

Bakers Union and FELRA Health and Welfare fund

January – December 2019

March 4, 2020

Presenters:
Holly Agoney: Strategic Account Executive

Agenda

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Your OptumRx Team



Holly Agoney

Strategic Account Executive



Nicole Rogers

Pharmacy Account Manager



Fabian Gonzalez

Pharmacy Service Specialist



Adam Towner

Director, Client Management

1. Key Performance Indicators

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

9.3%

Plan Paid PMPM Trend

\$117.43

Plan Paid PMPM

7.6%

greater than Labor and Trust benchmark

84.5%

GDR

0.6%

greater than previous

1.7%

less than Labor and Trust benchmark

7.7%

Member Share

0.2%

less than previous

2.1%

less than Labor and Trust benchmark

40.3%

Specialty Plan Paid Percent

4.1%

greater than previous

10.1%

greater than Labor and Trust benchmark

\$117.30

Avg Plan Paid/Rx

\$8.09

greater than previous

\$6.40

greater than Labor and Trust benchmark

755

Average Eligible Members

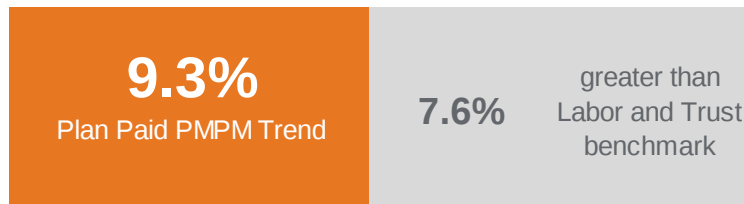
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greater than previous

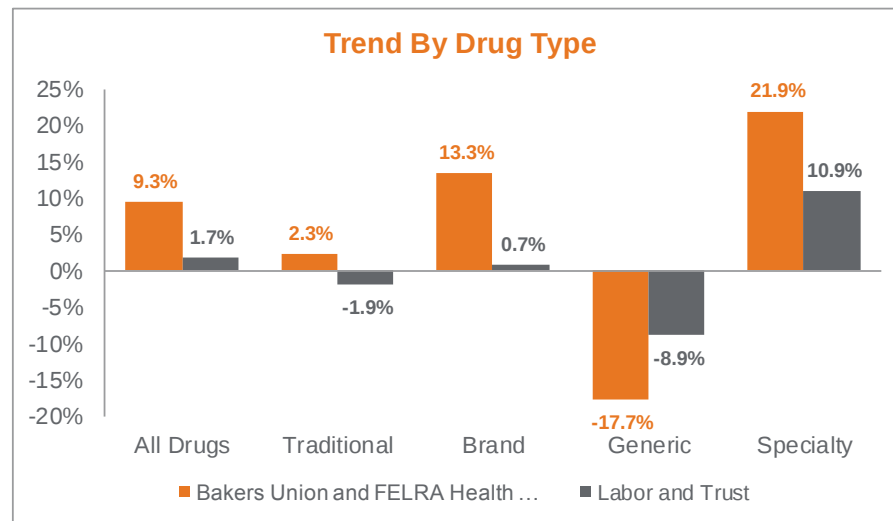
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Client Trend



Specialty: Greatest PMPM Change of \$8.49



Plan Paid PMPM

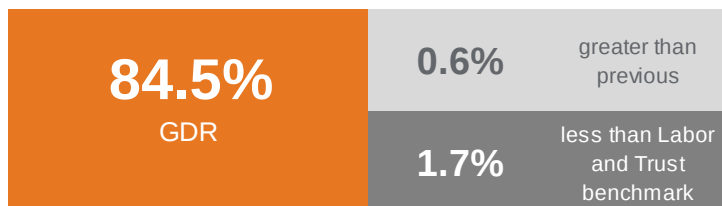
Specialty/Traditional			
Claim Type	Jan 19 - Dec 19	Jan 18 - Dec 18	Percent Change
Specialty	\$47.29	\$38.80	21.9%
Traditional	\$70.14	\$68.60	2.3%
All Drugs	\$117.43	\$107.40	9.3%

