

Bakers Union and FELRA Health and Welfare fund

Plan Review
January – June 2018

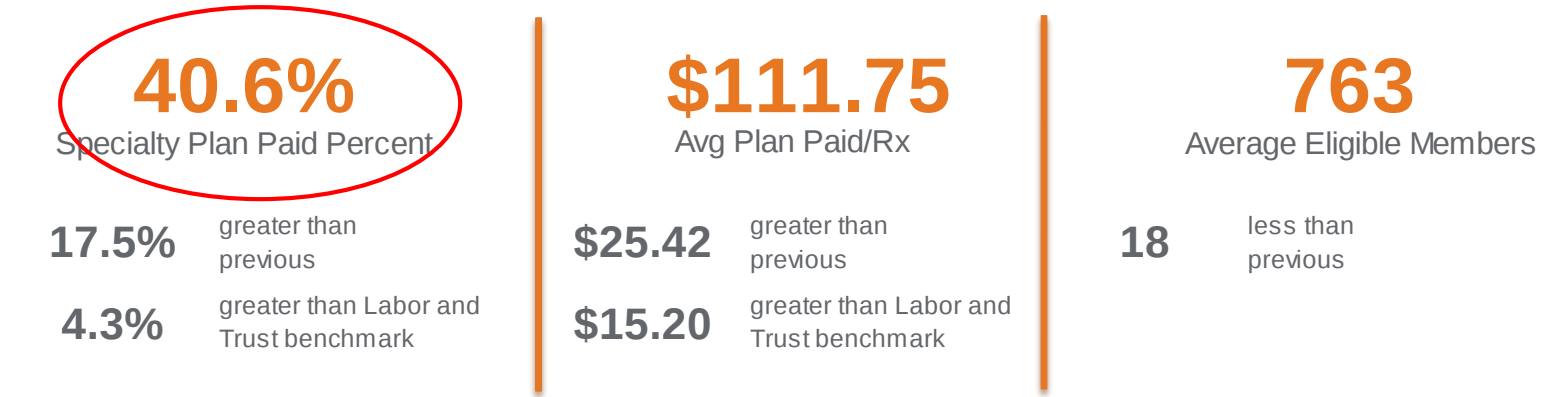
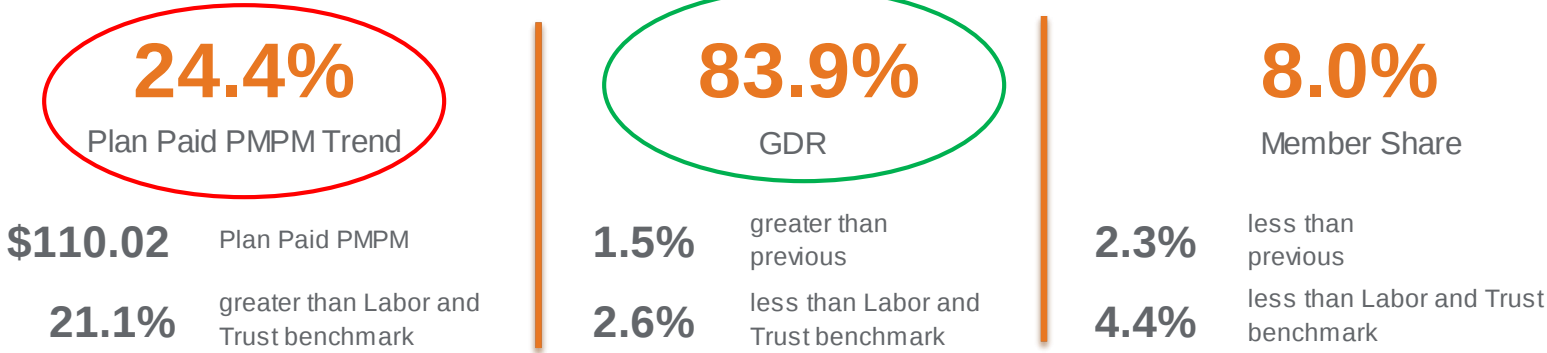
September 7, 2018

Presenters:
Holly Agoney: Account Executive

1. Key Performance Indicators

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17



plan performance - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Description	Bakers Union and FELRA Health and Welfare Fund			Book of Business: Labor and Trust	
	Jan 18 - Jun 18	Jan 17 - Jun 17	Pct Change	Jan 18 - Jun 18	Pct Change
Average Eligible Members	763	781	-2.3%		
Average Age	41.1	41.2	-0.3%	37.8	0.0%
Total Plan Paid	\$503,678	\$414,332	21.6%		
Total Rxs	4,507	4,799	-6.1%		
Plan Paid PMPM	\$110.02	\$88.42	24.4%	\$68.43	3.3%
Plan Paid per Rx	\$111.75	\$86.34	29.4%	\$96.56	4.9%
Rxs PMPM	0.98	1.02	-3.9%	0.71	-1.5%
Member Paid Share	8.0%	10.4%	-22.6%	12.4%	1.9%
Generic Dispensing Rate	83.9%	82.4%	1.8%	86.5%	0.6%
Mail Order Rate	1.3%	1.8%	-28.2%	8.3%	-2.9%
Average Days Supply	26.6	26.9	-0.8%	35.3	1.6%
Specialty Plan Paid PMPM	\$44.69	\$20.46	118.4%	\$24.84	11.5%
Percent of Specialty Plan Paid	40.6%	23.1%	75.5%	36.3%	7.9%

