



EXPRESS SCRIPTS®

Your Collaborative Planning Guide

FELRA & UFCW Health and Welfare Fund

May 22, 2013

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Plan Performance

- Total Plan Cost is \$33,576,320, a decrease of 5.6% over the previous period
- Total Gross Cost is \$37,821,760, a decrease of 6.0% over the previous period
- Total Member Cost is \$4,245,439, a decrease of 9.1% over the previous period
- Plan Cost per Member per Month (PMPM) increased 1.7% in CY 2012

Plan Performance			
	CY 2012	CY 2011	Change %
AWP	\$64,823,590	\$64,726,264	0.2%
Network & Mail Discount Savings (includes dispensing fees)	-\$27,001,979	-\$24,495,492	10.2%
Tax	\$148	\$419	-64.6%
Gross Cost	\$37,821,760	\$40,231,190	-6.0%
Member Cost	-\$4,245,439	-\$4,668,012	-9.1%
Plan Cost*	\$33,576,320	\$35,563,178	-5.6%
FELRA Average Members	29,664	31,938	-7.1%
FELRA Plan Cost PMPM	\$94.32	\$92.79	1.7%

* Financial results have not been audited

Year at-a-Glance

Clinical Program Savings

FELRA Savings Snapshot

Report data based on claims adjudicated over the period 01/01/2011- 12/31/2012 and may not include all compound or adjusted claims.

Values in this report have not been audited and due to differences in calculation methodologies may differ from other reports.

Program		2012
Coverage Authorization	Savings	\$1,387,452
Drug Utilization Review	Savings	\$2,613,260
Plan Management	Savings	\$793,436
Specialty Coverage and Therapy Management	Savings	\$602,259
TOTAL SAVINGS		\$5,396,408

Trend Components

- Specialty Inflation is the largest cost driver of your non-specialty Plan Cost PMPM
- Discount is the largest cost saver of your non-specialty Plan Cost PMPM

	Overall		Non-Specialty		Specialty	
Previous Plan Cost PMPM	\$92.79		\$84.87		\$7.92	
Utilization	-\$0.65	-0.7%	-\$0.60	-0.7%	\$1.54	19.5%
Inflation	\$6.71	7.2%	\$5.85	6.9%	\$0.93	11.8%
Drug Mix	\$1.24	1.3%	-\$0.49	-0.6%	\$0.94	11.9%
Discount	-\$6.18	-6.7%	-\$7.02	-8.3%	-\$0.01	-0.1%
Cost Share	\$0.40	0.4%	\$0.33	0.4%	\$0.06	0.7%
Change in Plan Cost PMPM	\$1.53 1.7%		-\$1.93 -2.3%		\$3.46 43.8%	
Current Plan Cost PMPM	\$94.32		\$82.94		\$11.38	

Date Range CY 2012 versus CY 2011

Utilization based on change in days PMPM

Inflation based on change in AWP/ quantity at a drug level

Drug Mix based on changes in therapy, addition of new therapies and the blend of brand/ generics

Discount based on change in aggregate AWP discount

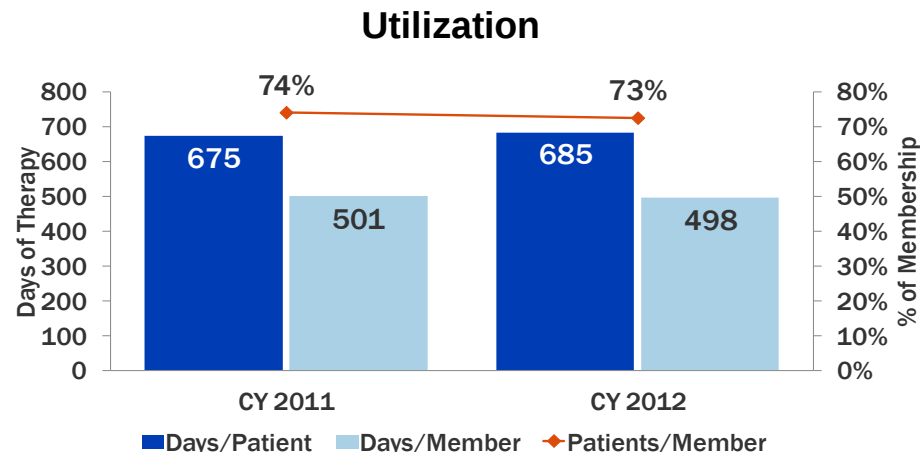
Cost share based on change in aggregate member share

- Consider clinical and channel products like step therapy and Exclusive Home Delivery to improve utilization, inflation, drug mix and discount trend components
- Evaluate plan design to ensure appropriate member cost share

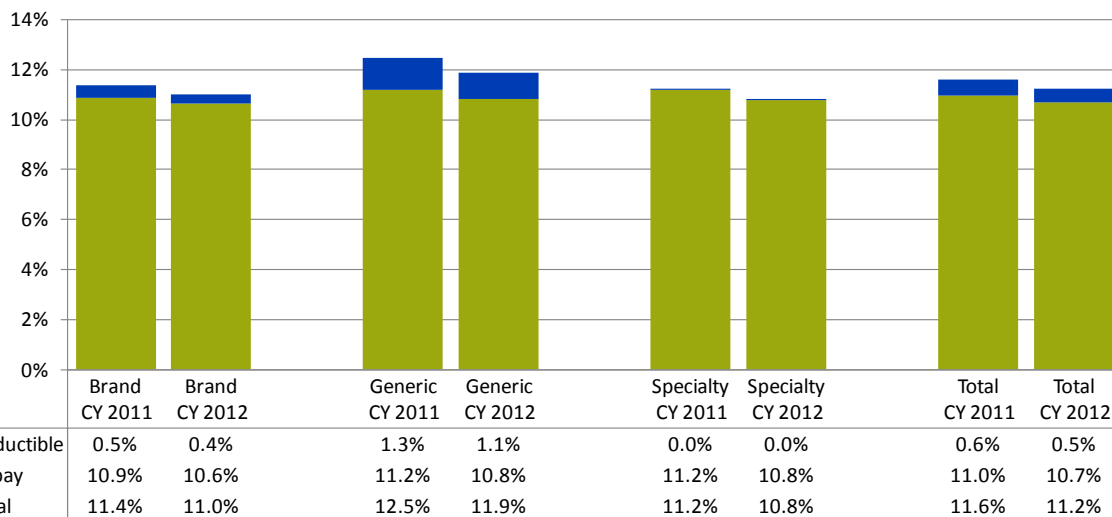


Utilization and Member Cost Share

- Utilization is a measurement of the number of people using the plan and when they do, for how long.
- The average patient filled 18.4 prescriptions with an average copayment of \$10.69 per Rx.
- FELRA's overall days of therapy for this time period decreased 7.8%.



