results

Pharmacy Updates

June 18, 2020

Krista Foster, Sr. Client Manager

Samara Black, Pharmacy Executive

Together, all the way.®



PPO and Out of Network Savings Program

January 2019 – December 2019

In Network

	Charges	Network Allowed	Network Savings	%
Inpatient	\$ 1,950,040.35	\$ 1,270,734.37	\$ 679,305.98	34.8%
Outpatient	\$ 3,687,818.28	\$ 1,264,552.86	\$ 2,423,265.42	65.7%
Physician	\$ 2,209,655.89	\$ 1,068,418.34	\$ 1,141,237.55	51.6%
Total	\$ 7,847,514.52	\$ 3,603,705.57	\$ 4,243,808.95	54.0%

Out of Network

Savings Program

	Charges	Network Allowed	Network Savings	%
Inpatient	\$ 138,365.00	\$ 83,776.46	\$ 54,588.54	39.4%
Outpatient	\$ 358,092.94	\$ 174,698.95	\$ 183,393.99	51.2%
Physician	\$ 852,725.32	\$ 221,283.80	\$ 631,441.52	74.05%
Total	\$ 1,349,183.26	\$ 479,759.21	\$ 869,424.05	64.4%



Total Year To Date Savings January 2019 – December 2019

	2019 Savings
PPO Network Savings	\$ 4,243,808.95
Out of Network Savings	\$ 869,424.05
Utilization Management Savings	\$ 34,707.00
Case Management Savings	\$ 197,655.00
Outpatient Care Management Savings	\$ 45,968.00
Total Year To Date Savings	\$ 5,391,563.00



PPO and Out of Network Savings Program

January 2020 – March 2020

In Network

	Charges	Network Allowed	Network Savings	%
Inpatient	\$ 182,459.90	\$ 161,428.76	\$ 21,031.14	11.5%
Outpatient	\$ 1,043,963.59	\$ 247,995.88	\$ 795,967.71	76.2%
Physician	\$ 451,180.00	\$ 208,124.38	\$ 243,055.62	53.8%
Total	\$ 1,677,063.49	\$ 617,549.02	\$ 1,060,054.47	63.1%

Out of Network

Savings Program

	Charges	Network Allowed	Network Savings	%
Inpatient	\$ 0.00	\$ 0.00	\$ 0.00	0.0%
Outpatient	\$ 0.00	\$ 0.00	\$ 0.00	0.00%
Physician	\$ 82,977.16	\$ 27,593.87	\$ 55,383.29	66.7%
Total	\$ 82,977.16	\$ 27,593.87	\$ 55,383.29	66.7%



Total Year To Date Savings January 2020 – March 2020

	YTD Savings
PPO Network Savings	\$ 1,060,054.47
Out of Network Savings	\$ 55,383.29
Utilization Management Savings	\$ 36,060.00
Case Management Savings	\$ 20,812.00
Outpatient Care Management Savings	\$ 6,694.00
Total Year To Date Savings	\$ 1,179,003.76



PHARMACY





Pharmacy Snapshot

Warehouse Employees Local 730 H&W Fund

Membership Summary

	Base	Current
Avg Number of Employees	0	0
Avg Number of Members	0	0
Unique Claimants - Pharmacy	497	480
Plan Utilization - Pharmacy	0.0%	0.0%

Scripts by Setting

	Base		Current	
	# of Scripts	Cost	# of Scripts	Cost
Retail	6,767	\$975,601	6,594	\$887,119
Mail Order	8	\$59,893	13	\$71,153

Top 5 Therapeutic Classes by Total Cost

	Base
Anti-Inflam Disease Modifiers	\$236,277
Antivirals, Hiv Specific	\$135,886
Multiple/Lateral Sclerosis	\$123,919
Hypoglycemics	\$97,996
Anticonvulsants	\$45,761
	Current
Anti-Inflam Disease Modifiers	\$198,986
Antivirals, Hiv Specific	\$169,897
Multiple/Lateral Sclerosis	\$128,046
Hypoglycemics	\$113,029
Insulins	\$60,718