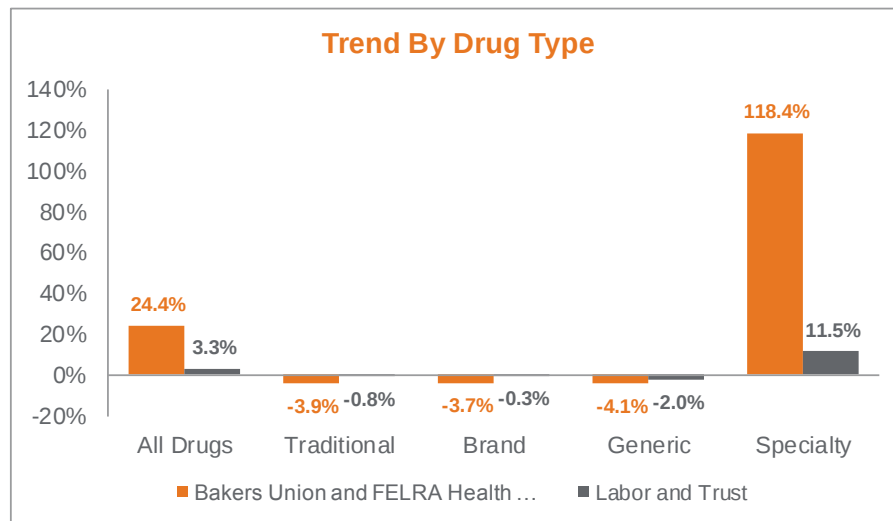
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Client Trend



Specialty: Greatest PMPM Change of \$24.23



Plan Paid PMPM

Specialty/Traditional			
Claim Type	Jan 18 - Jun 18	Jan 17 - Jun 17	Percent Change
Specialty	\$44.69	\$20.46	118.4%
Traditional	\$65.34	\$67.96	-3.9%
All Drugs	\$110.02	\$88.42	24.4%

Traditional			
Claim Type	Jan 18 - Jun 18	Jan 17 - Jun 17	Percent Change
Brand	\$41.47	\$43.06	-3.7%
Generic	\$23.87	\$24.90	-4.1%
Traditional	\$65.34	\$67.96	-3.9%

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

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Description	Traditional			Specialty		
	Jan 18 -	Jan 17 -	Pct	Jan 18 -	Jan 17 -	Pct
	Jun 18	Jun 17	Change	Jun 18	Jun 17	Change
Average Eligible Members	763	781	-2.3%	763	781	-2.3%
Total Plan Paid	\$299,108	\$318,467	-6.1%	\$204,570	\$95,864	113.4%
Percent of Total Plan Paid	59.4%	76.9%	-22.7%	40.6%	23.1%	75.5%
Total Rx's	4,470	4,767	-6.2%	37	32	15.6%
Plan Paid PMPM	\$65.34	\$67.96	-3.9%	\$44.69	\$20.46	118.4%
Plan Paid per Rx	\$66.91	\$66.81	0.2%	\$5,528.91	\$2,995.76	84.6%
Rx's PMPM	0.98	1.02	-4.0%	0.008	0.007	18.4%
Generic Dispensing Rate	84.4%	82.8%	1.9%	24.3%	25.0%	-2.7%
Member Paid Share	12.3%	12.7%	-2.9%	0.9%	1.7%	-45.7%
Member Paid per Rx	\$9.41	\$9.71	-3.1%	\$52.24	\$52.53	-0.5%

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

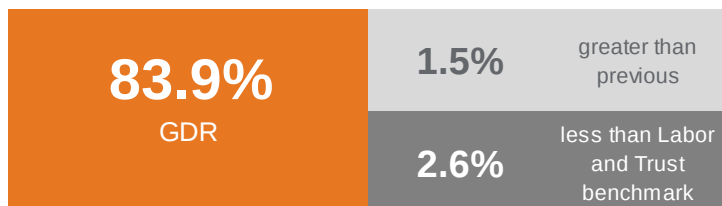
Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Description	Bakers Union and FELRA Health and Welfare Fund				
	2018-Q2	2018-Q1	2017-Q4	2017-Q3	2017-Q2
Average Eligible Members	759	767	772	763	770
Total Utilizers	355	352	372	360	378
Percent Total Utilizers	46.8%	45.9%	48.2%	47.2%	49.1%
Total Plan Paid	\$253,183	\$250,495	\$298,689	\$197,257	\$213,497
Total Rxs	2,250	2,257	2,444	2,263	2,412
Plan Paid PMPM	\$111.24	\$108.82	\$128.97	\$86.18	\$92.38
Plan Paid per Rx	\$112.53	\$110.99	\$122.21	\$87.17	\$88.51
Rxs PMPM	0.99	0.98	1.06	0.99	1.04
Member Paid Share	7.7%	8.4%	6.9%	9.8%	9.9%
Generic Dispensing Rate	83.8%	83.9%	81.5%	82.7%	82.8%
Mail Order Rate	1.2%	1.3%	1.6%	1.5%	2.2%
Average Days Supply	26.6	26.6	26.2	27.2	27.2
Specialty Plan Paid PMPM	\$41.67	\$47.66	\$61.75	\$22.20	\$21.23
Percent of Specialty Plan Paid	37.5%	43.8%	47.9%	25.8%	23.0%