Member Cost Share Percent



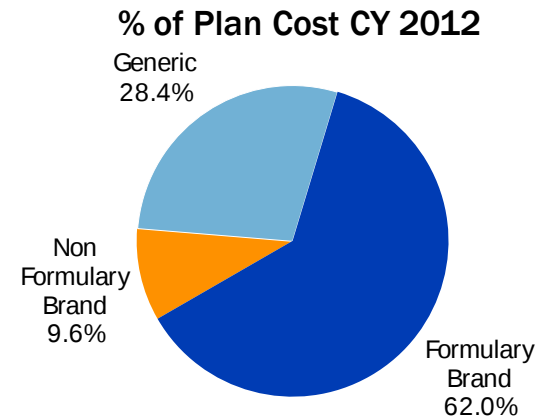
- Total Member Cost Share eroded 0.4 points to 11.2%
- On average including deductible, members paid \$10.69 per Rx in 2012.
- The average cost share including deductible members paid:
 - Brands: \$30.42 per Rx or 11.0% of Gross Cost per Rx
 - Generics: \$4.27 per Rx or 11.9% of Gross Cost per Rx

Drug Mix

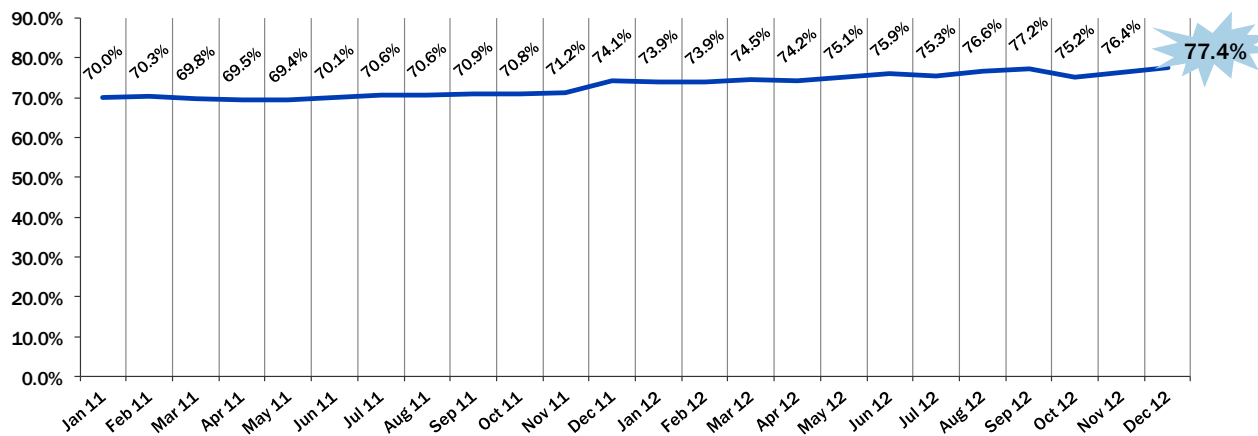
The generic dispensing rate for December 2012 was 77.5%.

Generics represented 75.5% of total claims and only 28.4% of plan cost.

FELRA	Rx % CY 2011	Rx % CY 2012	Point Change
Brand	29.4%	24.5%	-4.9
Generics*	70.6%	75.5%	4.9
Total	100.0%	100.0%	
Generic Conversion Rate (GCR)	99.9%	99.9%	0.0



Generic Fill Rate



Top 10 Indications

- The largest trend is in Inflammatory Conditions, at 25.2%
- The largest negative trend is in High Blood Cholesterol, at -14.8%

Represent
60.6% of your
total
Plan Cost

Top Indications by Plan Cost													
CY 2012								CY 2011				%Change	
Rank	Peer Rank	Indication	Rxs	Patients	Plan Cost	Generic Fill Rate	Plan Cost PMPM	Rank	Rxs	Patients	Generic Fill Rate	Plan Cost PMPM	Plan Cost PMPM
1	2	HIGH BLOOD CHOLESTEROL	32,753	5,863	\$3,735,286	65.6%	\$10.49	1	36,974	6,697	38.8%	\$12.32	-14.8%
2	1	DIABETES	23,944	2,544	\$3,252,254	49.3%	\$9.14	3	26,321	2,866	47.7%	\$8.29	10.2%
3	5	HIGH BLOOD PRESS/ HEART DISEASE	59,185	7,803	\$3,231,911	81.9%	\$9.08	2	65,410	8,764	78.1%	\$9.50	-4.5%
4	3	ASTHMA	13,831	3,151	\$1,900,846	16.3%	\$5.34	4	14,868	3,416	8.9%	\$4.99	7.1%
5	12	PAIN	30,896	7,235	\$1,598,654	91.1%	\$4.49	6	32,968	7,828	91.0%	\$4.38	2.6%
6	6	ULCER DISEASE	14,909	3,202	\$1,516,160	69.4%	\$4.26	5	16,187	3,521	64.8%	\$4.53	-6.0%
7	7	VRAL INFECTIONS	3,061	823	\$1,376,849	60.7%	\$3.87	8	3,190	867	59.2%	\$3.55	9.0%
8	4	INFLAMMATORY CONDITIONS	1,180	184	\$1,363,144	16.9%	\$3.83	9	1,204	223	14.7%	\$3.06	25.2%
9	8	DEPRESSION	18,722	3,347	\$1,358,717	80.4%	\$3.82	7	20,467	3,714	70.9%	\$4.06	-5.9%
10	13	MENTAL/ NEURO DISORDERS	4,812	712	\$1,010,521	68.1%	\$2.84	10	5,242	799	48.1%	\$3.04	-6.5%
Total Top 10:			203,293		\$20,344,342	70.3%	\$57.15	222,831			62.3%	\$57.70	-1.0%
Differences Between Periods:			-19,538		-\$1,771,585	7.9%	-\$0.55						

Peer = Express Scripts Peer 'Labor Advisory Council (LAC)' market segment

Top 25 Drugs by Plan Cost

- The top 25 drugs represent \$10,495,778 or 31.3% of the Plan Cost.
- Among the top 25 drugs, Atorvastatin Calcium represented the largest increase in cost at 625.8% and Plavix represented the largest decrease in cost at 64.5%.
- Among the top 10 movers, Atorvastatin Calcium, Incivek, Humira, and Cymbalta fall into the top 25 drugs.

