

Bakers Union and FELRA Health and Welfare fund

Quarterly Review
January – June 2019

October 8, 2019

Presenters:
Holly Agoney: Account Executive

Agenda

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Your OptumRx Team



Holly Agoney

Strategic Account Executive



Aimee Cegelski

Pharmacy Account Manager



Fabian Gonzalez

Pharmacy Service Specialist



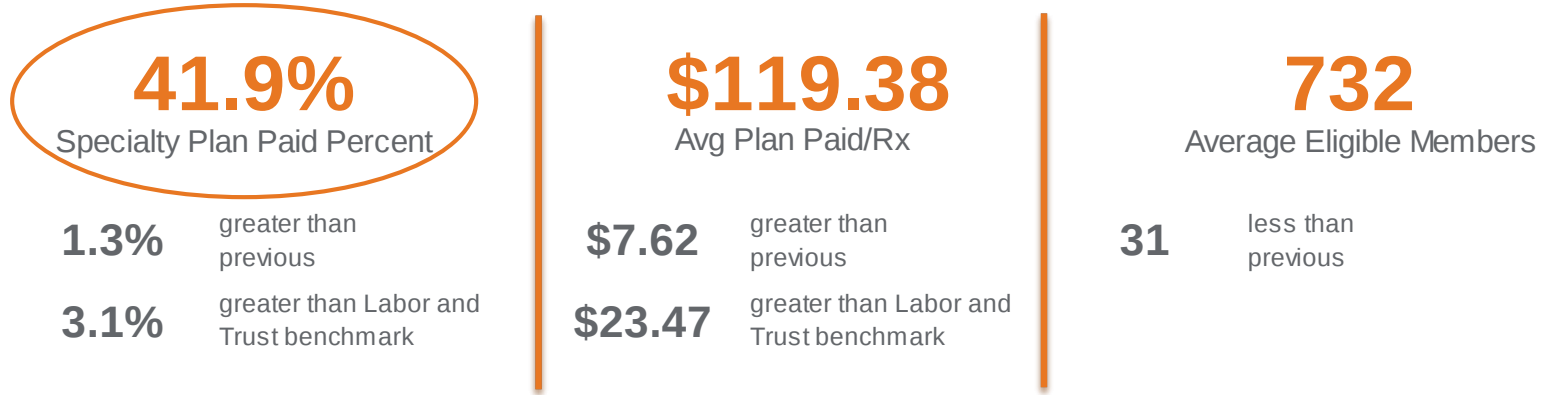
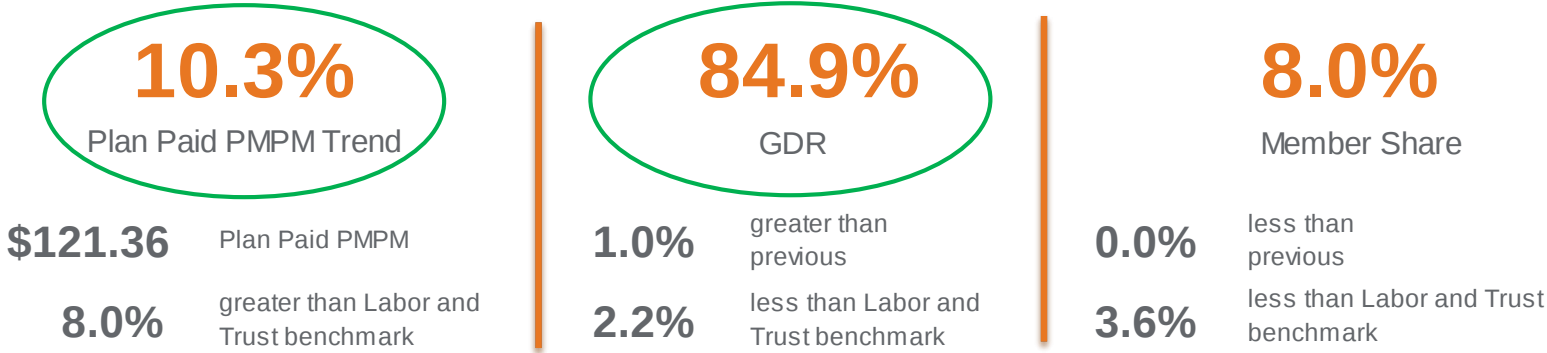
Adam Towner