Top 5 Prescribed Drugs by Total Cost

	Base	Current
Humira Pen	\$130,379	\$105,451
Gilenya	\$92,835	\$83,370
Humira	\$41,869	\$54,830
Atripla	\$26,341	\$44,464
Orencia Clickject	\$26,338	\$38,486

Payment Statistics

	Base	Current
Plan Cost PEPY - Pharmacy	\$0	\$0
Plan Cost PMPY - Pharmacy	\$0	\$0
Cost Share PMPY - Pharmacy	\$0	\$0
Prescriptions PMPY	0.0	0.0

Statistics by Gender

	Base		Current	
	Female	Male	Female	Male
Percent of Prescriptions	41.8%	58.2%	37.4%	62.6%
Percent of Payments	39.1%	60.9%	34.7%	65.3%
Avg Number of Scripts	14.4	13.1	14.0	13.6
Avg Payment per Claimant	\$2,064	\$2,096	\$1,888	\$2,059

Top 5 Therapeutic Classes by # of Prescriptions

	Base
ACE/ARB	746
Lipid Lowering	560
Hypoglycemics	458
Ca Channel Blockers	371
Asthma Related	310
	Current
ACE/ARB	636
Lipid Lowering	474
Hypoglycemics	434
Asthma Related	326
Ca Channel Blockers	318

Top 5 Prescribed Drugs by Total # of Prescriptions

	Base	Current
Amlodipine Besylate	330	304
Atorvastatin Calcium	181	184
Vitamin D2	179	158
Lisinopril	177	139
Rosuvastatin Calcium	132	135

July 2020 Cigna formulary updates

Expanded choice. Enhanced UM. Total cost care lens.



Express Scripts claim engine in 2021

Proprietary Claims Engine

Flexibility to deliver even greater value

- **Drug affordability** for high-cost conditions like diabetes with Patient Assurance Program
- Enhanced **Specialty Drug Solutions** around days supply and copay assistance management
- **SafeGuardRx** expansion
- Comprehensive **gaps in care** management strengthened by RationalMed® for Cigna
- Customer discounts through plan on excluded medications
- Strengthened refill too soon logic

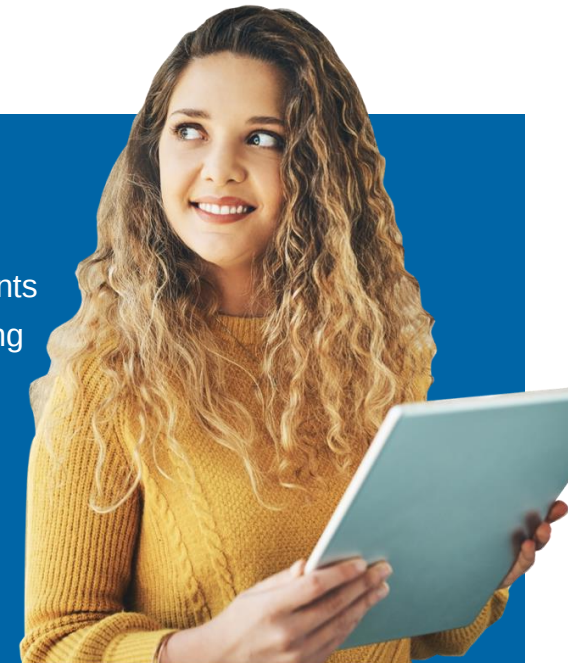
And it's just the beginning.