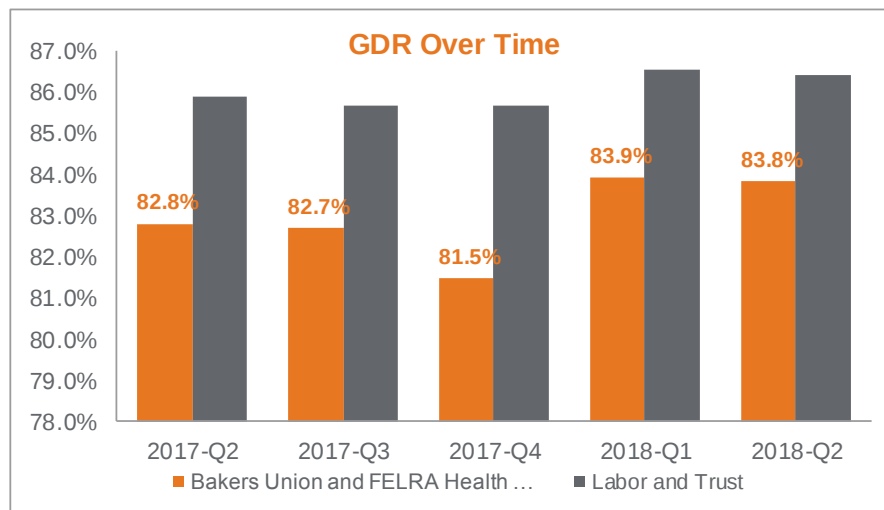
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

GDR



GDR increase of 1.5% equals a savings of \$19,039



Top Classes GDR Increase

Class	Jan 18 - Jun 18	Jan 17 - Jun 17	Increase
Impotence Agents	49.2%	0.0%	49.2%
Oral Anticoagulants	78.9%	47.1%	31.9%
Proton Pump Inhibitors	82.4%	63.0%	19.3%

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

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Member Summary

763

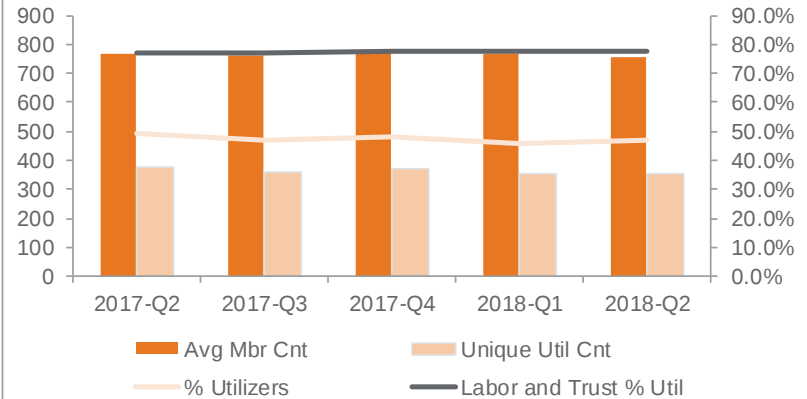
Average Eligible Members

18

less than
previous

19% of members using maintenance drugs are being treated for 4 or more disease categories

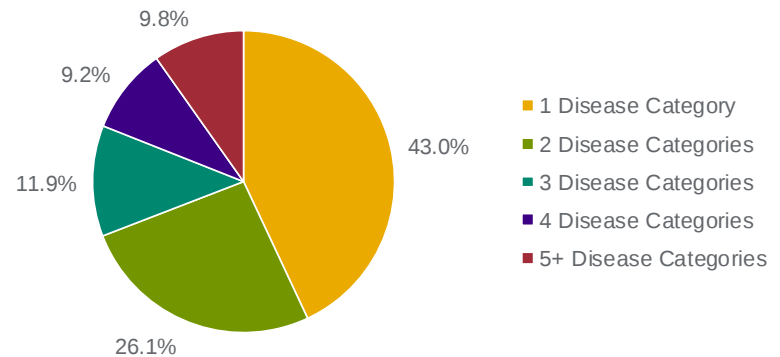
Members and Utilizers Over Time



Age Bands PMPM

Age Band	Plan Paid PMPM			BOB Age Adjusted PMPM
	Male	Female	Total	
< 10	\$0.89	\$1.08	\$1.97	\$1.42
10 - 19	\$0.90	\$1.15	\$2.05	\$3.82
20 - 34	\$0.93	\$8.62	\$9.55	\$8.19
35 - 44	\$0.75	\$1.42	\$2.16	\$7.68
45 - 54	\$3.89	\$16.22	\$20.11	\$32.14
55 - 64	\$25.71	\$31.76	\$57.47	\$50.42
65 - 74	\$12.20	\$2.22	\$14.42	\$10.28
75 - 84	\$0.86	\$0.00	\$0.86	\$1.87
85 +	\$1.62	\$0.00	\$1.62	\$0.54