Director, Client Management

1. Key Performance Indicators

Bakers Union and FELRA Health and Welfare Fund

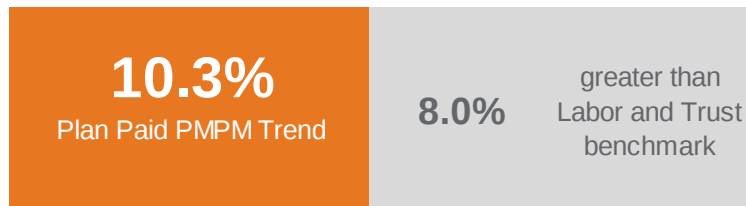
Date Submitted: Jan 19 - Jun 19 vs Jan 18 - Jun 18



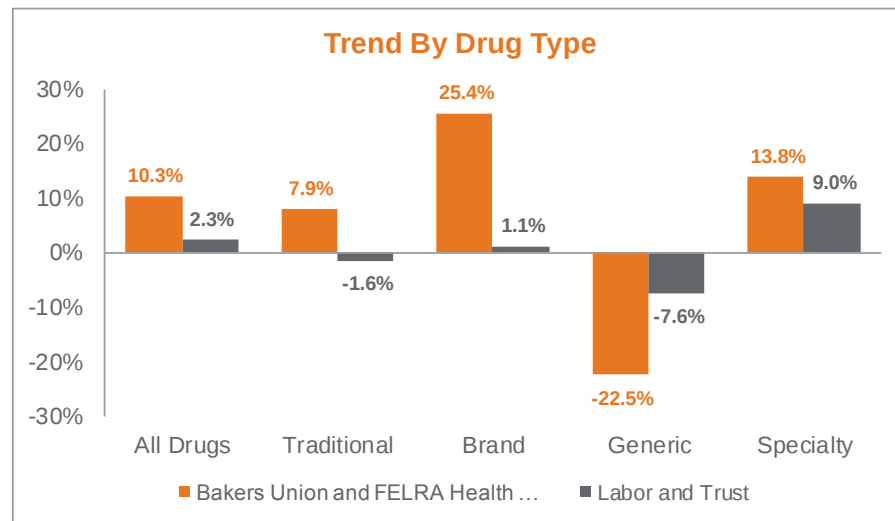
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

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

Client Trend



Brand: Greatest PMPM Change of \$10.54



Plan Paid PMPM

Specialty/Traditional

Claim Type	Jan 19 - Jun 19	Jan 18 - Jun 18	Percent Change
Specialty	\$50.86	\$44.69	13.8%
Traditional	\$70.50	\$65.34	7.9%
All Drugs	\$121.36	\$110.02	10.3%

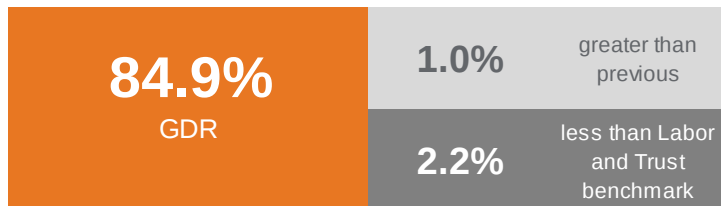
Traditional

Claim Type	Jan 19 - Jun 19	Jan 18 - Jun 18	Percent Change
Brand	\$52.01	\$41.47	25.4%
Generic	\$18.49	\$23.87	-22.5%
Traditional	\$70.50	\$65.34	7.9%

