



3Q18 Plumbers & Steamfitters Local 486

December 10th, 2018

Discussion Topics

Third Quarter 2018 Report

Agenda

1. Introductions

2. Key Performance Indicators

3. Clinical Opportunity - Vigilant
Drug Program/Premium PDL

4. Closing Remarks and Q+A

Your OptumRx Team

Marco Perez
Strategic Account Executive

LOCAL 486 PLUMBSTEAM

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

-12.3%

Plan Paid PMPM Trend

\$103.48

Plan Paid PMPM

16.8%

less than Labor and Trust benchmark

85.6%

GDR

1.5%

greater than previous

0.3%

greater than Labor and Trust benchmark

8.4%

Member Share

0.9%

greater than previous

2.4%

less than Labor and Trust benchmark

50.4%

Specialty Plan Paid Percent

5.0%

less than previous

17.8%

greater than Labor and Trust benchmark

\$174.69

Avg Plan Paid/Rx

\$35.07

less than previous

\$71.32

greater than Labor and Trust benchmark

2,116

Average Eligible Members

72

greater than previous

plan performance - LOCAL 486 PLUMBSTEAM

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

Description	LOCAL 486 PLUMBSTEAM			Book of Business: Labor and Trust	
	Jan 18 - Sep 18	Jan 17 - Sep 17	Pct Change	Jan 18 - Sep 18	Pct Change
Average Eligible Members	2,116	2,043	3.5%		
Average Age	23.1	0.0	0.0%	38.2	0.1%
Total Plan Paid	\$1,970,497	\$2,169,529	-9.2%		
Total Rxs	11,280	10,343	9.1%		
Plan Paid PMPM	\$103.48	\$117.97	-12.3%	\$73.59	4.5%
Plan Paid per Rx	\$174.69	\$209.76	-16.7%	\$103.37	6.3%
Rxs PMPM	0.59	0.56	5.3%	0.71	-1.6%
Member Paid Share	8.4%	7.5%	12.1%	10.8%	-4.2%
Generic Dispensing Rate	85.6%	84.1%	1.7%	85.3%	0.5%
Mail Order Rate	31.6%	31.1%	1.7%	7.2%	-1.7%
Average Days Supply	42.1	42.1	-0.1%	35.6	1.9%
Specialty Plan Paid PMPM	\$52.14	\$65.37	-20.2%	\$23.99	12.0%
Percent of Specialty Plan Paid	50.4%	55.4%	-9.1%	32.6%	7.1%

traditional vs specialty - LOCAL 486 PLUMBSTEAM

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

Description	Traditional			Specialty		
	Jan 18 -	Jan 17 -	Pct	Jan 18 -	Jan 17 -	Pct
	Sep 18	Sep 17	Change	Sep 18	Sep 17	Change
Average Eligible Members	2,116	2,043	3.5%	2,116	2,043	3.5%
Total Plan Paid	\$977,671	\$967,344	1.1%	\$992,827	\$1,202,184	-17.4%
Percent of Total Plan Paid	49.6%	44.6%	11.3%	50.4%	55.4%	-9.1%
Total Rx's	11,073	10,140	9.2%	207	203	2.0%
Plan Paid PMPM	\$51.34	\$52.60	-2.4%	\$52.14	\$65.37	-20.2%
Plan Paid per Rx	\$88.29	\$95.40	-7.4%	\$4,796.26	\$5,922.09	-19.0%
Rx's PMPM	0.58	0.55	5.5%	0.011	0.011	-1.5%
Generic Dispensing Rate	86.9%	85.6%	1.5%	14.0%	8.9%	58.0%
Member Paid Share	15.0%	14.8%	1.2%	0.8%	0.6%	35.1%
Member Paid per Rx	\$15.58	\$16.61	-6.2%	\$37.06	\$33.82	9.6%

key performance by quarter - LOCAL 486 PLUMBSTEAM

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

	LOCAL 486 PLUMBSTEAM				
Description	2018-Q3	2018-Q2	2018-Q1	2017-Q4	2017-Q3
Average Eligible Members	2,156	2,122	2,069	2,073	2,036
Total Utilizers	917	920	922	870	853
Percent Total Utilizers	42.5%	43.4%	44.6%	42.0%	41.9%
Total Plan Paid	\$670,402	\$654,097	\$645,999	\$632,233	\$661,622
Total Rxs	3,813	3,827	3,640	3,553	3,368
Plan Paid PMPM	\$103.63	\$102.76	\$104.06	\$101.68	\$108.34
Plan Paid per Rx	\$175.82	\$170.92	\$177.47	\$177.94	\$196.44
Rxs PMPM	0.59	0.60	0.59	0.57	0.55
Member Paid Share	8.0%	8.4%	8.7%	8.6%	7.8%
Generic Dispensing Rate	85.8%	86.1%	84.8%	85.1%	84.6%
Mail Order Rate	33.6%	31.6%	29.6%	30.7%	31.7%
Average Days Supply	43.5	42.1	40.8	41.2	42.7
Specialty Plan Paid PMPM	\$51.14	\$54.24	\$51.03	\$51.63	\$58.46
Percent of Specialty Plan Paid	49.3%	52.8%	49.0%	50.8%	54.0%