% of Members by Disease Category Maintenance Drugs

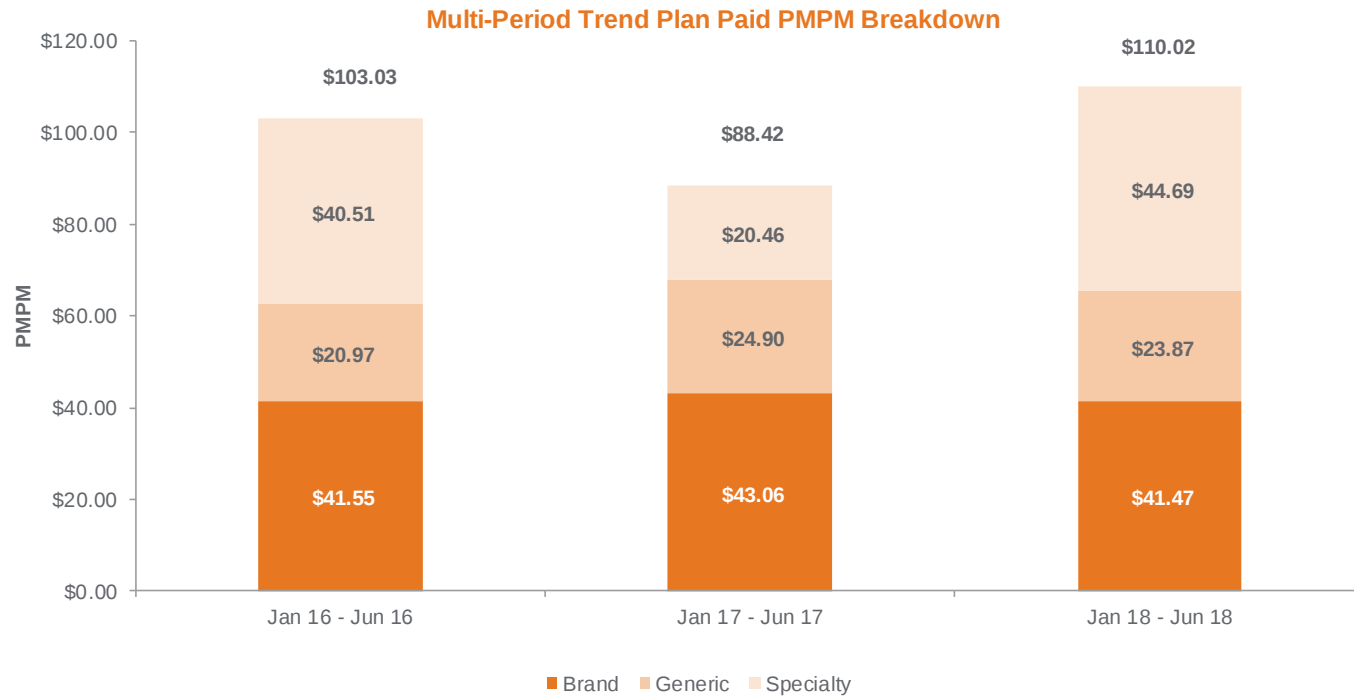


3. Three Period Trend

3. Multi-Period Trend - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Plan Paid PMPM Breakdown

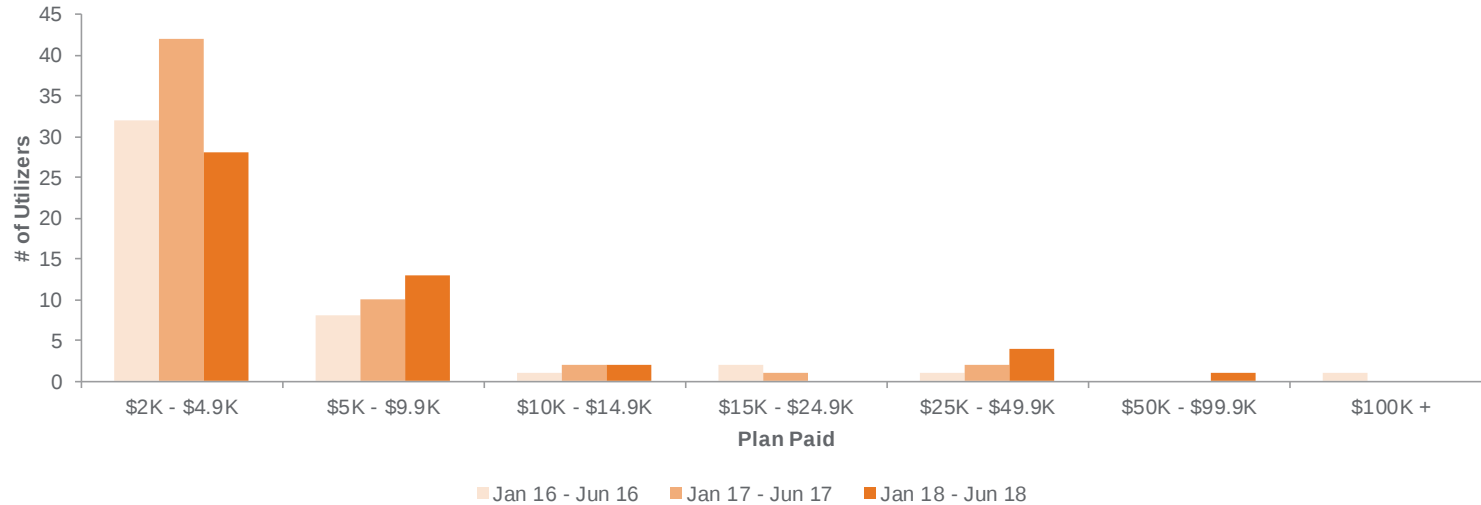


PMPM Trend	Brand	Generic	Specialty
Jan 18 - Jun 18 v Jan 17 - Jun 17	-3.7%	-4.1%	118.4%
Jan 17 - Jun 17 v Jan 16 - Jun 16	3.6%	18.8%	-49.5%
Average Trend	0.0%	7.3%	34.5%