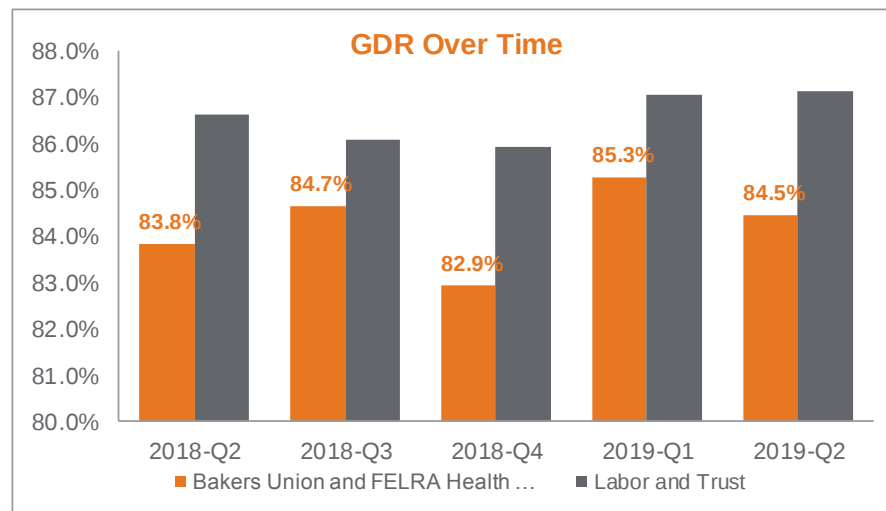
1. Key Performance Indicators - Bakers Union and FELRA Health and Welfare Fund

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

GDR



GDR increase of 1.0% equals a savings of \$18,262



Top Classes GDR Increase

Class	Jan 19 - Jun 19	Jan 18 - Jun 18	Increase
Impotence Agents	100.0%	49.2%	50.8%
Gout Agents & Combos	85.3%	62.9%	22.4%
Atypical Antipsychotics	78.6%	58.3%	20.2%

Bakers Union and FELRA Health and Welfare Fund

Date Filled: July 2018 - June 2019

Clinical Outcomes

7.2%

Percent Plan Paid Savings

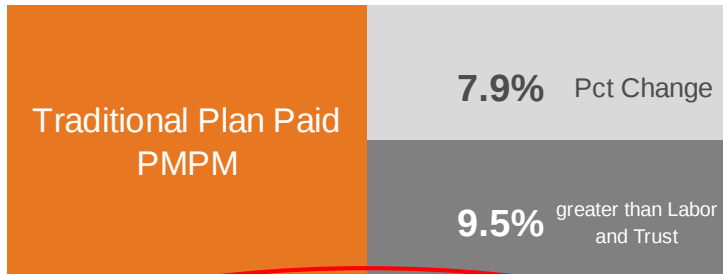
			Savings		
Clinical Program	Number of Interventions	Number of Members Impacted	Total Plan Paid	Pct Plan Paid	Plan Paid PMPM
Prior Authorization	15	13	\$57,351	5.7%	\$6.49
Quantity Limit	1	1	\$10,658	1.1%	\$1.21
Step Therapy	15	12	\$3,746	0.4%	\$0.42
Total Savings:			\$71,756	7.2%	\$8.12