top disease categories by plan paid - LOCAL 486 PLUMBSTEAM

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

Curr Rank	Prev Rank	Disease Category Name	Jan 18 - Sep 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	Inflammatory Conditions	\$535,499	29	133	\$4,026.31	23.3%	\$28.12	12.6%	-8.2%	3.3%
2	6	Diabetes	\$161,526	72	335	\$482.17	50.7%	\$8.48	2.7%	28.4%	31.8%
3	2	Oncology	\$161,004	15	52	\$3,096.24	88.5%	\$8.46	-18.5%	-23.9%	-38.0%
4	3	Hepatitis	\$113,006	2	6	\$18,834.40	0.0%	\$5.93	-33.6%	-27.6%	-51.9%
5	4	Narcotic Analgesics	\$101,036	226	895	\$112.89	76.3%	\$5.31	-10.6%	-18.3%	-27.0%
6	5	Multiple Sclerosis	\$73,741	3	16	\$4,608.80	0.0%	\$3.87	-12.5%	-38.2%	-45.9%
7	8	ADHD	\$65,781	68	414	\$158.89	72.7%	\$3.45	-4.7%	18.3%	12.8%
8	9	Asthma / COPD	\$62,482	141	315	\$198.36	26.0%	\$3.28	-3.1%	15.7%	12.1%
9	10	Erectile Dysfunction	\$60,331	45	139	\$434.04	35.3%	\$3.17	3.5%	7.4%	11.2%
10	11	Misc Skin Condition	\$55,621	153	284	\$195.85	82.0%	\$2.92	-13.7%	21.9%	5.2%
Totals:			\$1,390,027		2,589	\$536.90	61.6%	\$73.00	-14.8%	0.0%	-14.8%
Plan Totals:			\$1,970,497		11,280	\$174.69	85.6%	\$103.48	-16.7%	5.3%	-12.3%

top drugs by plan paid - LOCAL 486 PLUMBSTEAM

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

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 18 - Sep 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	2	HUMIRA PEN	Chronic Inflammatory Disease	\$217,016	5	34	\$6,382.83	\$11.40	-13.6%	21.4%	11.0%
2	5	ENBREL SURECLICK	Chronic Inflammatory Disease	\$115,069	3	20	\$5,753.44	\$6.04	48.6%	30.5%	5.8%
3		EPCLUSA	Hepatitis C	\$73,907	1	3	\$24,635.80	\$3.88			3.8%
4	6	SUTENT	Oncology	\$65,399	1	4	\$16,349.70	\$3.43	-22.7%	-22.0%	3.3%
5	7	NORDITROPIN FLEXPRO	Growth Hormones	\$55,378	2	13	\$4,259.88	\$2.91	-16.3%	-14.8%	2.8%
6	9	IMATINIB MESYLATE	Oncology	\$55,370	1	9	\$6,152.21	\$2.91	-3.4%	-11.5%	2.8%
7	12	TALTZ	Chronic Inflammatory Disease	\$47,712	1	9	\$5,301.30	\$2.51	-3.4%	7.2%	2.4%
8	73	SIMPONI	Chronic Inflammatory Disease	\$40,921	1	7	\$5,845.87	\$2.15	576.1%	791.0%	2.1%
9	3	STELARA	Chronic Inflammatory Disease	\$40,687	1	2	\$20,343.46	\$2.14	-72.4%	-65.7%	2.1%
10	11	AVONEX PEN	Multiple Sclerosis	\$40,360	1	6	\$6,726.66	\$2.12	-17.2%	-13.1%	2.0%
11		MAVYRET	Hepatitis C	\$39,099	1	3	\$13,033.00	\$2.05			2.0%
12	10	SUBOXONE	Opioid Partial Agonists	\$38,547	15	112	\$344.17	\$2.02	-2.5%	-18.9%	2.0%
13	17	CIALIS	Impotence Agents	\$35,824	25	70	\$511.77	\$1.88	22.9%	39.8%	1.8%
14	23	TRIUMEQ	HIV -Multiclass Combo	\$31,849	2	12	\$2,654.12	\$1.67	44.9%	64.7%	1.6%
15	16	VYVANSE	ADHD & Narcolepsy Medications	\$30,571	23	90	\$339.68	\$1.61	14.4%	12.1%	1.6%
16	37	HUMALOG KWIKPEN	Insulin	\$28,566	10	21	\$1,360.29	\$1.50	189.7%	171.9%	1.4%
17	34	LANTUS SOLOSTAR	Insulin	\$28,074	13	38	\$738.78	\$1.47	93.2%	141.4%	1.4%
18	18	ANDROGEL PUMP	Androgens	\$26,886	6	15	\$1,792.37	\$1.41	-27.6%	5.8%	1.4%
19		TEMOZOLOMIDE	Oncology	\$24,175	1	10	\$2,417.46	\$1.27			1.2%
20	15	HUMIRA	Chronic Inflammatory Disease	\$23,942	1	5	\$4,788.31	\$1.26	-31.0%	-26.9%	1.2%
Totals:				\$1,059,351		483	\$2,193.27	\$55.63	14.6%	18.7%	53.8%
Plan Totals:				\$1,970,497		11,280	\$174.69	\$103.48	5.3%	-12.3%	