3. Multi-Period Trend - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Plan Paid Distribution

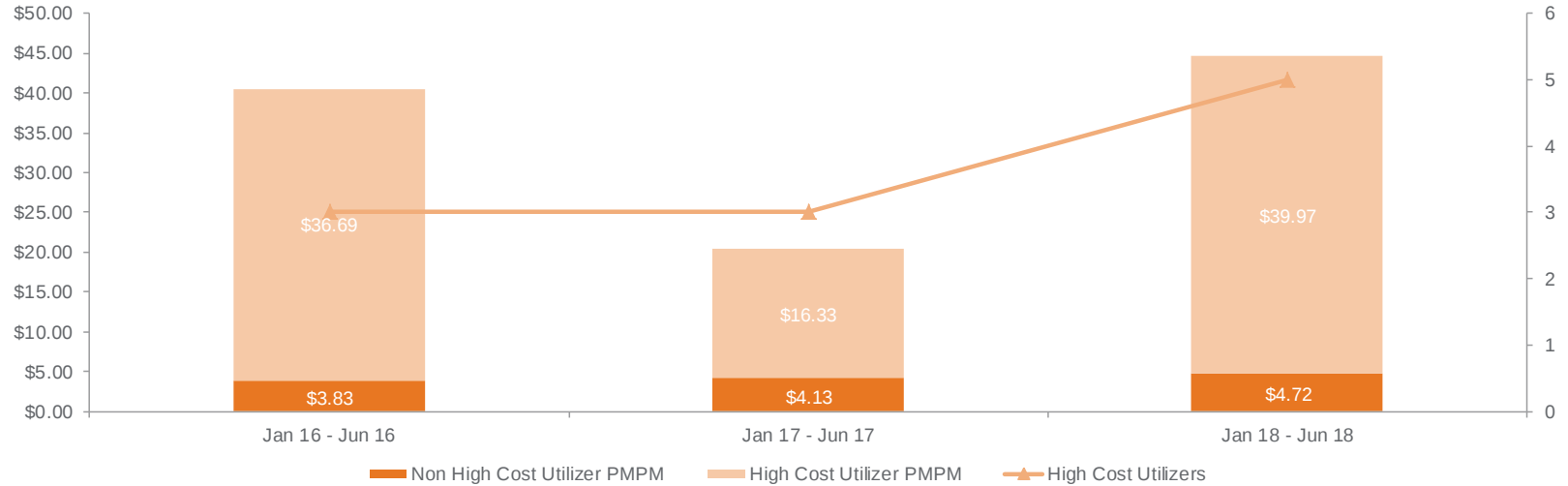


Total Plan Paid	Jan 18 - Jun 18				Jan 17 - Jun 17				Jan 16 - Jun 16			
	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid
\$0	60	\$0	13.9%	0.0%	59	\$0	13.2%	0.0%	70	\$0	16.7%	0.0%
>\$0 - \$1.9K	325	\$348	75.1%	22.4%	330	\$339	74.0%	27.0%	304	\$398	72.6%	25.2%
\$2K - \$4.9K	28	\$3,094	6.5%	17.2%	42	\$3,259	9.4%	33.0%	32	\$3,140	7.6%	20.9%
\$5K - \$9.9K	13	\$6,943	3.0%	17.9%	10	\$6,281	2.2%	15.2%	8	\$6,395	1.9%	10.6%
\$10K - \$14.9K	2	\$11,528	0.5%	4.6%	2	\$11,703	0.4%	5.6%	1	\$10,067	0.2%	2.1%
\$15K - \$24.9K	0	\$0	0.0%	0.0%	1	\$23,383	0.2%	5.6%	2	\$17,276	0.5%	7.2%
\$25K - \$49.9K	4	\$33,017	0.9%	26.2%	2	\$28,068	0.4%	13.5%	1	\$27,029	0.2%	5.6%
\$50K - \$99.9K	1	\$59,413	0.2%	11.8%	0	\$0	0.0%	0.0%	0	\$0	0.0%	0.0%
\$100K +	0	\$0	0.0%	0.0%	0	\$0	0.0%	0.0%	1	\$136,555	0.2%	28.4%

3. Multi-Period Trend - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Specialty Plan Paid PMPM Breakdown - High Cost Utilizers vs Non High Cost Utilizers



Specialty Utilizers			
Period	High Cost	Non High Cost	Total
Jan 18 - Jun 18	5	5	10
Jan 17 - Jun 17	3	6	9
Jan 16 - Jun 16	3	7	10

Specialty Utilizer Trend				Specialty PMPM Trend		
Period	High Cost	Non High Cost	Total	High Cost	Non High Cost	Total
Jan 18 - Jun 18 v Jan 17 - Jun 17	66.7%	-16.7%	11.1%	144.8%	14.2%	118.4%
Jan 17 - Jun 17 v Jan 16 - Jun 16	0.0%	-14.3%	-10.0%	-55.5%	7.4%	-49.5%
Average Trend	33.3%	-15.5%	0.6%	44.7%	10.8%	34.5%

5 Specialty High Cost Utilizers in the current period represented 50% of specialty utilizers and 89.4% of total Specialty Plan Paid

High Cost Utilizer is an individual utilizer with average monthly Plan Paid specialty spend of $\geq \$2,500$ within the given reporting period