Client experience

- Upgrade will occur at renewal
- Client Handbook will be provided and reviewed in preparation

A measured, phased approach

- Expertise with complex requirements
- End-to-end operating and process monitoring
- Robust testing for data accuracy
- Ongoing claims monitoring



Customer experience

No changes to pharmacy benefit access or medication information
No changes to toll-free numbers or access to Cigna's online tools
New ID Cards will be provided at no additional cost



Cigna



EXPRESS SCRIPTS®



Pharmacy Drug Utilization Management Performance

Essential Protection Package

Warehouse Employees Local 730 H&W Fund

Savings summary

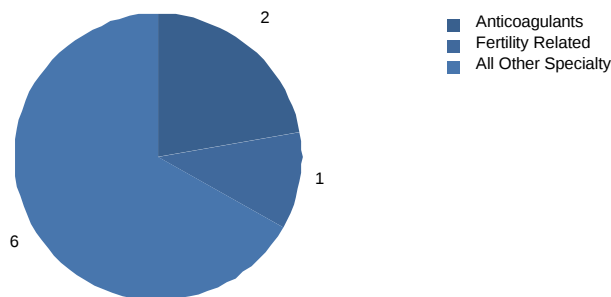
Edit Type	Impacted Members	Savings
Baseline*	92	\$26,066
Specialty Utilization Management	3	\$14,250
Quantity Limits	19	\$6,732
Prior Authorization	1	\$4,404
Step Therapy	1	\$239
Total	105	\$51,691

* Programs within this group are Refill Too Soon, Dose Optimization (DACON), Quantity over time, certain age limits, maximum dose, cost, and quantity per script

Savings by therapeutic class

Therapeutic Class	Impacted Members	Savings
Fertility Related	1	\$13,923
Estrogenic/Androgenic/Progest	2	\$4,404
Impotency Related	14	\$4,240
Topical Other	2	\$1,848
Other Antiinfectives	4	\$428
Anticoagulants	5	\$327
Lipid Lowering	12	\$239
Antagonists/Withdrawal Aids	1	\$125
Antiulcer	8	\$52
All Other	77	\$39

Specialty UM: Members impacted by therapeutic class



Specialty UM savings : \$14,250

Comments

- A total of 105 members were impacted through various utilization management programs that resulted in savings of \$51,691
- The greatest savings were driven by the Baseline edits
- Specialty UM savings - top therapeutic classes : Fertility Related, Anticoagulants, Multiple/Lateral Sclerosis
- The Essential Protection package helps protect against potentially harmful, ineffective or unnecessary drug treatments and rising drug costs by checking for:
 - Customer diagnosis matches clinical guidelines for use
 - Clinically appropriate quantity, dose, and duration of use
 - Error, inappropriate drug use and opportunity to reduce waste
 - Promotion of safe and effective drugs that deliver better value
 - Specialty medication coaching, specialty condition support and holistic health coaching opportunities

FULL YEAR 2019 UTILIZATION





Key Indicator Summary

Warehouse Employees Local 730 H&W Fund

Key indicator

	Base	Current	Trend	Norm
Members				
Average Number of Employees	0	0	0.0%	
Average Number of Members	0	0	0.0%	
Cost and Utilization Trends				
Ingredient Cost PMPY	\$0.00	\$0.00	0.0%	\$1,357.36
Employer Paid PMPY	\$0.00	\$0.00	0.0%	\$1,286.90
Cost Share PMPY	\$0.00	\$0.00	0.0%	\$77.55
Cost Share as percent of Ingredient Cost	9.2%	8.9%	-0.3%	5.7%
Scripts PMPY	0.0	0.0	0.0%	7.9
Retail Adjusted Scripts PMPY	0.0	0.0	0.0%	10.9
Average Ingredient Cost per script	\$151.73	\$144.14	-5.0%	\$171.41
Generic Rx Utilization Rate	88.3%	90.7%	2.4%	90.3%
Mail Order Fill Rate - Percent of total	0.1%	0.2%	0.1%	5.2%
Mail Order Fill Rate - Retail adjusted	0.2%	0.2%	-0.0%	10.6%
Formulary Brand Compliance Rate	78.8%	87.4%	8.6%	83.3%
Specialty Pharmacy				
Specialty Ingredient Cost PMPY	\$0.00	\$0.00	0.0%	\$641.45
Specialty Scripts PMPY	0.0	0.0	0.0%	0.1
Specialty as Percent of Total Employer Paid	54.0%	59.6%	5.6%	49.6%