CY 2011 Rank	CY 2012 Rank	Rank Change	Drug Name	Drug Description	Total Plan Cost	Plan Cost Change	Total Patients	Patients Change	Total Days	Days Change	Home Delivery Utilization
43	1	1(+42)	ATORVASTATIN CALCIUM	HIGH CHOLESTEROL	\$1,157,303	625.8%	2,071	142.2%	513,208	1080.8%	0.0%
2	2	2(0)	CRESTOR	HIGH CHOLESTEROL	\$948,648	4.8%	909	-12.8%	216,904	-6.4%	0.0%
3	3	3(0)	NEXIUM	GASTROESOPHAGEAL REFLUX DISEASE/ ULCER THERAPY	\$736,698	-13.8%	510	-20.1%	116,244	-19.3%	0.1%
9	4	4(+5)	CYMBALTA	ANTIDEPRESSANT AGENT	\$584,090	17.5%	476	3.9%	89,137	-1.4%	0.0%
5	5	5(0)	OXYCONTIN	NARCOTIC PAIN RELIEF	\$569,417	-7.6%	201	-4.3%	28,944	-13.4%	0.0%
10	6	6(+4)	ENBREL	RHEUMATOID ARTHRITIS/ PSORIASIS	\$492,733	13.4%	29	-12.1%	6,174	-2.2%	98.4%
15	7	7(+8)	HUMIRA	RHEUMATOID ARTHRITIS/ PSORIASIS/ CROHN'S DISEASE	\$481,158	50.2%	30	15.4%	6,440	25.3%	96.1%
7	8	8(-1)	ADVAIR DISKUS	ASTHMA/ COPD	\$479,547	-10.5%	514	-22.2%	65,655	-18.9%	0.0%
13	9	9(+4)	JANUJA	DIABETES AGENT	\$375,777	7.2%	240	-4.8%	55,844	-2.4%	0.0%
14	10	10(+4)	ATRIPLA	HIV/ AIDS THERAPY	\$364,420	11.5%	30	15.4%	6,930	3.6%	0.0%
8	11	11(-3)	SINGULAR	ASTHMA/ ALLERGY	\$353,505	-33.4%	596	-21.1%	73,607	-42.4%	0.0%
27	12	12(+15)	LANTUS SOLOSTAR	DIABETES, INSULIN THERAPY	\$327,256	31.3%	279	19.7%	53,605	17.8%	0.0%
20	13	13(+7)	DIOVAN	HIGH BLOOD PRESSURE	\$304,609	7.7%	349	-17.3%	91,060	-10.7%	0.0%
25	14	14(+11)	ABILIFY	ANTIPSYCHOTIC AGENT	\$301,026	11.8%	104	-11.1%	16,454	-0.8%	0.0%
	15	15(NA)	INCIVEK	HEPATITIS C	\$295,914	0.0%	9	0.0%	504	0.0%	27.8%
4	16	16(-12)	PLAVIX	BLOOD THINNING AGENT	\$294,964	-64.5%	431	-30.4%	50,668	-67.0%	0.0%
16	17	17(-1)	LYRICA	SEIZURE AGENT	\$294,249	-3.6%	313	-12.3%	48,713	-16.6%	0.0%
12	18	18(-6)	DIOVAN HCT	HIGH BLOOD PRESSURE	\$290,253	-25.6%	365	-24.0%	75,443	-37.1%	0.0%
17	19	19(-2)	SPIRIVA	ASTHMA/ COPD	\$289,803	-2.1%	239	-14.9%	39,315	-13.3%	0.0%
18	20	20(-2)	CELEBREX	ANTI-INFLAMMATORY/ PAIN RELIEF	\$279,056	-4.5%	398	-13.7%	57,990	-14.4%	0.1%
24	21	21(+3)	ACIPHEX	GASTROESOPHAGEAL REFLUX DISEASE/ ULCER THERAPY	\$262,728	-3.7%	129	-20.9%	30,420	-18.3%	0.0%
23	22	22(+1)	COPAXONE	MULTIPLE SCLEROSIS	\$257,805	-6.0%	9	12.5%	2,010	-21.2%	100.0%
6	23	23(-17)	ACTOS	DIABETES AGENT	\$256,371	-57.2%	206	-47.0%	31,975	-63.5%	0.0%
19	24	24(-5)	VYTORIN	HIGH CHOLESTEROL	\$255,547	-11.8%	238	-29.2%	62,657	-24.3%	0.0%
22	25	25(-3)	METOPROLOL SUCINATE	HIGH BLOOD PRESSURE	\$242,899	-11.5%	954	-12.6%	255,629	-7.3%	0.0%

Specialty Drug

Non-Formulary Drug (Bold)

Generic Drug



Top Specialty Indications

- The largest trend is in Hepatitis, at 1731.9%
- The largest negative trend is in Anticoagulant, at -0.7%

Top Specialty Indications by Plan Cost

CY 2012							CY 2011					%Change
Overall Rank	Overall Peer Rank	Indication	Rxs	Patients	Plan Cost	Plan Cost PMPM	Overall Rank	Rxs	Patients	Plan Cost	Plan Cost PMPM	Plan Cost PMPM
8	4	INFLAMMATORY CONDITIONS	536	67	\$1,146,796	\$3.22	9	507	72	\$945,223	\$2.47	30.6%
11	11	CANCER	167	36	\$836,058	\$2.35	15	142	38	\$580,500	\$1.51	55.1%
12	10	MULTIPLE SCLEROSIS	241	25	\$810,599	\$2.28	14	290	28	\$780,321	\$2.04	11.8%
20	18	HEPATITIS	106	14	\$438,026	\$1.23	43	18	3	\$25,744	\$0.07	1731.9%
24	26	ANTICOAGULANT	229	129	\$173,327	\$0.49	23	253	153	\$188,010	\$0.49	-0.7%
33	36	ENDOCRINE DISORDERS	101	29	\$79,999	\$0.22	34	88	18	\$64,608	\$0.17	33.3%
49	52	HEMOPHILIA	8	1	\$72,993	\$0.21	61	4	1	\$33,598	\$0.09	133.9%
15	14	SKIN CONDITIONS	7	3	\$67,881	\$0.19	20	8	3	\$60,244	\$0.16	21.3%
52	48	HEREDITARY ANGIOEDEMA	6	1	\$63,554	\$0.18	70	2	1	\$20,769	\$0.05	229.5%
4	3	ASTHMA	29	4	\$57,712	\$0.16	4	24	4	\$32,113	\$0.08	93.5%
Total Top 10:			1,430		\$3,746,945	\$10.53		1,336		\$2,731,128	\$7.13	47.7%
Differences Between Periods:			94		\$1,015,816	\$3.40						

Peer = Express Scripts Peer 'Labor Advisory Council (LAC)' market segment

Opportunities

Fraud Waste and Abuse

Advanced Utilization Management

RationalMed



Recommendations

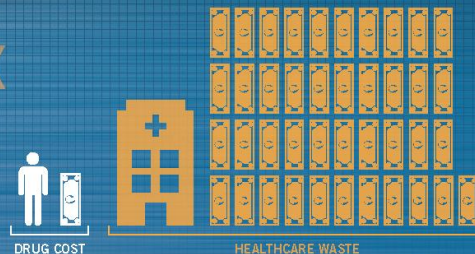
Solutions	Benefits
Fraud, Waste & Abuse Program	Control costs and curtail inappropriate drug use by detecting aberrant utilization, dispensing, and prescribing patterns and facilitating corrective actions
Advanced Utilization Management (<i>formally Coverage Authorization</i>)	Reduce waste with advanced step therapy, prior authorization and drug quantity management programs
RationalMed®	Identify and address safety issues by integrating and analyzing medical, pharmacy and lab data and targeting outreach to physicians, pharmacists and patients

Rx ABUSE AND PHARMACY FRAUD DEADLIER THAN COCAINE AND HEROIN COMBINED

Each year, prescription drug overdoses **KILL MORE THAN 15,000 AMERICANS¹** and result in **1.2 MILLION ER VISITS²**. Express Scripts is partnering with government agencies and a national network of healthcare providers to end this epidemic.