4. Cost Drivers

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

\$110.02 Current Plan Paid PMPM	\$88.42 Previous Plan Paid PMPM	\$21.60 Plan Paid PMPM Change	24.4% Plan Paid PMPM Pct Change
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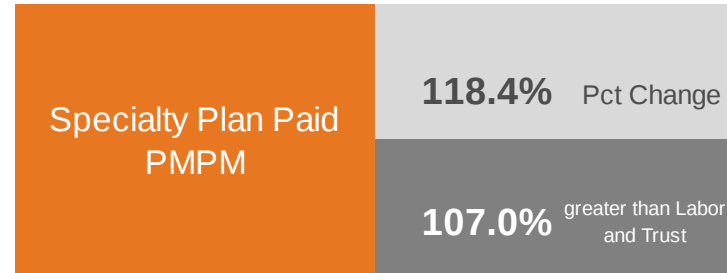
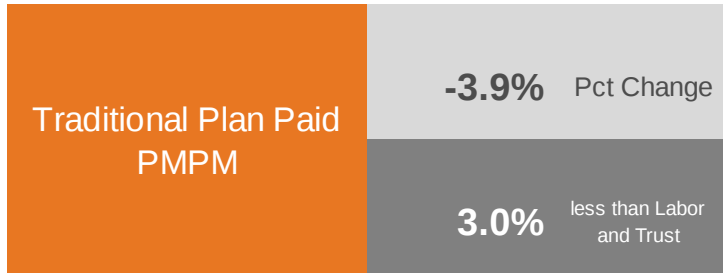
Cost Drivers

Rx Count	Drug Mix	Quantity	Unit Cost
-7.8%	29.0%	-0.2%	3.4%

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

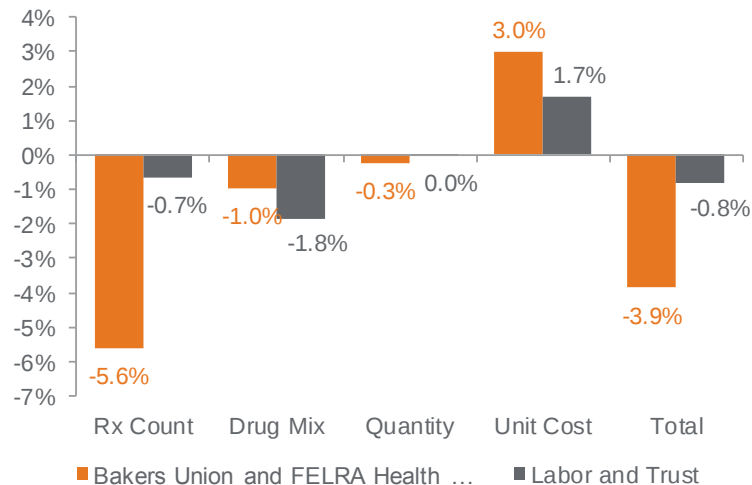
Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Traditional and Specialty Plan Paid PMPM



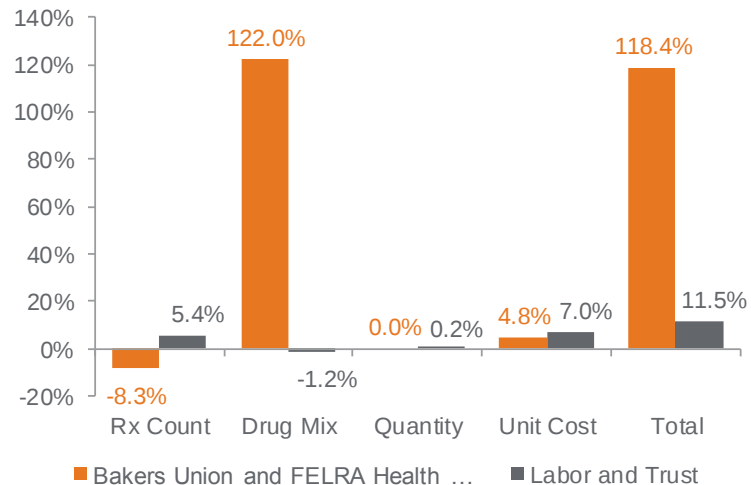
Most Significant Driver: Rx Count
5.6% decrease

Traditional



Most Significant Driver: Drug Mix
122.0% increase

Specialty



top therapy class by plan paid - Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Curr Rank	Prev Rank	Therapeutic Class Name	Jan 18 - Jun 18								
			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	Chronic Inflammatory Disease	\$91,559	4	17	\$5,385.83	5.9%	\$20.00	11.5%	8.8%	21.3%
2	55	Oncology	\$59,475	3	17	\$3,498.53	70.6%	\$12.99	8,626.1%	-33.1%	5,740.1%
3	2	Insulin	\$35,459	13	69	\$513.89	0.0%	\$7.75	4.1%	21.8%	26.8%
4		Hepatitis C	\$32,304	1	1	\$32,304.00	0.0%	\$7.06			
5	3	Impotence Agents	\$20,081	20	63	\$318.75	49.2%	\$4.39	17.7%	0.8%	18.6%
6	8	Inhaled Asthma/COPD Combo	\$15,323	13	40	\$383.08	0.0%	\$3.35	16.4%	7.7%	25.4%
7	7	DPP-4 Inhibitors & Combos	\$14,887	8	37	\$402.36	0.0%	\$3.25	1.8%	11.4%	13.4%
8	4	Angiotensin II Receptor Antagonists & Combos	\$12,822	42	201	\$63.79	85.1%	\$2.80	-15.1%	-9.0%	-22.7%
9	11	Anticonvulsants - 2nd Generation	\$12,792	30	112	\$114.21	75.0%	\$2.79	14.0%	22.0%	39.0%
10	24	HIV-Multiclass Combo	\$12,010	1	4	\$3,002.48	0.0%	\$2.62	5.7%	104.7%	116.4%
Totals:			\$306,711		561	\$546.72	53.3%	\$67.00	67.4%	2.9%	72.2%
Plan Totals:			\$503,678		4,507	\$111.75	83.9%	\$110.02	29.4%	-3.9%	24.4%