top traditional drugs by plan paid - LOCAL 486 PLUMBSTEAM

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

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 18 - Sep 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	SUBOXONE	Opioid Partial Agonists	\$38,547	15	112	\$344.17	\$2.02	-2.5%	-18.9%	3.9%
2	4	CIALIS	Impotence Agents	\$35,824	25	70	\$511.77	\$1.88	22.9%	39.8%	3.7%
3	3	VYVANSE	ADHD & Narcolepsy Medications	\$30,571	23	90	\$339.68	\$1.61	14.4%	12.1%	3.1%
4	20	HUMALOG KWIKPEN	Insulin	\$28,566	10	21	\$1,360.29	\$1.50	189.7%	171.9%	2.9%
5	17	LANTUS SOLOSTAR	Insulin	\$28,074	13	38	\$738.78	\$1.47	93.2%	141.4%	2.9%
6	5	ANDROGEL PUMP	Androgens	\$26,886	6	15	\$1,792.37	\$1.41	-27.6%	5.8%	2.7%
7	42	TRULICITY	Injectable Diabetic Meds	\$22,829	5	17	\$1,342.91	\$1.20	310.5%	279.5%	2.3%
8	2	OXYCONTIN	Opioid Agonists & Combos	\$22,602	7	49	\$461.26	\$1.19	-33.3%	-47.6%	2.3%
9	9	LYRICA	Anticonvulsants - 2nd Generation	\$19,344	14	33	\$586.18	\$1.02	51.8%	20.3%	2.0%
10	11	ESOMEPRAZOLE MAGNESIUM	Proton Pump Inhibitors	\$18,427	21	52	\$354.36	\$0.97	35.7%	22.3%	1.9%
11	6	ONFI	Anticonvulsants - 2nd Generation	\$17,778	1	3	\$5,926.04	\$0.93	-42.1%	-21.4%	1.8%
12	12	JANUVIA	DPP-4 Inhibitors & Combos	\$17,664	8	17	\$1,039.04	\$0.93	-3.4%	19.2%	1.8%
13	144	BUDESONIDE	Glucocorticosteroids	\$14,552	5	20	\$727.59	\$0.76	543.9%	833.3%	1.5%
14	15	ZUBSOLV	Opioid Partial Agonists	\$14,451	4	35	\$412.88	\$0.76	9.0%	19.1%	1.5%
15	8	XARELTO	Oral Anticoagulants	\$14,122	6	16	\$882.64	\$0.74	-18.7%	-21.4%	1.4%
16	14	VICTOZA	Injectable Diabetic Meds	\$13,526	4	8	\$1,690.79	\$0.71	28.8%	8.7%	1.4%
17		SILDENAFIL CITRATE	Impotence Agents	\$13,429	20	43	\$312.30	\$0.71			1.4%
18	13	SYMBICORT	Inhaled Asthma/COPD Combo	\$12,619	9	18	\$701.04	\$0.66	-13.1%	-4.0%	1.3%
19	18	AMPHETAMINE/DEXTROAMPHETAMINE	ADHD & Narcolepsy Medications	\$11,541	24	174	\$66.33	\$0.61	20.0%	5.5%	1.2%
20	25	CELECOXIB	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$10,058	13	43	\$233.91	\$0.53	1.3%	18.6%	1.0%
Totals:				\$411,409		874	\$470.72	\$21.61	20.1%	20.2%	42.1%
Traditional Plan Totals:				\$977,671		11,073	\$88.29	\$51.34	5.5%	-2.4%	