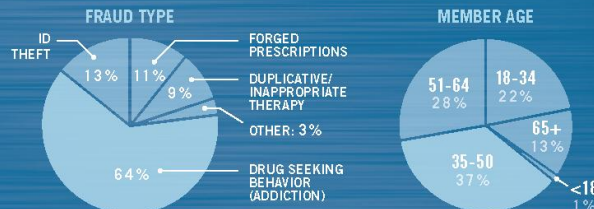
THE MEDICAL MULTIPLIER

FOR EVERY \$1 of abused drugs obtained through "doctor shopping," an **ADDITIONAL \$41 ARE WASTED** on related medical claims.³



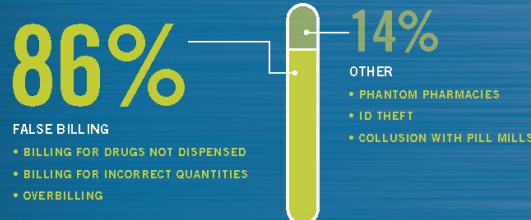
MEMBER FRAUD⁴

The most frequently abused drugs are pain medications. These opioids, used together with benzodiazepines and muscle relaxers, deliver a heroin-like high.

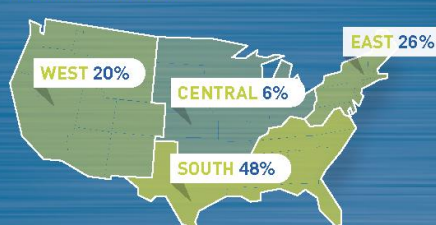


PHARMACY FRAUD⁴

FRAUD TYPE



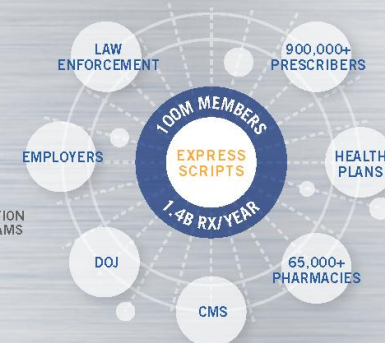
PHARMACY LOCATION



COLLABORATING TO END THE EPIDEMIC

A Comprehensive Fraud, Waste and Abuse Program must include:

- + PROACTIVE DATA MINING AND PATTERN ANALYSIS
- + EVIDENCED-BASED PHARMACY AUDITS
- + CLINICAL AND UTILIZATION MANAGEMENT PROGRAMS
- + COMPLIANCE WITH ALL GOVERNMENT REQUIREMENTS



EXPRESS SCRIPTS IDENTIFIES TRENDS AND OUTLIERS:

\$500M **20%**

ESTIMATED HEALTHCARE SAVINGS due to 435 cases Express Scripts referred to the authorities in 2011.

AVERAGE ANNUAL INCREASE IN FRAUD RECOGNITION by Express Scripts proactive data mining.

290+ INDICATORS OF FRAUD Express Scripts has identified, including:

- NUMBER OF DOCTORS VISITED
- DISTANCE TRAVELED TO PHYSICIAN OR PHARMACY
- FREQUENCY OF PRESCRIPTIONS
- GEOGRAPHY AND PATIENT POPULATION
- MIX OF DRUGS DISPENSED

¹ U.S. Centers for Disease Control and Prevention, Feb 2012. <http://www.cdc.gov/features/VitalSigns/PainkillerOverdoses/>

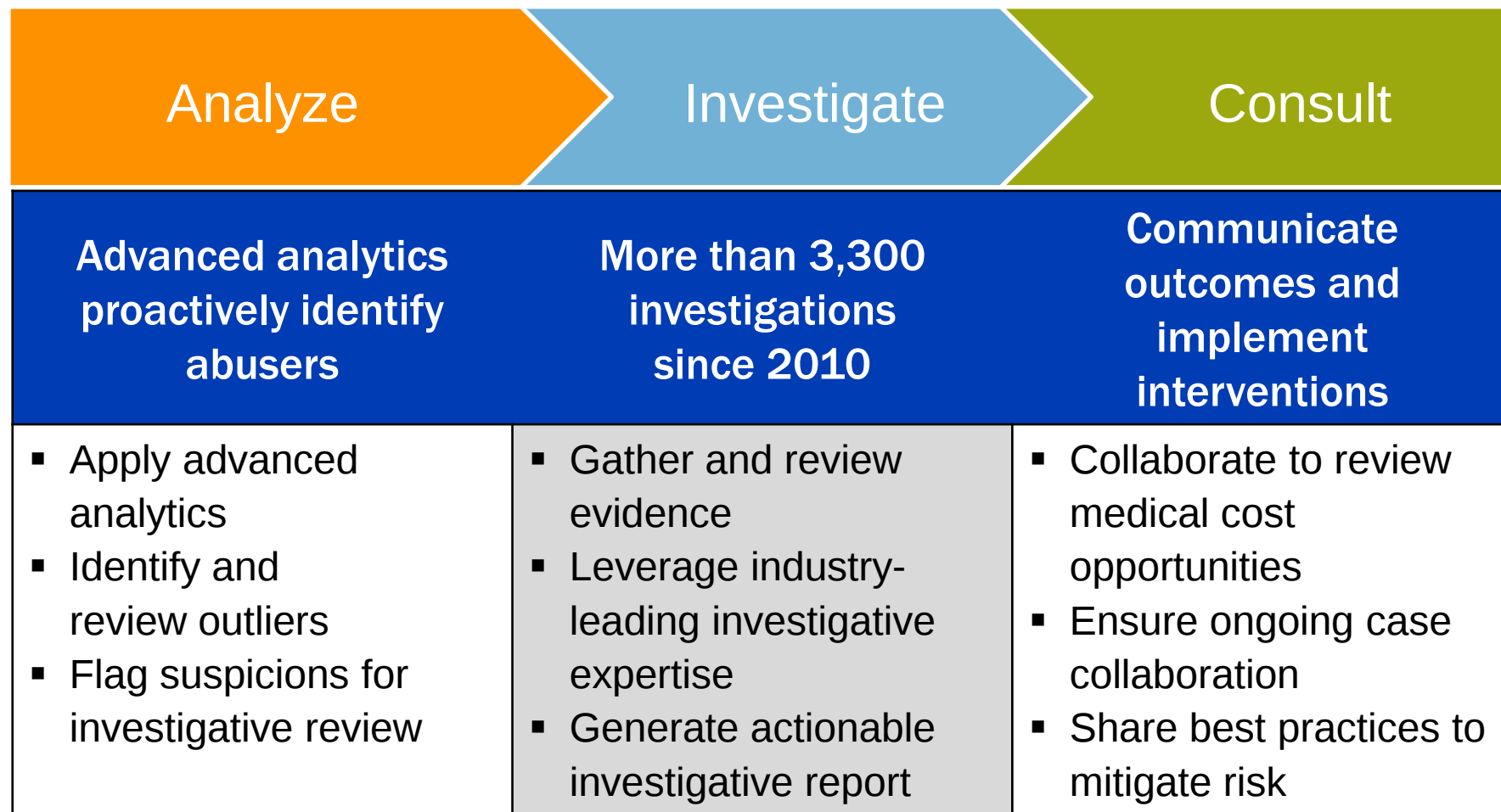
² U.S. Substance Abuse and Mental Health Services Administration, Dec 2010. <http://www.oas.samhsa.gov/2k10/DAWN034/EDHHighlights.htm>

³ Research from WellPoint, Inc. Dec 2007. <http://www.insurancefraud.org/downloads/drugDiversion.pdf>

⁴ Based on all cases identified by Express Scripts

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How Fraud, Waste & Abuse Program Works



Fraud Waste and Abuse

With enrollment into the FWA Program, our advanced analytics and data modeling will target additional potential concerns within FELRA's membership and conduct further analytical review and potential case investigation when necessary. The members on the report do not necessarily indicate a concern, but will represent an example of individuals that would be included in additional analytics and monitoring to determine if a full FWA case investigation is warranted.