2. Cost Drivers

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

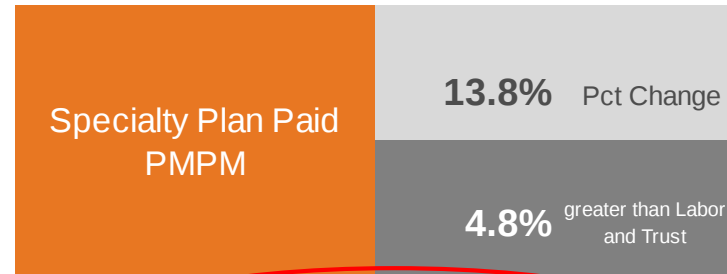
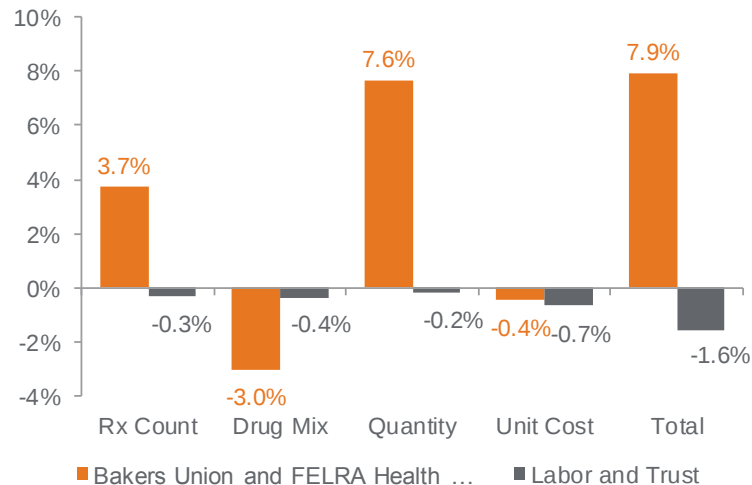
Date Submitted: Jan 19 - Jun 19 vs Jan 18 - Jun 18

Traditional and Specialty Plan Paid PMPM



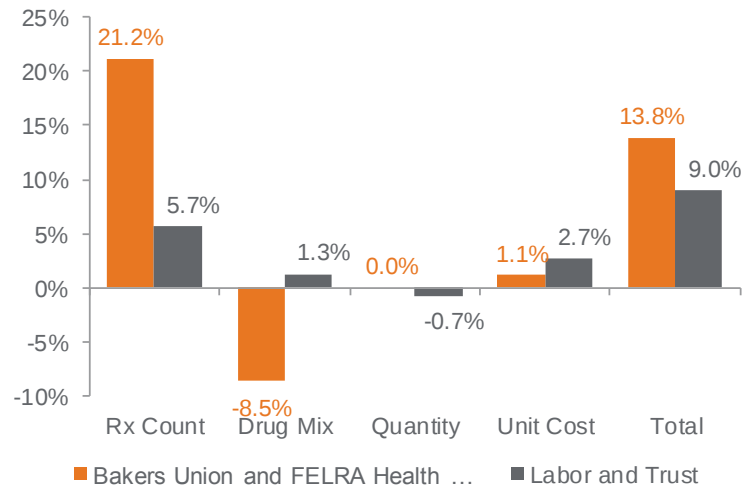
Most Significant Driver: Quantity
7.6% increase

Traditional



Most Significant Driver: Rx Count
21.2% increase

Specialty



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

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

Curr Rank	Prev Rank	Disease Category Name	Jan 19 - Jun 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	\$126,827	7	25	\$5,073.08	16.0%	\$28.88	-5.8%	53.3%	44.4%
2	2	Diabetes	\$77,905	55	387	\$201.30	59.2%	\$17.74	14.2%	-0.1%	14.1%
3	3	Oncology	\$74,879	5	23	\$3,255.59	73.9%	\$17.05	-6.9%	41.1%	31.3%
4	23	Non-Narcotic Analgesics	\$40,978	82	158	\$259.36	86.1%	\$9.33	842.6%	8.4%	921.5%
5	8	Misc Skin Condition	\$20,547	48	80	\$256.84	85.0%	\$4.68	35.3%	-3.0%	31.2%
6	5	Asthma / COPD	\$18,956	40	141	\$134.44	46.1%	\$4.32	-18.8%	0.7%	-18.3%
7	9	HIV	\$18,740	2	11	\$1,703.65	54.5%	\$4.27	-5.6%	27.4%	20.3%
8	6	Cardiovascular	\$18,217	147	978	\$18.63	94.1%	\$4.15	-21.7%	4.4%	-18.3%
9	11	Seizure Disorders	\$16,601	30	125	\$132.81	72.0%	\$3.78	13.2%	11.4%	26.1%
10	10	Cholesterol Low ering Agents	\$12,840	89	430	\$29.86	96.3%	\$2.92	-8.1%	4.5%	-3.9%
Totals:			\$426,489		2,358	\$180.87	82.7%	\$97.13	27.5%	4.4%	33.1%
Plan Totals:			\$532,904		4,464	\$119.38	84.9%	\$121.36	6.8%	3.3%	10.3%