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

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 18 - Jun 18							
				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	1	HUMALOG MIX 50/50 KWIKPEN	Insulin	\$13,113	2	17	\$771.38	\$2.86	8.8%	41.7%	4.4%
2		SILDENAFIL CITRATE * generic viagra	Impotence Agents	\$9,734	10	31	\$314.01	\$2.13			3.3%
3	4	CIALIS	Impotence Agents	\$9,287	9	29	\$320.23	\$2.03	-1.1%	34.7%	3.1%
4	3	LYRICA	Anticonvulsants - 2nd Generation	\$9,065	4	22	\$412.04	\$1.98	-6.2%	9.0%	3.0%
5	9	ARIPRAZOLE	Atypical Antipsychotics	\$7,253	2	4	\$1,813.22	\$1.58	104.7%	36.2%	2.4%
6	29	JARDIANCE	SGLT-2 Inhibitors & Combos	\$7,121	3	16	\$445.07	\$1.56	134.0%	153.1%	2.4%
7	7	LIDOCAINE	Local Anesthetics - Topical	\$5,641	7	14	\$402.92	\$1.23	2.4%	-3.5%	1.9%
8	8	JANUVIA	DPP-4 Inhibitors & Combos	\$5,302	3	13	\$407.84	\$1.16	-11.3%	-0.5%	1.8%
9		HUMULIN R U-500 KWIKPEN *	Insulin	\$5,031	1	5	\$1,006.12	\$1.10			1.7%
10		RAYOS *	Glucocorticosteroids	\$4,929	1	1	\$4,929.25	\$1.08			1.6%
11	12	SYMBICORT	Inhaled Asthma/COPD Combo	\$4,912	7	16	\$307.02	\$1.07	-9.0%	-4.1%	1.6%
12	55	REXULTI	Atypical Antipsychotics	\$4,234	1	5	\$846.89	\$0.92	155.9%	189.5%	1.4%
13	38	BREO ELLIPTA	Inhaled Asthma/COPD Combo	\$4,145	3	11	\$376.78	\$0.91	60.9%	99.3%	1.4%
14	28	VICTOZA	Injectable Diabetic Meds	\$3,894	1	6	\$649.05	\$0.85	2.4%	37.0%	1.3%
15		BYDUREON PEN *	Injectable Diabetic Meds	\$3,824	1	6	\$637.31	\$0.84			1.3%
16	23	HUMULIN 70/30 KWIKPEN	Insulin	\$3,665	1	4	\$916.24	\$0.80	2.4%	6.1%	1.2%
17	18	INVOKANA	SGLT-2 Inhibitors & Combos	\$3,608	2	7	\$515.41	\$0.79	-34.9%	-15.7%	1.2%
18	25	BYSTOLIC	Beta Blockers & Combos	\$3,573	6	31	\$115.27	\$0.78	-0.8%	9.6%	1.2%
19	47	EDARBYCLOR	Angiotensin II Receptor Antagonists & Combos	\$3,297	3	20	\$164.87	\$0.72	70.6%	81.4%	1.1%
20	27	ADV AIR HFA	Inhaled Asthma/COPD Combo	\$3,283	2	7	\$469.00	\$0.72	2.4%	9.2%	1.1%
Totals:				\$114,912		265	\$433.63	\$25.10	31.0%	61.6%	38.4%
Traditional Plan Totals:				\$299,108		4,470	\$66.91	\$65.34	-4.0%	-3.9%	

* New meds not ranked previously

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

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 18 - Jun 18							
				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		IBRANCE *	Oncology	\$59,411	1	5	\$11,882.19	\$12.98			29.0%
2	1	HUMIRA PEN	Chronic Inflammatory Disease	\$38,548	2	8	\$4,818.49	\$8.42	-25.6%	-17.7%	18.8%
3		HARVONI *	Hepatitis C	\$32,304	1	1	\$32,304.00	\$7.06			15.8%
4		TREMFYA *	Chronic Inflammatory Disease	\$31,573	1	3	\$10,524.22	\$6.90			15.4%
5		XELJANZ XR *	Chronic Inflammatory Disease	\$21,132	1	5	\$4,226.45	\$4.62			10.3%
6	4	STRIBILD	HIV-Multiclass Combo	\$12,010	1	4	\$3,002.48	\$2.62	104.7%	116.4%	5.9%
7		TENOFOVIR DISOPROXIL FUMARATE	HIV-NRTI	\$4,230	1	5	\$846.02	\$0.92			2.1%
8		BOTOX *	Muscle Relaxants & Combos	\$2,449	1	2	\$1,224.75	\$0.54			1.2%
9	5	MYCOPHENOLATE MOFETIL	Immunosuppressive Agents	\$2,324	1	3	\$774.80	\$0.51	-48.8%	-45.4%	1.1%
10	6	ENOXAPARIN SODIUM	Injectable Anticoagulants	\$588	1	1	\$588.00	\$0.13	-48.8%	-38.3%	0.3%
11	3	VIREAD	HIV-NRTI	\$0	0	0	\$0.00	\$0.00	-100.0%	-100.0%	0.0%
Totals:				\$204,570		37	\$5,528.91	\$44.69	35.3%	215.3%	100.0%
Specialty Plan Totals:				\$204,570		37	\$5,528.91	\$44.69	18.4%	118.4%	