Comments

- Pharmacy ingredient cost remained at \$0.00 PMPY , and compares to a norm of \$1,357.36 PMPY
- Scripts remained at 0.0 PMPY and compares to a norm of 7.9 PMPY
- The generic prescription utilization rate increased from 88.3% to 90.7%, and compares to a norm of 90.3%. Based on the difference between Brand and Generic costs per prescription the savings are \$149,520



Top Therapeutic Class Trend

Warehouse Employees Local 730 H&W Fund

Therapeutic class trend driver analysis by plan spend

Rank	Base	Current	Therapeutic Class	Condition	Plan Spend PMPY				Unique Members	Utilizing Members	Days Supply PMPY	Inflation
					Base	Current	Trend	Norm	Current	Trend	Trend	Trend
1	1	1	Anti-Inflam Disease Modifiers	Arthritis	\$0.00	\$0.00	0.0%	\$295.08	5	0.0%	0.0%	4.3%
2	2	2	Antivirals, HIV Specific	HIV	\$0.00	\$0.00	0.0%	\$35.18	7	0.0%	0.0%	3.8%
3	3	3	Multiple/Lateral Sclerosis	Multiple Sclerosis	\$0.00	\$0.00	0.0%	\$55.72	2	0.0%	0.0%	4.0%
4	4	4	Hypoglycemics	Diabetes	\$0.00	\$0.00	0.0%	\$96.84	53	3.9%	0.0%	3.9%
6	5	5	Insulins	Diabetes	\$0.00	\$0.00	0.0%	\$65.21	14	-6.7%	0.0%	15.9%
7	6	6	Asthma Related	Asthma	\$0.00	\$0.00	0.0%	\$84.36	86	3.6%	0.0%	3.3%
9	7	7	ACE/ARB	Hypertension	\$0.00	\$0.00	0.0%	\$15.45	114	0.0%	0.0%	0.0%
17	8	8	Immune Related	Transplant	\$0.00	\$0.00	0.0%	\$2.86	3	-25.0%	0.0%	3.1%
8	9	9	Impotency Related	Erectile Dysfunction	\$0.00	\$0.00	0.0%	\$10.76	33	-2.9%	0.0%	35.4%
10	10	10	Narcotic Analgesics	Pain	\$0.00	\$0.00	0.0%	\$20.96	76	-14.6%	0.0%	8.5%
11	11	11	Antiulcer	Ulcer / Heartburn	\$0.00	\$0.00	0.0%	\$18.92	59	25.5%	0.0%	6.6%
14	12	12	Beta Blockers	Heart/Hypertension	\$0.00	\$0.00	0.0%	\$12.52	44	4.8%	0.0%	0.1%
16	13	13	Eye	Dry Eyes	\$0.00	\$0.00	0.0%	\$17.36	34	-22.7%	0.0%	22.4%
5	14	14	Anticonvulsants	Seizures	\$0.00	\$0.00	0.0%	\$29.18	23	-4.2%	0.0%	11.4%
12	15	15	Lipid Lowering	Cholesterol	\$0.00	\$0.00	0.0%	\$31.99	84	-7.7%	0.0%	-0.3%
			All Other		\$0.00	\$0.00	0.0%	\$572.05	436	-2.0%	0.0%	3.4%
Total					\$0.00	\$0.00	0.0%	\$1,364.44	480	-3.4%	0.0%	4.9%

Comments

- The top 15 therapy classes accounted for . (.) of total plan spend PMPY . in the current period
- Rebate discounts reduced plan spend by . PMPY (0.0%) in the current period, and are reflected in the Plan Spend above. The top therapeutic classes for rebate discounts were ACE/ARB, Acne Agents and Anesthetics