- Inflammatory = 24% of total pharmacy spend
- Diabetes = 15% of total pharmacy spend on one disease
- Oncology = 14% of total pharmacy spend

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

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

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Jun 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	102	VIMOVO	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$33,963	3	14	\$2,425.93	\$7.73	1,359.6%	4,852.7%	11.0%
2	4	LYRICA	Anticonvulsants - 2nd Generation	\$13,477	7	32	\$421.15	\$3.07	51.6%	55.0%	4.4%
3	14	VICTOZA ←	Injectable Diabetic Meds	\$8,967	2	10	\$896.65	\$2.04	73.8%	140.1%	2.9%
4		ABSORICA *	Acne Products	\$8,923	1	4	\$2,230.75	\$2.03			2.9%
5	1	HUMALOG MIX 50/50 KWIKPEN ←	Insulin	\$8,666	2	6	\$1,444.41	\$1.97	-63.2%	-31.1%	2.8%
6	8	JANUVIA ←	DPP-4 Inhibitors & Combos	\$7,774	3	18	\$431.91	\$1.77	44.4%	52.9%	2.5%
7	23	JANUMET ←	DPP-4 Inhibitors & Combos	\$6,047	3	14	\$431.91	\$1.38	82.5%	99.0%	2.0%
8	11	SYMBICORT	Inhaled Asthma/COPD Combo	\$5,919	4	18	\$328.83	\$1.35	17.3%	25.6%	1.9%
9	17	INVOKANA ←	SGLT-2 Inhibitors & Combos	\$5,694	2	12	\$474.48	\$1.30	78.7%	64.5%	1.8%
10	6	JARDIANCE ←	SGLT-2 Inhibitors & Combos	\$5,676	2	12	\$473.04	\$1.29	-21.8%	-16.9%	1.8%
11	12	REXULTI	Atypical Antipsychotics	\$5,642	1	6	\$940.39	\$1.28	25.1%	38.9%	1.8%
12	98	TRINTELLIX	Antidepressants	\$5,547	2	11	\$504.24	\$1.26	473.4%	673.8%	1.8%
13	27	LANTUS SOLOSTAR ←	Insulin	\$5,221	4	23	\$227.00	\$1.19	84.5%	84.4%	1.7%
14		TADALAFIL * generic cialis	Impotence Agents	\$5,052	9	35	\$144.34	\$1.15			1.6%
15	43	TOUJEO SOLOSTAR ←	Insulin	\$4,576	1	7	\$653.73	\$1.04	21.6%	160.2%	1.5%
16	30	HUMULIN R U-500 (CONCENTRATED) ←	Insulin	\$4,365	1	3	\$1,454.86	\$0.99	56.4%	56.4%	1.4%
17	28	DEXILANT	Proton Pump Inhibitors	\$4,347	3	17	\$255.72	\$0.99	47.7%	54.9%	1.4%
18	39	SHINGRIX	Vaccines	\$3,404	17	23	\$148.00	\$0.78	71.3%	71.3%	1.1%
19	13	BREO ELLIPTA	Inhaled Asthma/COPD Combo	\$3,169	3	6	\$528.09	\$0.72	-43.1%	-20.3%	1.0%
20	127	SOOLANTRA	Rosacea Agents	\$3,122	5	6	\$520.33	\$0.71	525.6%	520.6%	1.0%
Totals:				\$149,550		277	\$539.89	\$34.06	67.9%	112.9%	48.3%
Traditional Plan Totals:				\$309,570		4,421	\$70.02	\$70.50	3.1%	7.9%	

← Diabetes – 9 out of the top 20 are diabetic medications
 These 9 meds equal \$25,195 of your top 20 traditional plan spend which is 18% of your total traditional plan spend and 11% of total plan spend.