top specialty drugs by plan paid - LOCAL 486 PLUMBSTEAM

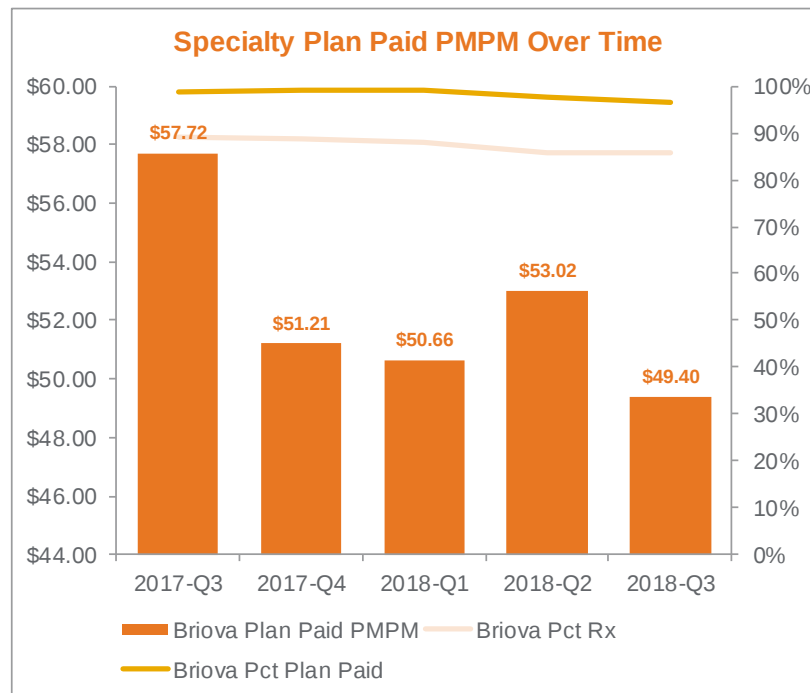
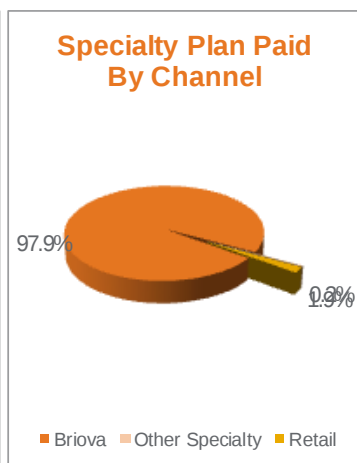
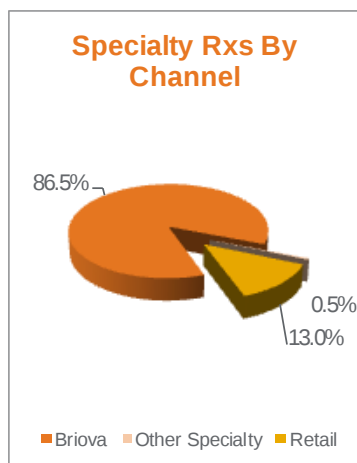
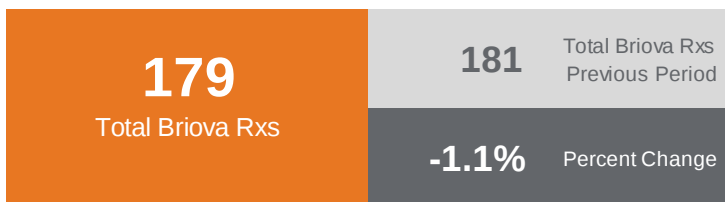
Date Submitted: Jan 18 - Sep 18 vs Jan 17 - Sep 17