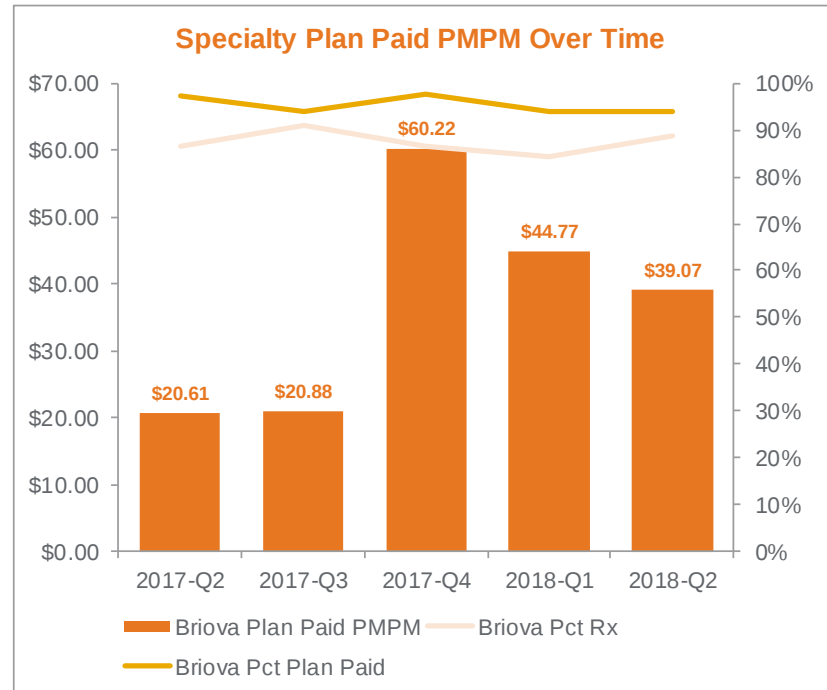
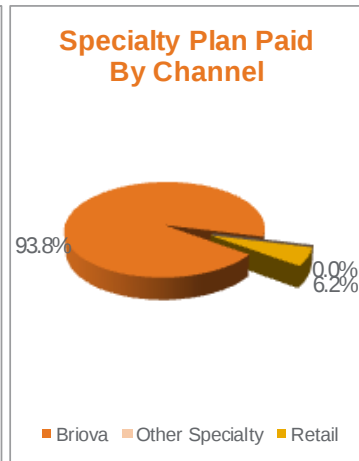
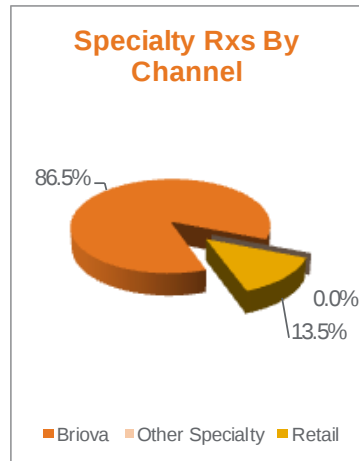
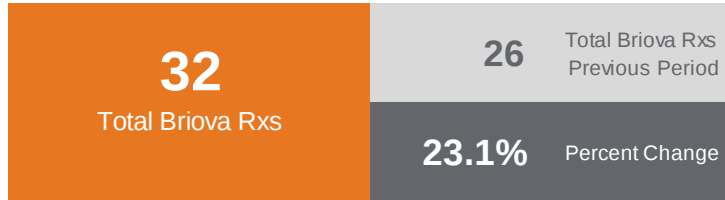
* New meds not ranked previously

5. Supplemental

Bakers Union and FELRA Health and Welfare Fund

Date Submitted: Jan 18 - Jun 18 vs Jan 17 - Jun 17

Specialty Analysis - BrivoRx®



Top Specialty Classes	Rx Volume					
	Brivo	% Total	Retail	Retail %	Other	Other %
Chronic Inflammatory Disease	16	100.0%	0	0.0%	0	0.0%
Oncology	5	100.0%	0	0.0%	0	0.0%
HIV-NRTI	5	100.0%	0	0.0%	0	0.0%
Immunosuppressive Agents	3	100.0%	0	0.0%	0	0.0%
Muscle Relaxants & Combos	2	100.0%	0	0.0%	0	0.0%

Bakers Union and FELRA Health and Welfare Fund

Date Filled: July 2017 - June 2018

Clinical Outcomes

7.7%

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	17	11	\$35,186	3.5%	\$3.83
Quantity Limit	7	7	\$17,777	1.8%	\$1.94
Step Therapy	21	13	\$23,979	2.4%	\$2.61
Formulary Advantage Program	0	0	\$0	0.0%	\$0.00
Total Savings:			\$76,943	7.7%	\$8.38