* New meds not ranked previously for this time frame comparison

85% of the medications in 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 - Jun 19 vs Jan 18 - Jun 18

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 19 - Jun 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	\$74,437	1	6	\$12,406.14	\$16.95	25.1%	30.6%	33.3%
2	4	TREMFYA	Chronic Inflammatory Disease	\$33,771	1	3	\$11,257.12	\$7.69	4.3%	11.5%	15.1%
3		OTEZLA *	Chronic Inflammatory Disease	\$28,097	2	8	\$3,512.12	\$6.40			12.6%
4		SIMPONI ARIA *	Chronic Inflammatory Disease	\$22,318	1	3	\$7,439.43	\$5.08			10.0%
5	2	HUMIRA PEN	Chronic Inflammatory Disease	\$21,483	1	4	\$5,370.71	\$4.89	-47.9%	-41.9%	9.6%
6	6	STRIBILD	HIV-Multiclass Combo	\$15,052	1	5	\$3,010.41	\$3.43	30.3%	30.7%	6.7%
7		ENBREL SURECLICK *	Chronic Inflammatory Disease	\$10,518	1	2	\$5,259.18	\$2.40			4.7%
8		HUMIRA PEN-PS/UV STARTER *	Chronic Inflammatory Disease	\$9,210	1	1	\$9,210.17	\$2.10			4.1%
9	7	TENOFOVIR DISOPROXIL FUMARATE	HIV-NRTI	\$3,688	1	6	\$614.69	\$0.84	25.1%	-9.1%	1.7%
10	8	BOTOX	Muscle Relaxants & Combos	\$2,465	1	2	\$1,232.68	\$0.56	4.3%	4.9%	1.1%
11		SYNISC ONE *	Osteoarthritis	\$1,334	1	1	\$1,333.83	\$0.30			0.6%
12		REPATHA SURECLICK *	PCSK9 Inhibitors	\$960	1	2	\$480.18	\$0.22			0.4%
Totals:				\$223,335		43	\$5,193.83	\$50.86	66.0%	57.1%	100.0%
Specialty Plan Totals:				\$223,335		43	\$5,193.83	\$50.86	21.2%	13.8%	

* New meds not ranked previously for this time frame comparison

3. Summary of Previously Presented Programs

Summary of Programs Implemented 7/1/19 (based off 2018 year end)

Program	Annual Program Savings	Percentage of Plan Paid	Potential Member Impact
Vigilant Drug Programs**	\$ 19,022*	1.9%	24 utilizers
Vigilant Drug Programs Rx w/OTC**	\$17,293*	1.7%	64 utilizers
Diabetes Program**	\$9,000*	10%	60 utilizers
Utilization Management – Comprehensive**	\$23,680	2.4%	162 utilizers
Total Savings	\$68,995	7.1%	

Opportunity Summary

Presented in 1Q19

Program	Annual Program Savings	Percentage of Plan Paid	Potential Member Impact	Implementation timeline
PCCA Program	\$12,250*	4%	1	60 days
CCAA Program	\$1,085*	1%	1	60 days
Variable Program***	TBD	TBD	TBD	60 days
Orphan Drug Program**	Savings will vary by utilization	Will vary by utilization	New Utilizers	60 days
Total Savings	\$13,335*	5%		