Traditional			
Claim Type	Jan 19 - Dec 19	Jan 18 - Dec 18	Percent Change
Brand	\$50.00	\$44.13	13.3%
Generic	\$20.14	\$24.46	-17.7%
Traditional	\$70.14	\$68.60	2.3%

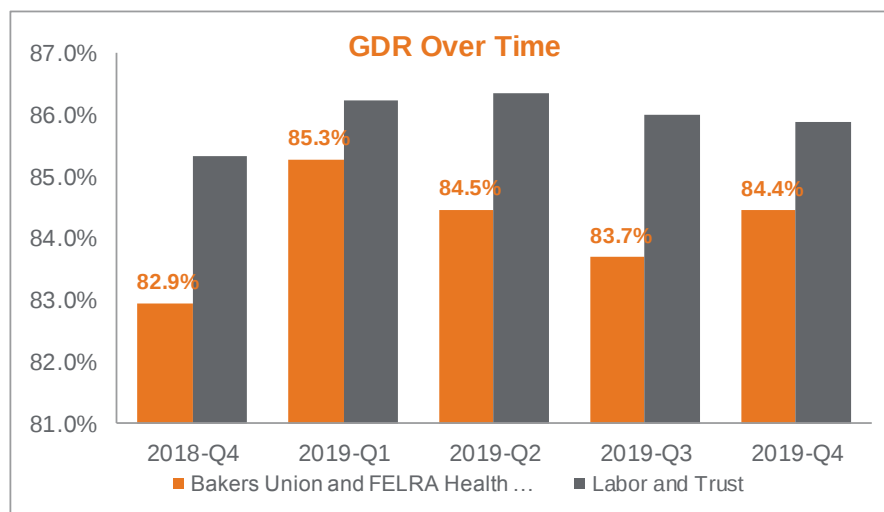
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

GDR



GDR increase of 0.6% equals a savings of \$26,131



Top Classes GDR Increase

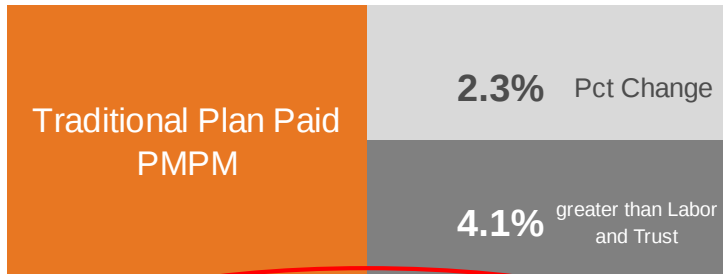
Class	Jan 19 - Dec 19	Jan 18 - Dec 18	Increase
Impotence Agents	100.0%	65.1%	34.9%
Gout Agents & Combos	91.9%	74.2%	17.7%
Atypical Antipsychotics	81.7%	67.6%	14.0%