FELRA data, recent 3mo. Top Identified member utilization

MBR ID	LAST	FIRST	TOTAL CONTROLLED RX CLAIMS	UNIQUE FILLING PHARMACIES	UNIQUE PRESCRIBERS
1234567890	JANE	DOE	88	15	17
1234567891	JANE	DOE	32	6	13
1234567892	JANE	DOE	20	3	13
1234567893	JANE	DOE	56	10	12
1234567894	JANE	DOE	29	7	12
1234567895	JANE	DOE	33	3	12
1234567896	JANE	DOE	20	4	11
1234567897	JANE	DOE	24	4	11
1234567898	JANE	DOE	18	3	11
1234567899	JANE	DOE	19	3	11
1234567900	JANE	DOE	29	6	11
1234567901	JANE	DOE	28	3	10
1234567902	JANE	DOE	39	6	10
1234567903	JANE	DOE	23	7	10
1234567904	JANE	DOE	41	3	10
1234567905	JANE	DOE	36	7	10
1234567906	JANE	DOE	123	9	10
1234567907	JANE	DOE	39	3	10

Program Cost \$0.05 pmpm



Advanced Utilization Management

formally Coverage Authorization

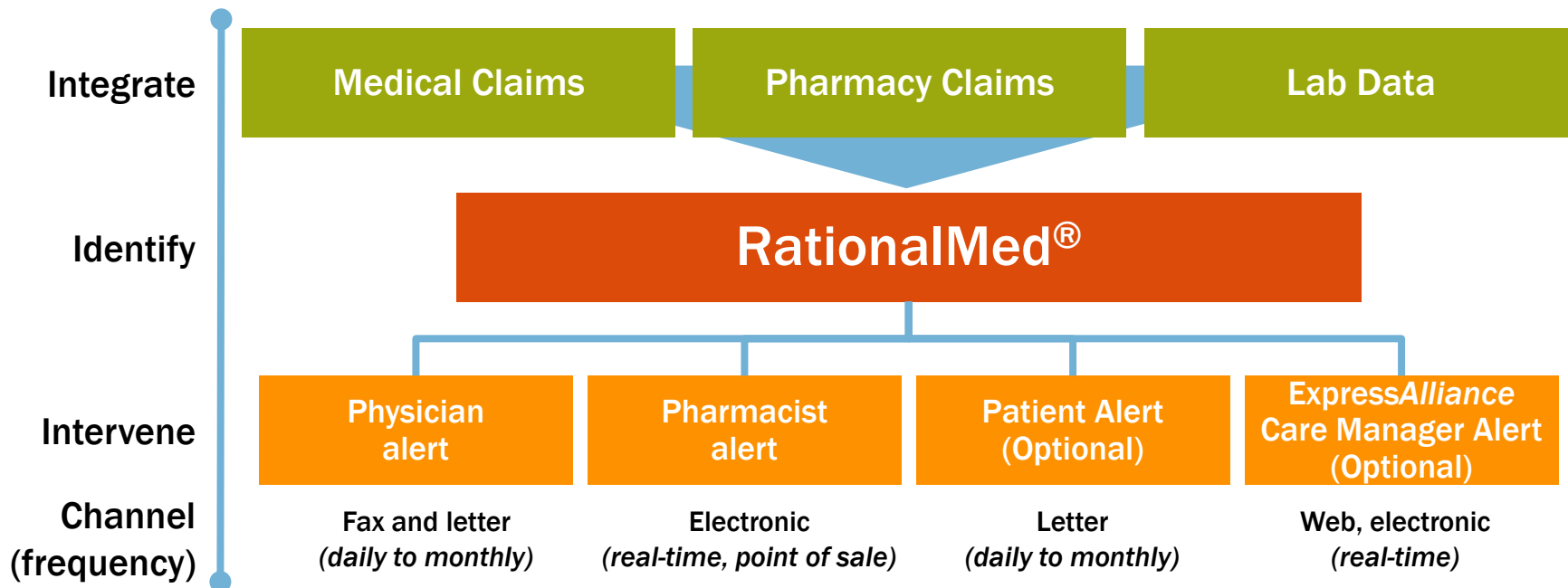
- Prior Authorization (PA) rules stop incoming claim (first time), coverage review occurs. Prior utilization history may be incorporated. Approvals and denials are communicated. Ongoing refills occur with no additional coverage review required during PA authorization period.
- If a patient does not meet parameters for coverage, a coverage review must be completed to determine coverage.
- Appeals process available and communicated to members.
- Existing users will receive pre-notification letters 30 days prior to rule implementation.

FELRA Estimated Savings based on 2012 utilization						
	Offering Name	Total Patients	Estimated Patients Flagged	Estimated Coverage Reviews	Estimated Plan Cost Savings	PMPM price
Hepatitis	Incivek	9	9	5	\$42,274	0.03
Hepatitis	Victrelis	2	2	1	\$4,624	0.01
Multiple Sclerosis	Ampyra	2	2	1	\$4,551	0.01
Multiple Sclerosis	Avonex	2	2	1	\$5,439	0.01
Multiple Sclerosis	Betaseron, Extavia	3	3	2	\$9,307	0.01
Multiple Sclerosis	Copaxone	9	9	6	\$24,344	0.02
Multiple Sclerosis	Rebif	8	8	5	\$39,729	0.01
Multiple Sclerosis	Tysabri	-	-	0	\$0	0.01
Rheumatoid Arthritis	Actemra	-	-	0	\$0	0.01
Rheumatoid Arthritis	Cimzia	4	4	3	\$11,471	0.01
Rheumatoid Arthritis	Enbrel	29	29	16	\$50,462	0.02
Rheumatoid Arthritis	Humira	30	30	17	\$51,212	0.03
Rheumatoid Arthritis	Orencia	-	-	0	\$0	0.01
Rheumatoid Arthritis	Remicade	3	3	2	\$11,927	0.01
Rheumatoid Arthritis	Rituxan for Rheumatoid Arthritis	-	-	0	\$0	0.01
Rheumatoid Arthritis	Simponi	4	4	3	\$22,737	0.01
Total		105	105	63	\$278,077	



RationalMed[®]

How it Works



- ✓ Medical data leveraged to enhance other Express Scripts services
- ✓ Complements and integrates with a plan sponsor's other clinical solutions

FELRA: RationalMed® Projections

(based on 29,664 lives)

Key Performance Metrics		
Clinical	Total Safety Alerts	7,598
	Total Successes	3,909
	Members Impacted by Safety Alert	5,340
Financial	Total Pharmacy Savings	Year 1: \$136,588
		Year 2: \$277,821
	Total Medical Savings	Equal or > than pharmacy savings Note: incremental savings to pharmacy savings

Program cost \$0.35 pmpm

ESI offers a comprehensive suite of health solutions. These offerings may change or be discontinued from time to time as ESI updates its offerings to meet the clinical needs of our clients and the changing marketplace.