Curr Rank	Prev Rank	Drug Name	Therapeutic Class Name	Jan 18 - Sep 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	2	HUMIRA PEN	Chronic Inflammatory Disease	\$217,016	5	34	\$6,382.83	\$11.40	-13.6%	21.4%	21.9%
2	5	ENBREL SURECLICK	Chronic Inflammatory Disease	\$115,069	3	20	\$5,753.44	\$6.04	48.6%	30.5%	11.6%
3		EPCLUSA	Hepatitis C	\$73,907	1	3	\$24,635.80	\$3.88			7.4%
4	6	SUTENT	Oncology	\$65,399	1	4	\$16,349.70	\$3.43	-22.7%	-22.0%	6.6%
5	7	NORDITROPIN FLEXPRO	Growth Hormones	\$55,378	2	13	\$4,259.88	\$2.91	-16.3%	-14.8%	5.6%
6	9	IMATINIB MESYLATE	Oncology	\$55,370	1	9	\$6,152.21	\$2.91	-3.4%	-11.5%	5.6%
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8	21	SIMPONI	Chronic Inflammatory Disease	\$40,921	1	7	\$5,845.87	\$2.15	576.1%	791.0%	4.1%
9	3	STELARA	Chronic Inflammatory Disease	\$40,687	1	2	\$20,343.46	\$2.14	-72.4%	-65.7%	4.1%
10	10	AVONEX PEN	Multiple Sclerosis	\$40,360	1	6	\$6,726.66	\$2.12	-17.2%	-13.1%	4.1%
11		MAVYRET	Hepatitis C	\$39,099	1	3	\$13,033.00	\$2.05			3.9%
12	16	TRIUMEQ	HIV-Multiclass Combo	\$31,849	2	12	\$2,654.12	\$1.67	44.9%	64.7%	3.2%
13		TEMOZOLOMIDE	Oncology	\$24,175	1	10	\$2,417.46	\$1.27			2.4%
14	13	HUMIRA	Chronic Inflammatory Disease	\$23,942	1	5	\$4,788.31	\$1.26	-31.0%	-26.9%	2.4%
15	17	AMPYRA	Multiple Sclerosis	\$20,998	1	8	\$2,624.77	\$1.10	28.8%	49.4%	2.1%
16	14	ODEFSEY	HIV-Multiclass Combo	\$20,596	1	8	\$2,574.49	\$1.08	-14.2%	-13.3%	2.1%
17		SPRYCEL	Oncology	\$12,748	1	1	\$12,747.95	\$0.67			1.3%
18	8	TYSABRI	Multiple Sclerosis	\$12,383	1	2	\$6,191.35	\$0.65	-80.7%	-80.4%	1.2%
19	18	MYFORTIC	Immunosuppressive Agents	\$10,768	2	12	\$897.36	\$0.57	5.4%	4.0%	1.1%
20		OTEZLA	Chronic Inflammatory Disease	\$9,646	2	3	\$3,215.26	\$0.51			1.0%
Totals:				\$958,023		171	\$5,602.47	\$50.31	6.6%	11.9%	96.5%
Specialty Plan Totals:				\$992,827		207	\$4,796.26	\$52.14	-1.5%	-20.2%	

LOCAL 486 PLUMBSTEAM

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

Specialty Analysis - BrivoRx®



Top Specialty Classes	Rx Volume					
	Brivo	% Total	Retail	Retail %	Other	Other %
Chronic Inflammatory Disease	83	100.0%	0	0.0%	0	0.0%
Oncology	23	95.8%	0	0.0%	1	4.2%
HIV-Multiclass Combo	17	85.0%	0	0.0%	3	15.0%
Multiple Sclerosis	16	100.0%	0	0.0%	0	0.0%
Growth Hormones	13	100.0%	0	0.0%	0	0.0%

LOCAL 486 PLUMBSTEAM

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

Specialty Analysis - Copay Assistance at BrivoRx®

48.1%

of Member Paid is Covered
by Copay Assistance

52.8%

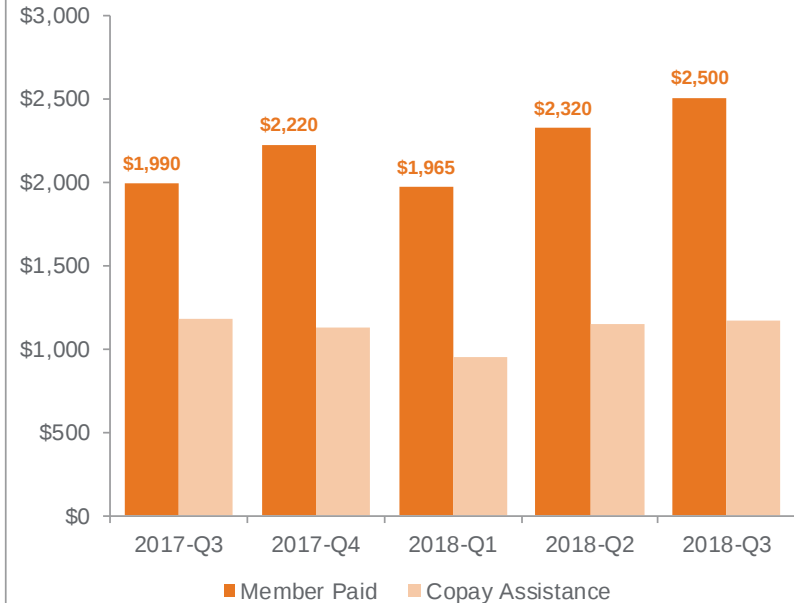
Copay Coverage
Previous Period

4.7%

Percent Change

**Copay Assistance is provided on 48.1%
of Brivo scripts**

Copay Assistance Over Time



Top Specialty Drugs with Copay Assistance	Member Paid Share		Copay Assistance	Net Out of Pocket		
	Rxs	Total	Total	Total	Pct	Total Per Rx
HUMIRA PEN	34	\$1,190	\$1,000	\$190	16.0%	\$5.59
TALTZ	9	\$850	\$816	\$34	4.0%	\$3.75
ODEFSEY	9	\$315	\$315	\$0	0.0%	\$0.00
RASUVO	10	\$350	\$280	\$70	20.0%	\$7.00
TRIUMEQ	8	\$280	\$249	\$32	11.3%	\$3.94



Clinical Opportunity

A top-down view of a medical professional's workspace. In the upper right, a white laptop keyboard is partially visible. A light blue ballpoint pen lies diagonally across the upper middle. Below the pen is a small, white, rectangular electronic device with a blue rectangular display. To the right, a blue stethoscope with a silver chest piece rests on a white clipboard. A silver ballpoint pen is also on the clipboard. In the lower right, a light blue folder or clipboard is held together by a silver paperclip. The entire scene is set on a light-colored wooden desk.