Top Drugs by Spend

Warehouse Employees Local 730 H&W Fund

Top drugs by spend

Rank		Drug Name	Condition	Plan Spend PMPY				Plan Spend	Unique Members		Scripts	
Base	Current			Base	Current	Trend	Norm		Base	Current	Base	Current
2	1	Gilenya (SRx)	Multiple Sclerosis	\$0.00	\$0.00	0.0%	\$0.00	\$105,451	1	1	11	12
1	2	Humira Pen (SRx)	Arthritis	\$0.00	\$0.00	0.0%	\$63.10	\$83,370	2	2	25	15
4	3	Atripla (SRx)	HIV	\$0.00	\$0.00	0.0%	\$0.00	\$54,830	2	2	9	18
3	4	Humira (SRx)	Arthritis	\$0.00	\$0.00	0.0%	\$4.88	\$44,464	1	1	8	8
-	5	Humira(Cf) Pen (SRx)	Arthritis	\$0.00	\$0.00	0.0%	\$78.24	\$38,486	0	1	0	7
40	6	Enbrel Mini (SRx)	Arthritis	\$0.00	\$0.00	0.0%	\$0.00	\$32,667	1	1	1	6
7	7	Trulicity	Diabetes	\$0.00	\$0.00	0.0%	\$22.86	\$30,317	5	6	32	41
27	8	dalfampridine er (SRx)	Multiple Sclerosis	\$0.00	\$0.00	0.0%	\$2.30	\$22,595	1	1	4	11
10	9	Tivicay (SRx)	HIV	\$0.00	\$0.00	0.0%	\$2.02	\$20,573	1	1	12	11
11	10	Descovy (SRx)	HIV	\$0.00	\$0.00	0.0%	\$3.01	\$20,514	1	1	11	11
8	11	Complera (SRx)	HIV	\$0.00	\$0.00	0.0%	\$0.00	\$17,845	2	2	8	6
12	12	Genvoya (SRx)	HIV	\$0.00	\$0.00	0.0%	\$10.10	\$16,288	1	1	6	5
15	13	Januvia	Diabetes	\$0.00	\$0.00	0.0%	\$17.32	\$15,677	6	6	35	36
63	14	Odefsey (SRx)	HIV	\$0.00	\$0.00	0.0%	\$7.53	\$15,106	1	1	1	5
17	15	Truvada (SRx)	HIV	\$0.00	\$0.00	0.0%	\$7.12	\$14,935	1	1	8	8
32	16	Tresiba Flextouch U-200	Diabetes	\$0.00	\$0.00	0.0%	\$10.53	\$14,126	2	3	15	22
31	17	Kombiglyze Xr	Diabetes	\$0.00	\$0.00	0.0%	\$0.94	\$13,220	3	3	20	33
22	18	Xtampza Er	Pain	\$0.00	\$0.00	0.0%	\$5.29	\$13,034	1	2	24	22
44	19	tadalafil	Erectile Dysfunction	\$0.00	\$0.00	0.0%	\$5.43	\$12,100	11	17	14	80
18	20	Dexilant	Ulcer / Heartburn	\$0.00	\$0.00	0.0%	\$5.89	\$11,997	10	9	51	44

Comments

- The top 20 drugs by plan spend PMPY accounted for . (.) of all plan spend PMPY (.) in the current period