Appendix



Top Line Performance Metrics

- Plan Cost PMPM is \$94.32, a 1.7% trend over the previous period
- Generic Fill Rate (GFR) increased 4.9 percentage points to 75.5%
- Specialty Plan Cost PMPM is \$11.38, a 43.8% trend over the previous period

FELRA			
Description	CY 2012	CY 2011	Change
Avg Subscribers per Month	17,771	19,131	-7.1%
Avg Members per Month	29,664	31,938	-7.1%
Number of Unique Patients	21,558	23,707	-9.1%
Pct Members Utilizing Benefit	72.7%	74.2%	-1.6
Total Plan Cost	\$33,576,320	\$35,563,178	-5.6%
Total Rx's	397,157	435,439	-8.8%
Average Member Age	43.1	43.0	0.4%
Plan Cost PMPM	\$94.32	\$92.79	1.7%
Plan Cost per Rx	\$84.54	\$81.67	3.5%
Nbr Rx's PMPM	1.12	1.14	-1.8%
Generic Fill Rate	75.5%	70.6%	4.9
Home Delivery Utilization	0.3%	0.2%	0.0
Member Cost %	11.2%	11.6%	-0.4
Specialty Percent of Plan Cost	12.1%	8.5%	3.5
Specialty Plan Cost PMPM	\$11.38	\$7.92	43.8%
Formulary Compliance Rate	95.8%	94.8%	1.0

Labor Advisory Council (LAC)		Union		Book of Business	
CY 2012	Change	CY 2012	Change	CY 2012	Change
36.7		40.5		38.6	
\$64.95	-4.7%	\$65.86	2.5%	\$70.88	3.1%
\$96.81	-0.4%	\$94.24	4.6%	\$78.26	3.7%
0.67	-4.4%	0.70	-2.1%	0.91	-0.6%
74.3%	4.5	76.1%	3.9	77.3%	3.9
63.4%	1.9	49.5%	0.2	38.9%	0.2
12.0%	-1.0	13.1%	-1.0	17.9%	-1.1
20.2%	3.4	16.4%	2.4	21.1%	3.0
\$13.12	14.3%	\$10.80	19.7%	\$14.94	20.5%
93.3%	1.1	93.5%	0.7	93.4%	0.8

Key Statistics: Specialty Detailed

- Plan Cost PMPM trend on specialty drugs is 43.8%, compared to a -2.3% Plan Cost PMPM trend on non-specialty drugs
- There are 377 unique specialty patients, a decrease 11 specialty patients over the previous period

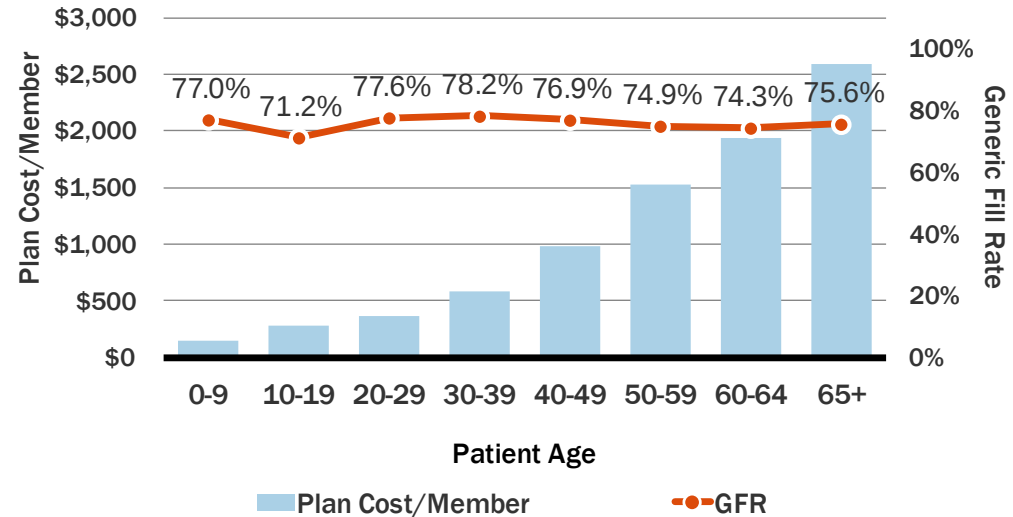
FELRA						
Non-Specialty			Specialty			
Description	CY2012	CY2011	Change	CY2012	CY2011	Change
Avg Subscribers per Month	17,771	19,131	-7.1%	17,771	19,131	-7.1%
Avg Members per Month	29,664	31,938	-7.1%	29,664	31,938	-7.1%
Number of Unique Patients	21,548	23,698	-9.1%	377	388	-2.8%
Pct Members Utilizing Benefit	72.6%	74.2%	-1.6	1.3%	1.2%	0.1
Total Plan Cost	\$29,525,050	\$32,528,895	-9.2%	\$4,051,270	\$3,034,283	33.5%
Percent of Total Plan Cost	87.9%	91.5%	-3.5	12.1%	8.5%	3.5
Total Rx's	395,543	433,923	-8.8%	1,614	1,516	6.5%
Percent of Total Rx's	99.59%	99.65%	-0.1	0.41%	0.35%	0.1
Plan Cost PMPM	\$82.94	\$84.87	-2.3%	\$11.38	\$7.92	43.8%
Plan Cost per Rx	\$74.64	\$74.96	-0.4%	\$2,510.08	\$2,001.51	25.4%
Nbr Rx's PMPM	1.11	1.13	-1.8%	0.005	0.004	25.0%
Generic Fill Rate	75.7%	70.8%	4.9	17.2%	15.3%	1.9
Member Cost %	11.3%	11.6%	-0.4	10.8%	11.2%	-0.5

Specialty Labor Advisory Council (LAC)	
CY2012	Change
\$13.12	14.3%
\$3,988.97	12.4%
0.003	1.6%
15.2%	2.0
1.3%	-0.2

Plan Demographics

- The average member age is 43.1 years old, an increase of 0.2 years over the previous time period
- The 65+ age group has the highest Plan Cost per member at \$2,592.17