Vigilant Drug Program

Identifying medications for exclusion

We focus on choosing clinically appropriate medications

1



The National Pharmacy & Therapeutics (P&T) Committee reviews new medications entering the market and existing products for **clinical quality and therapeutic equivalency**

2



Evaluations look at active **ingredients, indications** and whether products are **therapeutically equivalent to alternatives** already available in OptumRx formularies

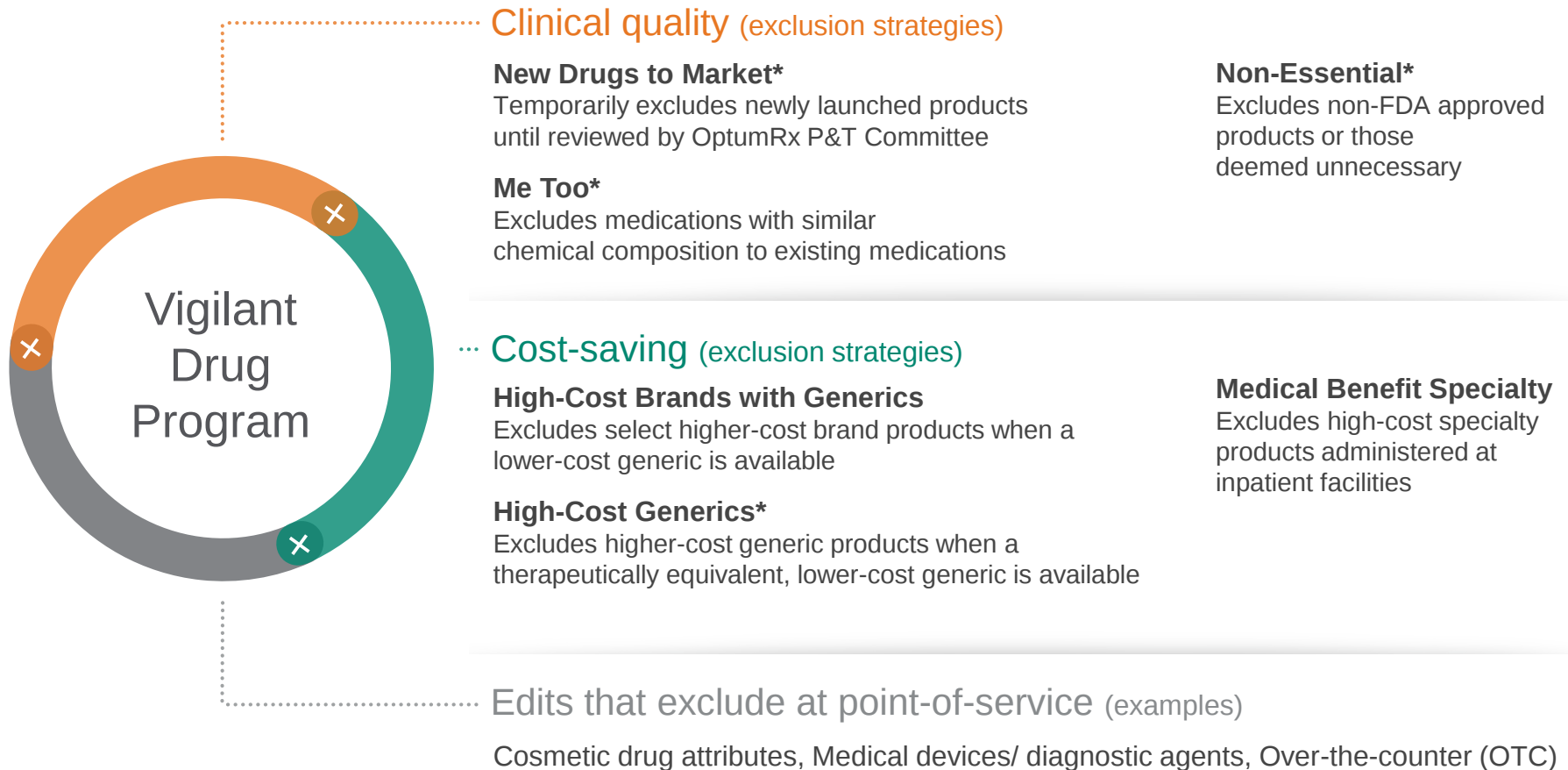
3



After the clinical review, we evaluate the **financial impact** of formulary decisions. All recommendations are reviewed by the **P&T Committee for approval** before exclusions are final