2. Cost Drivers

4a. Driver Analytics - Bakers Union and FELRA Health and Welfare Fund

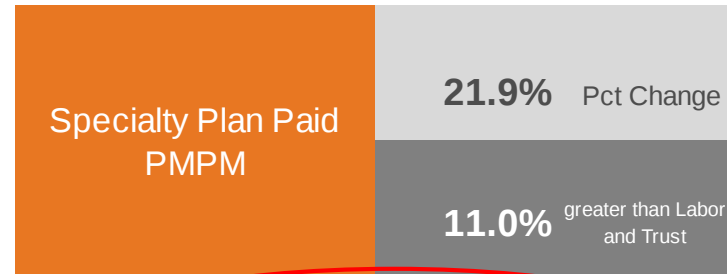
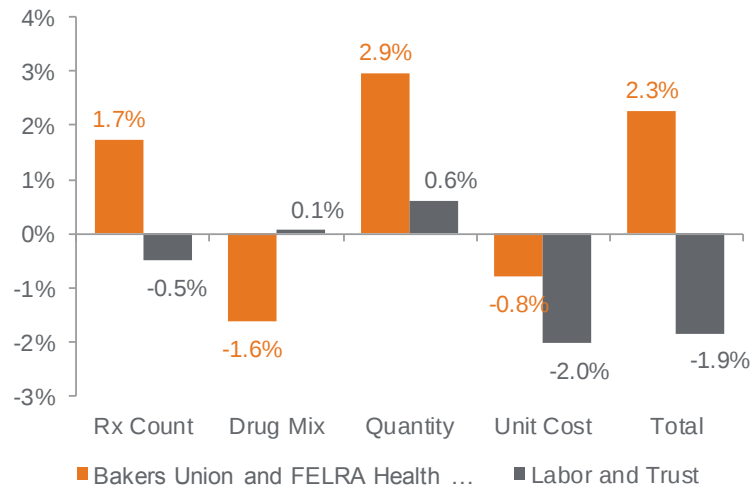
Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Traditional and Specialty Plan Paid PMPM



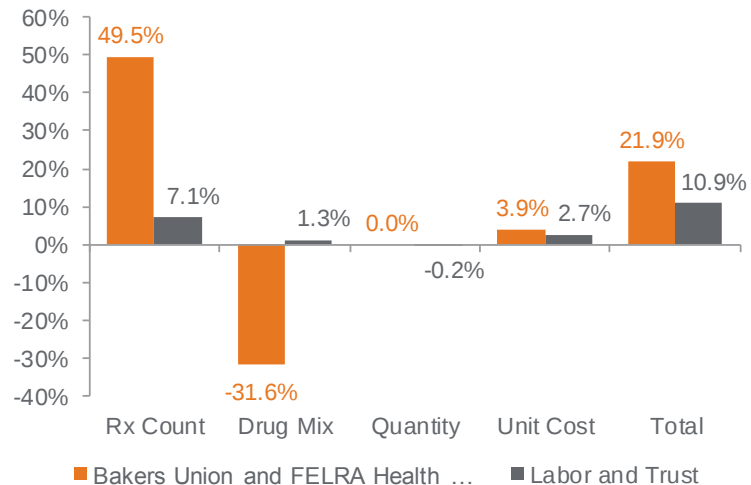
Most Significant Driver: Quantity
2.9% increase

Traditional



Most Significant Driver: Rx Count
49.5% increase

Specialty



top disease categories by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Curr Rank	Prev Rank	Disease Category Name	Jan 19 - Dec 19								
			Plan Paid	Utilizers	Rxs	Plan Paid per Rx	GDR	Plan Paid PMPM	Avg Plan Paid Pct Change	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change
1	1	Inflammatory Conditions	\$293,424	9	60	\$4,890.40	11.7%	\$32.39	-23.4%	99.3%	52.7%
2	2	Diabetes	\$161,131	63	766	\$210.35	59.7%	\$17.79	16.4%	1.2%	17.9%
3	3	Oncology	\$125,523	6	50	\$2,510.46	80.0%	\$13.86	-18.1%	27.8%	4.6%
4	22	Non-Narcotic Analgesics	\$45,376	131	294	\$154.34	91.2%	\$5.01	466.1%	-3.3%	447.4%
5	5	Cardiovascular	\$44,990	162	2,020	\$22.27	94.5%	\$4.97	-3.1%	4.0%	0.8%
6	8	HIV	\$42,366	3	24	\$1,765.23	54.2%	\$4.68	3.4%	25.9%	30.2%
7	6	Misc Skin Condition	\$42,272	79	165	\$256.19	84.2%	\$4.67	18.3%	1.5%	20.0%
8	4	Asthma / COPD	\$41,338	59	279	\$148.16	42.7%	\$4.56	-10.6%	3.4%	-7.6%
9	10	Cholesterol Lowering Agents	\$26,802	105	843	\$31.79	96.1%	\$2.96	-3.0%	-0.9%	-3.9%
10	11	Seizure Disorders	\$21,403	39	255	\$83.93	84.7%	\$2.36	-25.2%	8.6%	-18.8%
Totals:			\$844,624		4,756	\$177.59	83.6%	\$93.24	22.5%	3.2%	26.3%
Plan Totals:			\$1,063,815		9,069	\$117.30	84.5%	\$117.43	7.4%	1.8%	9.3%