Generic Fill Rate by Age Group



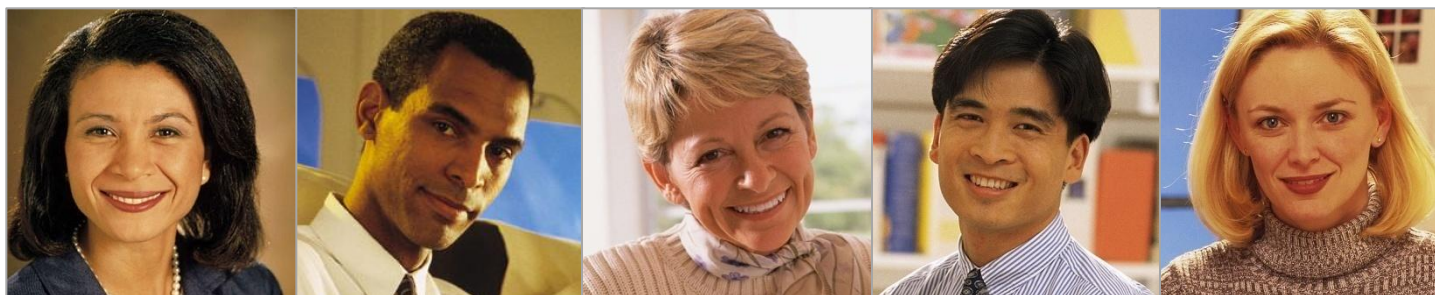
Age Group	Members	% Change	Days	% Change	Plan Cost	% Change	Plan Cost/Member	% Change	Patient/Member	% Change	Days/Member	% Change
0-9	1,610	-14.1%	79,276	-14.3%	\$233,861	-5.3%	\$145.22	10.2%	0.61	10.4%	49.23	-0.2%
10-19	3,492	-10.4%	252,737	-8.1%	\$969,451	-0.2%	\$277.65	11.4%	0.55	8.5%	72.38	2.6%
20-29	3,225	1.8%	378,471	-2.3%	\$1,182,455	2.5%	\$366.71	0.7%	0.58	5.0%	117.37	-4.1%
30-39	2,888	-8.7%	643,069	-7.2%	\$1,668,667	-7.2%	\$577.83	1.7%	0.71	0.0%	222.68	1.7%
40-49	5,416	-10.5%	2,007,839	-10.4%	\$5,314,725	-4.8%	\$981.23	6.4%	0.76	6.3%	370.70	0.0%
50-59	7,158	-4.1%	4,467,092	-4.7%	\$10,887,170	-1.2%	\$1,520.91	3.0%	0.85	3.7%	624.04	-0.7%
60-64	2,924	-6.1%	2,795,807	-7.6%	\$5,670,916	-7.2%	\$1,939.16	-1.1%	1.00	0.5%	956.02	-1.6%
65+	2,951	-8.0%	4,138,030	-10.0%	\$7,649,076	-11.9%	\$2,592.17	-4.2%	0.98	-2.1%	1,402.33	-2.2%
Total	29,664	-7.1%	14,762,321	-7.8%	\$33,576,320	-5.6%	\$1,131.88	1.7%	0.73	2.3%	497.65	-0.7%

Condition-Specific Specialized Pharmacy Model

Focuses on those who need care most

Pharmacists closing gaps in care

- Adherence
- Lower cost drug
- Lower cost channel



Specialized Pharmacy Practice via Therapeutic Resource Centers SM

Rare and Specialty	Oncology	HIV/Immunology	Diabetes	Cardiovascular	Pulmonary	Neuroscience	Women's Health
197 Patients	325 Patients	397 Patients	2,415 Patients	5,857 Patients	2,982 Patients	5,034 Patients	765 Patients
\$3,360,190 Plan Cost	\$1,568,258 Plan Cost	\$2,416,949 Plan Cost	\$7,878,413 Plan Cost	\$10,739,504 Plan Cost	\$3,173,196 Plan Cost	\$3,400,089 Plan Cost	\$348,606 Plan Cost
10.0% % Plan Cost	4.7% % Plan Cost	7.2% % Plan Cost	23.5% % Plan Cost	32.0% % Plan Cost	9.5% % Plan Cost	10.1% % Plan Cost	1.0% % Plan Cost

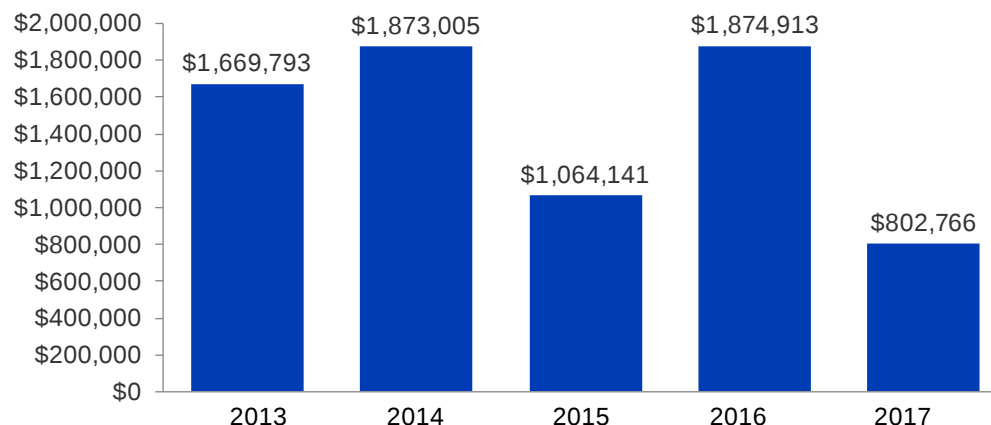
Upcoming Patent Expirations

- Implement programs now to realize savings on brand drugs losing patent protection

Top Drugs Scheduled to Lose Patent Protection through 2017					
Drug Name	Indication	Scheduled Release Year	Plan Cost Rank	Plan Cost PMPM	Plan Cost / Rx
CRESTOR	HIGH BLOOD CHOLESTEROL	2016	2	\$2.66	\$210.25
NEXIUM	ULCER DISEASE	2014	3	\$2.07	\$286.65
CYMBALTA	DEPRESSION	2013	4	\$1.64	\$238.11
DIOVAN	HIGH BLOOD PRESS/ HEART DISEAS	2013	13	\$0.86	\$159.15
ABILIFY	MENTAL/ NEURO DISORDERS	2015	14	\$0.85	\$629.76
CELEBREX	PAIN AND INFLAMMATION	2014	20	\$0.78	\$189.06
ACIPHEX	ULCER DISEASE	2013	21	\$0.74	\$370.04
COPAXONE	MULTIPLE SCLEROSIS	2017	22	\$0.72	\$3,847.83
VYTORIN	HIGH BLOOD CHOLESTEROL	2017	24	\$0.72	\$209.46
ZETIA	HIGH BLOOD CHOLESTEROL	2016	28	\$0.64	\$192.34

Based on your current utilization, \$7,284,618 in brand drugs are losing patent protection by 2017

Spend on Brand Drugs Losing Patent Protection



Expiration dates based on current status and may change due to litigation, patent challenges, etc.