Vigilant Drug Program

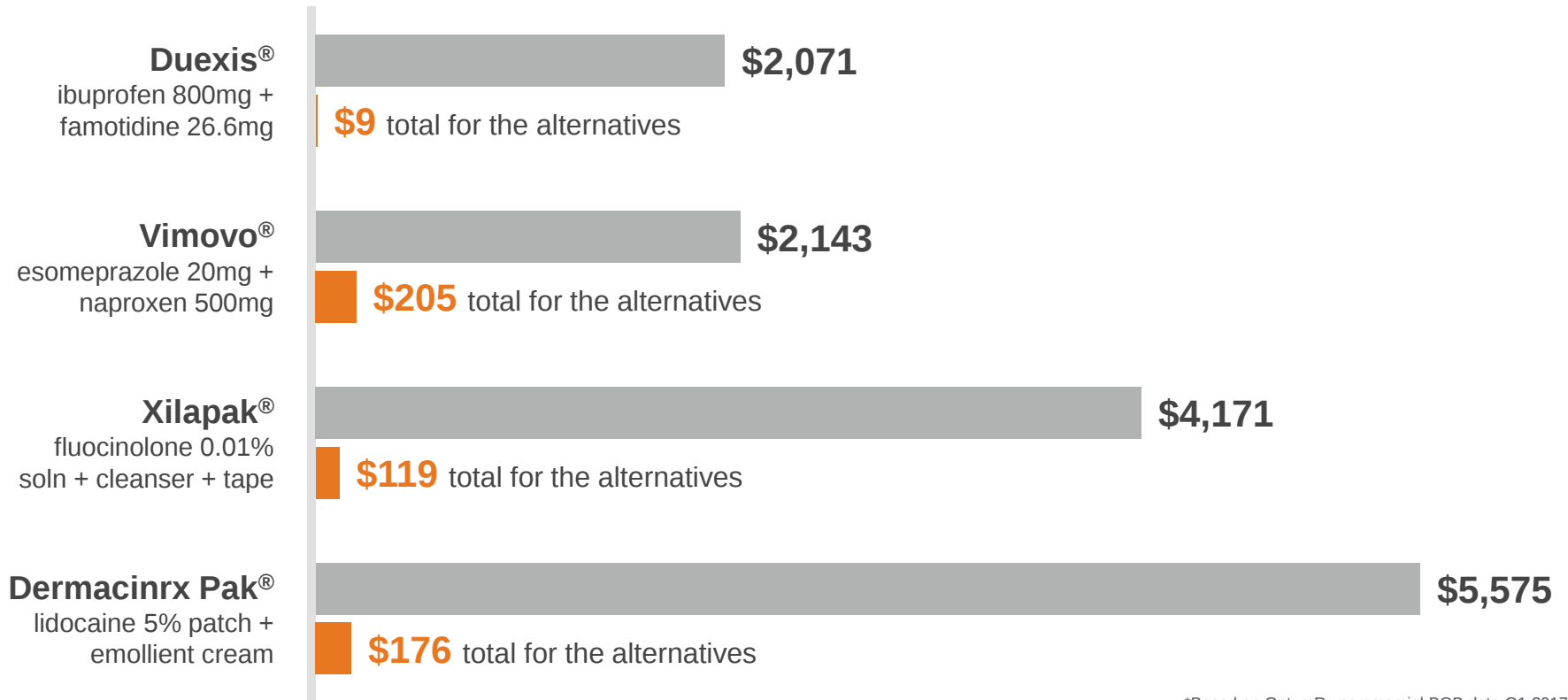
Flexibility in exclusions and strategies for quality and value



Vigilant Drug Program

Clinical quality exclusion strategies promote safety and savings

Me Too and Non-Essential strategies can uncover unnecessary spend
Drive use of covered formulary alternatives