● #2 Diabetes- The % of Rxs to treat diabetes increased 1.2% PMPM.

● Persons with diabetes also tend to have these medical conditions.

↙ The cost to treat #1 Inflammatory Conditions, #2 Diabetes and #3 Oncology equal \$580.078 or 54.5% of total plan paid.

top traditional drugs by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Dec 19							
				Plan Paid	Utilizers	Rxs	Plan Paid Per Rx	Plan Paid PMPM	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change	Pct Total Plan Paid
1	163	VIMOVO	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$33,963	3	14	\$2,425.93	\$3.75	1,295.2%	4,634.1%	5.3%
2	2	STRIBILD	HIV-Multiclass Combo	\$33,641	1	11	\$3,058.23	\$3.71	37.0%	40.4%	5.3%
3	1	HUMALOG MIX 50/50 KWIKPEN ←	Insulin	\$19,782	2	13	\$1,521.69	\$2.18	-50.2%	-22.9%	3.1%
4	21	ABSORICA	Acne Products	\$19,022	2	9	\$2,113.56	\$2.10	199.0%	195.5%	3.0%
5	12	VICTOZA ←	GLP-1 Receptor Agonists	\$17,933	2	20	\$896.65	\$1.98	66.1%	99.2%	2.8%
6	13	SYMBICORT	Inhaled Asthma/COPD Combo	\$16,076	8	49	\$328.08	\$1.77	68.4%	79.3%	2.5%
7	3	LYRICA	Anticonvulsants - 2nd Generation	\$14,537	7	35	\$415.35	\$1.60	-22.5%	-19.8%	2.3%
8	8	REXULTI	Atypical Antipsychotics	\$13,705	1	13	\$1,054.20	\$1.51	17.8%	26.3%	2.2%
9	17	JANUMET ←	DPP-4 Inhibitors & Combos	\$12,093	3	28	\$431.91	\$1.33	46.9%	56.9%	1.9%
10	10	JANUVIA ←	DPP-4 Inhibitors & Combos	\$11,662	4	27	\$431.91	\$1.29	12.1%	18.4%	1.8%
11	25	HUMULIN R U-500 (CONCENTRATED) ←	Insulin	\$11,639	1	8	\$1,454.86	\$1.28	99.3%	99.3%	1.8%
12	9	INVOKANA ←	SGLT-2 Inhibitors & Combos	\$11,388	2	24	\$474.48	\$1.26	40.7%	14.7%	1.8%
13	7	JARDIANCE ←	SGLT-2 Inhibitors & Combos	\$11,353	2	24	\$473.04	\$1.25	-17.5%	-12.4%	1.8%
14	31	LANTUS SOLOSTAR ←	Insulin	\$10,253	4	42	\$244.13	\$1.13	82.0%	102.3%	1.6%
15	18	DEXILANT	Proton Pump Inhibitors	\$9,755	3	38	\$256.72	\$1.08	35.2%	41.2%	1.5%
16	206	HUMALOG KWIKPEN ←	Insulin	\$8,999	4	21	\$428.53	\$0.99	1,992.8%	1,658.1%	1.4%
17	15	TENOFOVIR DISOPROXIL FUMARATE	HIV-NRTI	\$8,725	2	13	\$671.16	\$0.96	17.8%	1.7%	1.4%
18	38	TRINTELLIX	Antidepressants	\$8,208	2	18	\$456.01	\$0.91	63.1%	85.8%	1.3%
19	30	SHINGRIX	Vaccines	\$6,956	31	47	\$148.00	\$0.77	30.1%	30.1%	1.1%
20	53	TOUJEO SOLOSTAR ←	Insulin	\$6,512	1	10	\$651.21	\$0.72	-0.3%	110.2%	1.0%
Totals:				\$286,202		464	\$616.81	\$31.59	32.9%	55.6%	45.0%
Traditional Plan Totals:				\$635,414		8,997	\$70.63	\$70.14	1.5%	2.3%	