* Estimated annual savings

**Savings based on program utilizers

***Future state – planned for 1/1/2020

4. Appendix

plan performance - Bakers Union and FELRA Health and Welfare Fund

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

Description	Bakers Union and FELRA Health and Welfare Fund			Book of Business: Labor and Trust	
	Jan 19 - Jun 19	Jan 18 - Jun 18	Pct Change	Jan 19 - Jun 19	Pct Change
Average Eligible Members	732	763	-4.1%		
Average Age	41.5	41.1	1.0%	38.1	0.2%
Total Plan Paid	\$532,904	\$503,678	5.8%		
Total Rxs	4,464	4,507	-1.0%		
Plan Paid PMPM	\$121.36	\$110.02	10.3%	\$65.67	2.3%
Plan Paid per Rx	\$119.38	\$111.75	6.8%	\$95.91	3.9%
Rxs PMPM	1.02	0.98	3.3%	0.68	-1.6%
Member Paid Share	8.0%	8.0%	-0.6%	11.6%	-12.7%
Generic Dispensing Rate	84.9%	83.9%	1.2%	87.1%	0.4%
Mail Order Rate	1.2%	1.3%	-11.0%	6.5%	-2.4%
Average Days Supply	26.7	26.6	0.3%	35.9	2.3%
Specialty Plan Paid PMPM	\$50.86	\$44.69	13.8%	\$25.46	9.0%
Percent of Specialty Plan Paid	41.9%	40.6%	3.2%	38.8%	6.6%

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

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

Description	Traditional			Specialty		
	Jan 19 -	Jan 18 -	Pct	Jan 19 -	Jan 18 -	Pct
	Jun 19	Jun 18	Change	Jun 19	Jun 18	Change
Average Eligible Members	732	763	-4.1%	732	763	-4.1%
Total Plan Paid	\$309,570	\$299,108	3.5%	\$223,335	\$204,570	9.2%
Percent of Total Plan Paid	58.1%	59.4%	-2.2%	41.9%	40.6%	3.2%
Total Rx's	4,421	4,470	-1.1%	43	37	16.2%
Plan Paid PMPM	\$70.50	\$65.34	7.9%	\$50.86	\$44.69	13.8%
Plan Paid per Rx	\$70.02	\$66.91	4.6%	\$5,193.83	\$5,528.91	-6.1%
Rx's PMPM	1.01	0.98	3.1%	0.010	0.008	21.2%
Generic Dispensing Rate	85.5%	84.4%	1.4%	14.0%	24.3%	-42.6%
Member Paid Share	12.5%	12.3%	1.2%	1.0%	0.9%	1.7%
Member Paid per Rx	\$9.98	\$9.41	6.1%	\$49.91	\$52.24	-4.5%

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

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

Description	Bakers Union and FELRA Health and Welfare Fund				
	2019-Q2	2019-Q1	2018-Q4	2018-Q3	2018-Q2
Average Eligible Members	727	736	741	743	759
Total Utilizers	325	350	333	348	355
Percent Total Utilizers	44.7%	47.5%	45.0%	46.9%	46.8%
Total Plan Paid	\$248,472	\$284,432	\$231,876	\$234,037	\$253,183
Total Rxs	2,238	2,226	2,168	2,203	2,250
Plan Paid PMPM	\$113.87	\$128.76	\$104.35	\$105.04	\$111.24
Plan Paid per Rx	\$111.02	\$127.78	\$106.95	\$106.24	\$112.53
Rxs PMPM	1.03	1.01	0.98	0.99	0.99
Member Paid Share	8.2%	7.8%	8.0%	7.6%	7.7%
Generic Dispensing Rate	84.5%	85.3%	82.9%	84.7%	83.8%
Mail Order Rate	1.2%	1.1%	1.2%	1.0%	1.2%
Average Days Supply	27.3	26.2	26.6	26.5	26.6
Specialty Plan Paid PMPM	\$44.42	\$57.23	\$43.32	\$36.76	\$41.67
Percent of Specialty Plan Paid	39.0%	44.4%	41.5%	35.0%	37.5%