Specialty Pharmacy & Medical - Top Therapeutic Class Trend

Warehouse Employees Local 730 H&W Fund

Therapeutic class trend driver analysis by plan spend

Rank		Therapeutic Class	Condition	Plan Spend			Benefit Drug Spend Current		Unique Members	Utilizing Members
Base	Current			Base	Current	Trend	Pharmacy	Medical	Current	Trend
1	1	Anti-Inflam Disease Modifiers	RA/Psoriasis/Crohn's	\$236,277	\$198,986	-15.8%	\$198,986	-	5	-
2	2	Antivirals, HIV Specific	Antivirals, HIV Specific	\$135,886	\$169,897	25.0%	\$169,897	-	7	-
3	3	Multiple/Lateral Sclerosis	Multiple Sclerosis	\$123,919	\$128,046	3.3%	\$128,046	-	2	-
4	4	Immune Related	IVIG/Immune-related	\$9,174	\$19,538	113.0%	\$19,538	-	3	-25.0%
5	5	Thyroid/Parathyroid	Thyroid/Parathyroid	\$8,668	\$7,151	-17.5%	\$7,151	-	1	-
-	6	Anticoagulants	Anticoagulants		\$2,895	-	\$2,895	-	3	-
6	7	Blood Related Other	Other Blood Disorders	\$561	\$66	-88.2%	\$66	-	1	-66.7%
		All Other Specialty		\$0	\$0	100.0%	\$0			
Total				\$514,486	\$526,579	2.4%	\$526,579		21	-4.5%

Comments

- The top ten therapy classes accounted for 100.0% (\$526,579) of the total specialty plan spend (\$526,579) in the current period.



Specialty Pharmacy & Medical - Top Drug Spend

Warehouse Employees Local 730 H&W Fund

Top drugs by spend

Rank				Plan Spend			Members		Claims	
Base	Current	Drug Name	Condition	Base	Current	Trend	Base	Current	Base	Current
2	1	Gilenya(SRx)	Multiple Sclerosis	\$92,835	\$105,451	13.6%	1	1	11	12
1	2	Humira Pen(SRx)	RA/Psoriasis/Crohn's	\$130,379	\$83,370	-36.1%	2	2	25	15
4	3	Atripla(SRx)	Antivirals, HIV Specific	\$26,341	\$54,830	108.2%	2	2	9	18
3	4	Humira(SRx)	RA/Psoriasis/Crohn's	\$41,869	\$44,464	6.2%	1	1	8	8
-	5	Humira(Cf)	RA/Psoriasis/Crohn's	-	\$38,486	-	-	1	-	7
17	6	Enbrel Mini(SRx)	RA/Psoriasis/Crohn's	\$5,177	\$32,667	531.0%	1	1	1	6
14	7	Dalfampridine Er	Multiple Sclerosis	\$9,451	\$22,595	139.1%	1	1	4	11
8	8	Tivicay(SRx)	Antivirals, HIV Specific	\$21,376	\$20,573	-3.8%	1	1	12	11
9	9	Descovy(SRx)	Antivirals, HIV Specific	\$19,810	\$20,514	3.6%	1	1	11	11
6	10	Complera(SRx)	Antivirals, HIV Specific	\$23,042	\$17,845	-22.6%	2	2	8	6
10	11	Genvoya(SRx)	Antivirals, HIV Specific	\$18,988	\$16,288	-14.2%	1	1	6	5
20	12	Odefsey(SRx)	Antivirals, HIV Specific	\$2,880	\$15,106	424.5%	1	1	1	5
12	13	Truvada(SRx)	Antivirals, HIV Specific	\$14,407	\$14,935	3.7%	1	1	8	8
-	14	Biktarvy(SRx)	Antivirals, HIV Specific	-	\$9,804	-	-	1	-	3
-	15	Prograf(SRx)	IVIG/Immune-related	-	\$8,946	-	-	1	-	5
		All Other Specialty		\$107,929	\$20,705	-80.8%	12	7	85	79
Total				\$514,486	\$526,579	2.4%	22	21	189	210

Comments

- The top fifteen Specialty Pharmacy and Medical drugs accounted for 96.1% (\$505,874) of the total Specialty plan spend (\$526,579) in the current period.
- The Specialty Top Drugs by Plan Spend are: Gilenya (\$105,451), Humira Pen (\$83,370), and Atripla (\$54,830).

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