← Diabetes – 10 out of the top 20 are diabetic medications
 These 10 meds equal \$111,624 of your top 20 traditional plan spend which is 17.6% of your total traditional plan spend and 10.5% of total plan spend.

12 out of the top 20 have moved up in rank

top specialty drugs by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Dec 19							
				Plan Paid	Utilizers	Rxs	Plan Paid Per Rx	Plan Paid PMPM	Rxs PMPM Pct Change	Plan Paid PMPM Pct Change	Pct Specialty Plan Paid
1	1	IBRANCE	Oncology	\$124,459	1	10	\$12,445.89	\$13.74	-0.3%	4.3%	29.1%
2	2	TREMFYA	Chronic Inflammatory Disease	\$67,543	1	6	\$11,257.12	\$7.46	-33.6%	-29.0%	15.8%
3	3	HUMIRA PEN	Chronic Inflammatory Disease	\$64,434	2	12	\$5,369.46	\$7.11	49.5%	66.6%	15.0%
4	7	OTEZLA	Chronic Inflammatory Disease	\$59,706	2	17	\$3,512.12	\$6.59	747.1%	776.9%	13.9%
5	6	SIMPONI ARIA	Chronic Inflammatory Disease	\$44,637	1	6	\$7,439.43	\$4.93	99.3%	109.1%	10.4%
6		ENBREL SURECLICK *	Chronic Inflammatory Disease	\$26,772	1	5	\$5,354.33	\$2.96			6.2%
7		DUPXENT *	Chronic Inflammatory Disease	\$19,042	1	6	\$3,173.59	\$2.10			4.4%
8		HUMIRA PEN-PS/UV STARTER *	Chronic Inflammatory Disease	\$9,210	1	1	\$9,210.17	\$1.02			2.1%
9		JADENU *	Antidotes	\$4,991	1	1	\$4,990.67	\$0.55			1.2%
10	8	BOTOX	Muscle Relaxants & Combos	\$4,931	1	4	\$1,232.68	\$0.54	-0.3%	0.0%	1.2%
11		SYNISC ONE *	Osteoarthritis	\$2,668	1	2	\$1,333.83	\$0.29			0.6%
12	10	ENOXAPARIN SODIUM	Injectable Anticoagulants	\$10	1	2	\$5.14	\$0.00	99.3%	-98.3%	0.0%
Totals:				\$428,400		72	\$5,950.01	\$47.29	93.9%	49.3%	100.0%
Specialty Plan Totals:				\$428,400		72	\$5,950.01	\$47.29	49.5%	21.9%	

* New meds not ranked previously for this time frame comparison

3. Supplemental

Bakers Union and FELRA Health and Welfare Fund

Date Filled: Jan 2019 - Dec 2019

Clinical Outcomes

11.0%

Percent Plan Paid Savings

			Savings		
Clinical Program	Number of Interventions	Number of Members Impacted	Total Plan Paid	Pct Plan Paid	Plan Paid PMPM
Prior Authorization	31	27	\$61,290	5.8%	\$6.77
Quantity Limit	7	6	\$18,564	1.7%	\$2.05
Step Therapy	140	110	\$37,495	3.5%	\$4.14
Total Savings:			\$117,349	11.0%	\$12.95