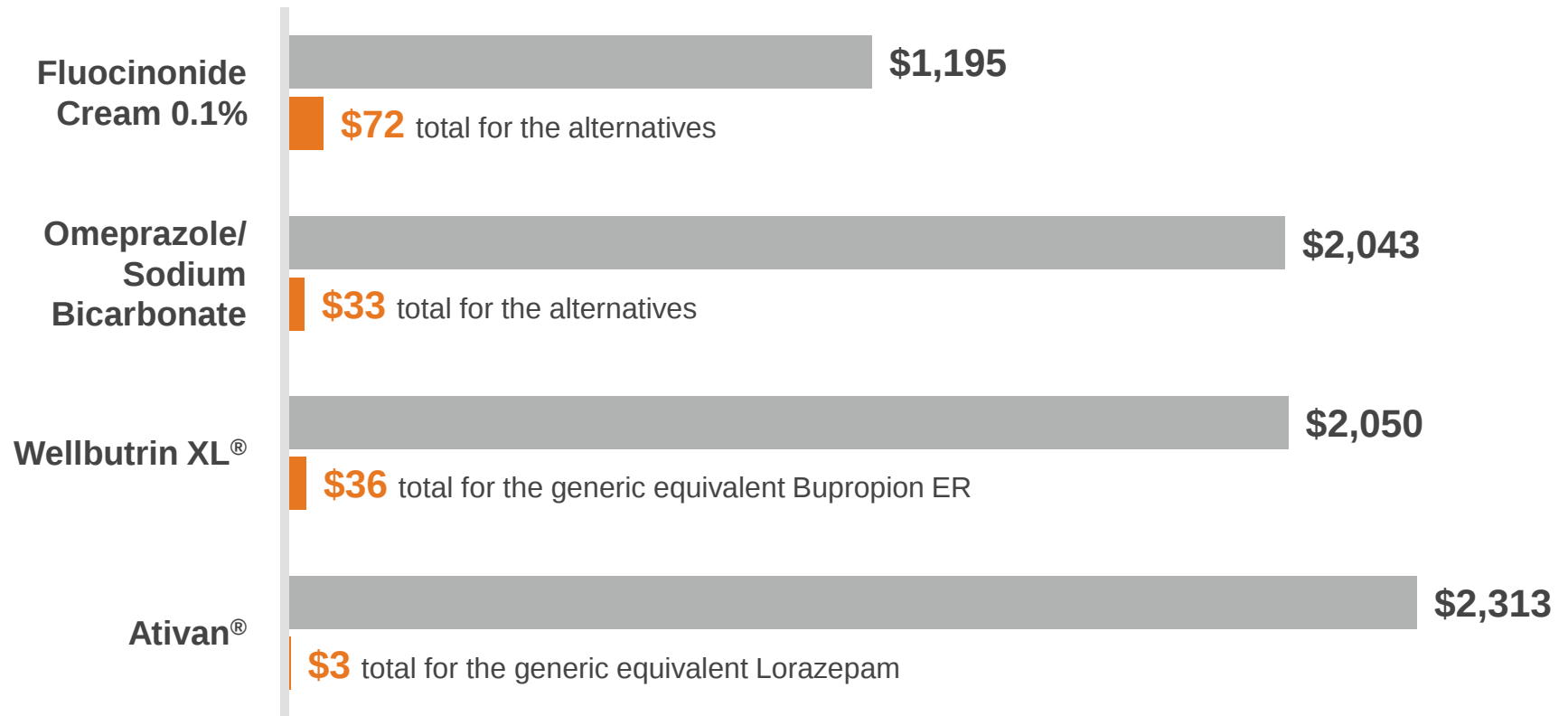
*Based on OptumRx commercial BOB data Q1 2017

Note: Duexis and Vimovo are Me Too products, Xilapak and Dermacinrx Pak are Non-Essential products

Vigilant Drug Program

Cost-saving exclusion strategies lead to significant savings

High-Cost Generics and High-Cost Brands with Generics exclusion strategies promotes the use of lower-cost generic options



*Based on OptumRx commercial BOB data Q1 2017

Point-of-service exclusion edits

Drug spend control in the Vigilant Drug Program

Third Party Edits

Looks at certain drug classifications such as cosmetic drugs, diagnostic agents and surgical supplies.

Drug Attribute Edits

Reviews route of administration (e.g., infusion) and dosage form (e.g., tape, tincture); examples include intrathecal, epidural, implant and perfusion

Drug Efficacy Study Implementation (DESI) Drug Edits

Screens non-FDA approved products, also known as DESI 5 and 6 drugs.

Over-the-Counter Product (OTC) Edits

Excludes over-the-counter products that are available without a prescription.

OptumRx Vigilant drug lists from 1/2018- 11/2018 Plan Paid

Me Too Drugs

10	19	\$895	\$14,012
Utilizers	Rxs	Member Paid	Plan Paid

Non-FDA Approved Drugs

18	20	\$615	\$6,993
Utilizers	Rxs	Member Paid	Plan Paid

Pain Creams & Patches

2	2	\$100	\$263
Utilizers	Rxs	Member Paid	Plan Paid

OptumRx Vigilant drug lists from 1/2018- 11/2018 Plan Paid

High Cost Brands with Generics

4	8	\$430	\$3,537
Utilizers	Rxs	Member Paid	Plan Paid

High Cost Generics

27	71	\$1,860	\$25,209
Utilizers	Rxs	Member Paid	Plan Paid