Key Statistics CY 2011 vs. CY 2012

FELRA	Total			Accredo			Retail		
	CY 2011	CY 2012	Change	CY 2011	CY 2012	Change	CY 2011	CY 2012	Change
Cost									
AWP	\$64,726,264	\$64,823,590	0.2%	\$3,227,285	\$4,149,757	28.6%	\$61,498,979	\$60,673,834	-1.3%
Plan Cost	\$35,563,178	\$33,576,320	-5.6%	\$2,503,736	\$3,235,843	29.2%	\$33,059,442	\$30,340,477	-8.2%
Gross Cost PMPM	\$104.97	\$106.25	1.2%	\$7.35	\$10.15	38.1%	\$97.62	\$96.10	-1.6%
Plan Cost PMPM	\$92.79	\$94.32	1.7%	\$6.53	\$9.09	39.1%	\$86.26	\$85.23	-1.2%
AWP/Day	\$4.04	\$4.39	8.6%	\$93.60	\$111.36	19.0%	\$3.85	\$4.12	7.0%
Plan Cost/Day	\$2.22	\$2.27	2.3%	\$72.62	\$86.83	19.6%	\$2.07	\$2.06	-0.5%
Member Cost	11.6%	11.2%	-0.4	11.1%	10.4%	-0.7	11.6%	11.3%	-0.3
Copay/ Coinsurance Member Cost	11.0%	10.7%	-0.3	11.1%	10.4%	-0.7	11.0%	10.7%	-0.2
Deductible Member Share	0.6%	0.5%	-0.1	0.0%	0.0%	0.0	0.7%	0.6%	-0.1
Member Cost/ Rx	\$10.72	\$10.69	-0.3%	\$279.14	\$308.75	10.6%	\$10.03	\$9.77	-2.5%
Plan Cost/ Rx	\$81.67	\$84.54	3.5%	\$2,235.48	\$2,656.69	18.8%	\$76.12	\$76.63	0.7%
Effective Discount	37.8%	41.7%	3.8	12.7%	13.0%	0.2	39.2%	43.6%	4.5
Utilization									
Days per Member	501	498	-0.7%	1	1	16.4%	500	496	-0.7%
Days per Patient	675	685	1.4%	196	195	-0.4%	674	683	1.4%
Patients/Member	74.2%	72.7%	-1.6	0.6%	0.6%	0.1	74.2%	72.6%	-1.6
Brand Formulary Compliance Rate	82.5%	82.9%	0.4	83.8%	82.6%	-1.2	82.5%	82.9%	0.4
Generic Fill Rate (GFR)	70.6%	75.5%	4.9	2.9%	4.1%	1.2	70.7%	75.7%	4.9
Generic Conversion Rate (GCR)	99.9%	99.9%	0.0	100.0%	100.0%	0.0	99.9%	99.9%	0.0
Rxs per Member	13.63	13.39	-1.8%	0.04	0.04	17.1%	13.60	13.35	-1.8%
Rxs per Patient	18.37	18.42	0.3%	6.36	6.38	0.2%	18.32	18.37	0.3%
Days/Rx	36.8	37.2	1.1%	30.8	30.6	-0.6%	36.8	37.2	1.1%
Total Rxs	435,439	397,157	-8.8%	1,120	1,218	8.7%	434,319	395,939	-8.8%
Patients	23,707	21,558	-9.1%	176	191	8.5%	23,702	21,550	-9.1%
Total Days of Therapy	16,003,295	14,762,321	-7.8%	34,478	37,266	8.1%	15,968,817	14,725,055	-7.8%
Demographics									
Members	31,938	29,664	-7.1%						
Average Patient Age	47.8	47.6	-0.3%						

Existing Coverage Authorization Rules

Rule Type	Category/Drug Name	Target Drugs	Date*	Comments
Traditional Prior Authorization	Acne Therapy	Avita, Retin-A, Retin-A Micro, tretinoin, Tazorac	10/1/2008	Prior Authorization required > 17 years
	Growth Hormones	Genotropin, Humatrope, Noridtropin, Nutropin, Saizen, Serostim, Tev-Tropin, Increlex, Protropin	10/1/2008	
	Antinarcotic Agents	Provigil, Nuvigil	10/1/2008	
	Contraceptive Agents	Includes all oral tabs, self-injectables, patches, implants, and Nuva-ring	10/1/2008	Contraceptive agents for dependents other than member or spouse requires PA
	Weight Loss Agents & Appetite Suppressants	Adipex, Bontril, Didrex, Fastin, Meridia, Sanorex, Tenuate, Xenical, phentermine, phendimetrazine, diethylpropion	10/1/2008	
	Fertility Agents	Clomid, Serophene, Crinone 8%, Endometrin, Prochieve 8%, GnRH agonists, Gonadotropin Releasing Hormone Antagonist, Human Chorionic Gonadotropin (HCG), Human Menopausal Gonadotropin (HMG), Releasing Hormone (GnRH)	10/1/2008	Covered for non-fertility uses only
Step Therapy	COX-II Inhibitors	Celebrex	10/1/2008	
	Asthma/Allergy	Singulair, Accolate, Zflo	10/1/2008	
	Antisecretory Agents (PPIs)	Aciphex, Nexium, Prevacid, Prilosec, Protonix, Zegerid	10/1/2008	Branded PPI w/o prior use or w/o prior use of omeprazole or Prilosec OTC requires PA
Quantity Duration	Erectile Dysfunction drugs	Caverject, Cialis, Edex, Levitra, Muse, Viagra	10/1/2008	8 units/30 days (ED drugs are non-maintenance). Members are limited to a collective total of 120 units per calendar year (no exceptions).
	Hypnotics	Ambien, Sonata, Lunesta, Rozarem	10/1/2008	
	Antiemetics	Zofran, Kytril, Anzemet, Emend	10/1/2008	
	Migraine Therapy	Amerge, Axert, Frova, Imitrex, Maxalt, Migranal, Zomig, Treximet, Relpax	10/1/2008	Quantity Duration - Tablet Based Rule
	Nontraditional NSAIDs	Toradol (ketorolac)	10/1/2008	Allow oral Toradol to be dispensed at a maximum quantity of ≤2 courses of treatment in a 90 day period at retail or home delivery.

* Original start date predates Medco contract effective date of 10/1/2008.

Key	
Rule Types	Definition
Traditional Prior Authorization	All first time claims stopped at Point-Of-Sale for coverage review.
Step Therapy	Drugs in history may qualify member for coverage without coverage review.
Quantity Duration	Quantity Limit over a period of time. PA required to override.

FELRA - Value of Clinical Management

- The Coverage Authorization rules provided estimated savings of \$1.4M for January through December 2012.

Coverage Authorization	CY 2011	CY 2012	Change %
Reviews Required	1,179	1,103	(6.4%)
Approvals	937	878	(6.3%)
Denials	242	225	(7.0%)
Savings	\$1,151,540	\$1,387,452	20.5%

NOTES and ASSUMPTIONS

- Figures based on 2011 and 2012 utilization data.
- Figures provided for directional purposes and are not guaranteed.
- Financial results have not been audited.

EXPRESS SCRIPTS
Food Employer Labor Relations & UFCW Welfare Fund - 4369

MEMBER MULTI PHARMACY/MULTI PHYSICIAN REPORT*

Three Months Ending February 2013

MBR ID	LAST	FIRST	TOTAL CONTROLLED RX CLAIMS	UNIQUE FILLING PHARMACIES	UNIQUE PRESCRIBERS
1234567890	JOHN	DOE	7	3	5
1234567891	JOHN	DOE	11	6	6
1234567892	JOHN	DOE	9	3	4
1234567893	JOHN	DOE	10	3	5
1234567894	JOHN	DOE	9	3	5
1234567895	JOHN	DOE	8	3	4
1234567896	JOHN	DOE	10	3	4
1234567897	JOHN	DOE	13	3	5
1234567898	JOHN	DOE	7	3	4
1234567899	JOHN	DOE	14	6	8
1234567900	JOHN	DOE	9	3	4
1234567901	JOHN	DOE	9	3	5
1234567902	JOHN	DOE	23	3	7
1234567903	JOHN	DOE	9	3	8
1234567904	JOHN	DOE	13	3	4
1234567905	JOHN	DOE	7	4	4
1234567906	JOHN	DOE	7	3	4
1234567907	JOHN	DOE	9	5	5
1234567908	JOHN	DOE	9	3	4
1234567909	JOHN	DOE	22	10	11
1234567910	JOHN	DOE	35	6	8

* This table includes all members who met all the following criteria: greater than six controlled substance scripts filled, utilizing greater than two pharmacies, and utilizing greater than three prescribers.