4. Appendix

plan performance - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Description	Bakers Union and FELRA Health and Welfare Fund			Book of Business: Labor and Trust	
	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change	Jan 19 - Dec 19	Pct Change
Average Eligible Members	755	752	0.3%		
Average Age	41.5	41.0	1.2%	38.6	0.0%
Total Plan Paid	\$1,063,815	\$969,591	9.7%		
Total Rxs	9,069	8,878	2.2%		
Plan Paid PMPM	\$117.43	\$107.40	9.3%	\$76.52	1.7%
Plan Paid per Rx	\$117.30	\$109.21	7.4%	\$110.90	3.5%
Rxs PMPM	1.00	0.98	1.8%	0.69	-1.8%
Member Paid Share	7.7%	7.9%	-2.7%	9.8%	0.9%
Generic Dispensing Rate	84.5%	83.8%	0.7%	86.1%	0.6%
Mail Order Rate	1.1%	1.2%	-6.6%	6.9%	-4.5%
Average Days Supply	26.5	26.6	-0.5%	37.4	3.0%
Specialty Plan Paid PMPM	\$47.29	\$38.80	21.9%	\$23.08	10.9%
Percent of Specialty Plan Paid	40.3%	36.1%	11.5%	30.2%	9.1%

traditional vs specialty - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Description	Traditional			Specialty		
	Jan 19 -	Jan 18 -	Pct	Jan 19 -	Jan 18 -	Pct
	Dec 19	Dec 18	Change	Dec 19	Dec 18	Change
Average Eligible Members	755	752	0.3%	755	752	0.3%
Total Plan Paid	\$635,414	\$619,287	2.6%	\$428,400	\$350,304	22.3%
Percent of Total Plan Paid	59.7%	63.9%	-6.5%	40.3%	36.1%	11.5%
Total Rx's	8,997	8,830	1.9%	72	48	50.0%
Plan Paid PMPM	\$70.14	\$68.60	2.3%	\$47.29	\$38.80	21.9%
Plan Paid per Rx	\$70.63	\$70.13	0.7%	\$5,950.01	\$7,298.00	-18.5%
Rx's PMPM	0.99	0.98	1.5%	0.008	0.005	49.5%
Generic Dispensing Rate	85.1%	84.2%	1.0%	2.8%	8.3%	-66.7%
Member Paid Share	12.0%	11.6%	3.2%	0.6%	0.6%	-4.7%
Member Paid per Rx	\$9.63	\$9.23	4.3%	\$33.63	\$43.29	-22.3%

key performance by quarter - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Description	Bakers Union and FELRA Health and Welfare Fund				
	2019-Q4	2019-Q3	2019-Q2	2019-Q1	2018-Q4
Average Eligible Members	709	847	727	736	741
Total Utilizers	368	335	329	354	337
Percent Total Utilizers	51.9%	39.5%	45.2%	48.1%	45.5%
Total Plan Paid	\$276,179	\$254,732	\$248,472	\$284,432	\$231,876
Total Rxs	2,423	2,182	2,238	2,226	2,168
Plan Paid PMPM	\$129.91	\$100.21	\$113.87	\$128.76	\$104.35
Plan Paid per Rx	\$113.98	\$116.74	\$111.02	\$127.78	\$106.95
Rxs PMPM	1.14	0.86	1.03	1.01	0.98
Member Paid Share	7.4%	7.5%	8.2%	7.8%	8.0%
Generic Dispensing Rate	84.4%	83.7%	84.5%	85.3%	82.9%
Mail Order Rate	1.2%	1.1%	1.2%	1.1%	1.2%
Average Days Supply	25.7	26.9	27.3	26.2	26.6
Specialty Plan Paid PMPM	\$54.83	\$42.56	\$40.15	\$52.52	\$39.68
Percent of Specialty Plan Paid	42.2%	42.5%	35.3%	40.8%	38.0%