



UFCW Unions & Participating Employers Health & Welfare Fund



2019 Annual Performance Review
February 2020

Agenda

- **Performance Review**
 - Key Performance Indicators
 - Three Year Trend
 - Cost Drivers
- **Cost Management Strategies**
 - Diabetes Management
 - Vigilant Drug
 - Orphan Drug
- **Appendix**

Your OptumRx Team



Brenda Gagnon

Strategic Account Executive, Labor & Trust



Paul Marcus, R. Ph.

Senior Director, Labor & Trust



Performance Review

UFCW Unions & Participating Employers Health & Welfare Fund

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

0.2%

Plan Paid PMPM Trend

\$126.45

Plan Paid PMPM

1.3%

greater than UFCW
benchmark

84.2%

GDR

1.8%

greater than
previous

3.6%

less than UFCW
benchmark

6.9%

Member Share

0.1%

greater than
previous

4.4%

less than UFCW
benchmark

31.8%

Specialty Plan Paid Percent

4.3%

greater than
previous

10.9%

less than UFCW
benchmark

\$128.13

Avg Plan Paid/Rx

\$9.92

greater than
previous

\$32.84

greater than UFCW
benchmark

3,371

Average Eligible Members

367

less than
previous

Plan Performance - UFCW Unions & Participating Employers Health & Welfare Fund

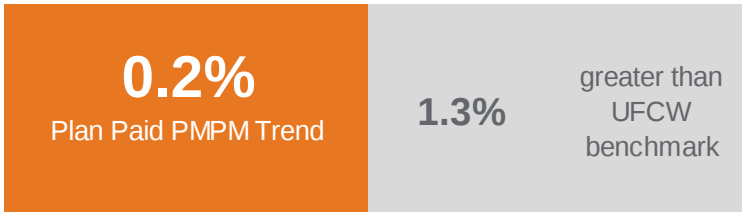
Date Submitted: Jan 19 - Dec 19 vs Jan 18 - Dec 18

Description	UFCW Unions & Participating Employers Health & Welfare Fund			Book of Business: UFCW	
	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change	Jan 19 - Dec 19	Pct Change
Average Eligible Members	3,371	3,738	-9.8%		
Average Age	47.8	46.8	2.1%	38.7	1.4%
Total Plan Paid	\$5,115,057	\$5,658,062	-9.6%		
Total Rx's	39,922	47,864	-16.6%		
Plan Paid PMPM	\$126.45	\$126.14	0.2%	\$84.52	-1.1%
Plan Paid per Rx	\$128.13	\$118.21	8.4%	\$95.29	-2.4%
Rx's PMPM	0.99	1.07	-7.5%	0.89	1.3%
Member Paid Share	6.9%	6.8%	1.8%	11.3%	5.1%
Generic Dispensing Rate	84.2%	82.5%	2.1%	87.9%	0.5%
Mail Order Rate	0.0%	0.0%	0.0%	3.2%	-9.2%
Average Days Supply	44.2	41.6	6.1%	33.1	1.3%
Specialty Plan Paid PMPM	\$40.25	\$34.73	15.9%	\$36.10	2.9%
Percent of Specialty Plan Paid	31.8%	27.5%	15.6%	42.7%	4.1%

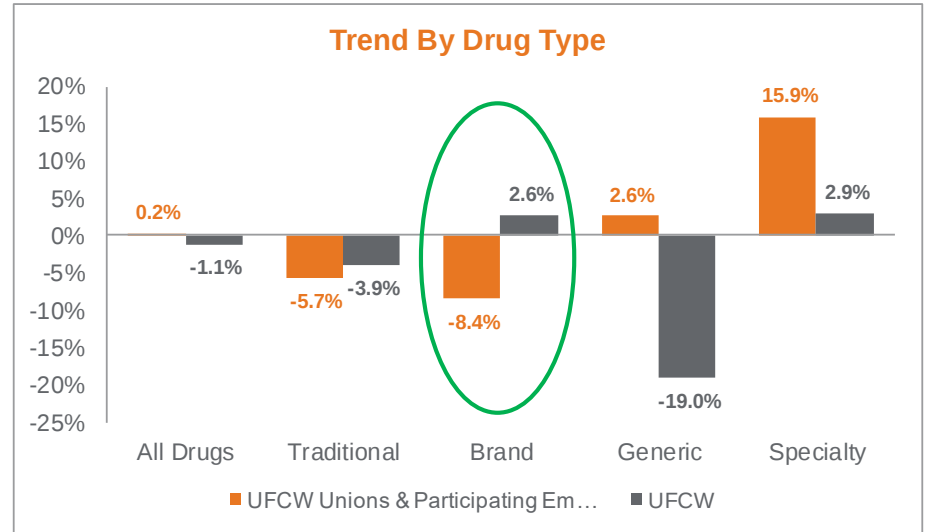
Key Performance Indicators - UFCW Unions & Participating Employers Health & Welfare Fund

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

Client Trend



**Brand: Greatest PMPM Change
of -\$5.80**



Plan Paid PMPM

Specialty/Traditional

Claim Type	Jan 19 - Dec 19	Jan 18 - Dec 18	Percent Change
Specialty	\$40.25	\$34.73	15.9%
Traditional	\$86.19	\$91.41	-5.7%
All Drugs	\$126.45	\$126.14	0.2%

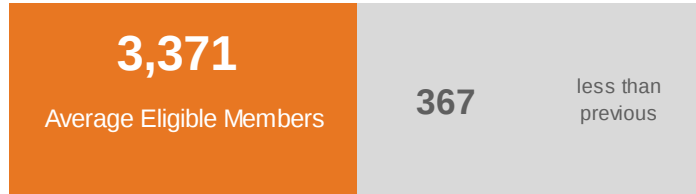
Traditional

Claim Type	Jan 19 - Dec 19	Jan 18 - Dec 18	Percent Change
Brand	\$63.03	\$68.84	-8.4%
Generic	\$23.16	\$22.57	2.6%
Traditional	\$86.19	\$91.41	-5.7%

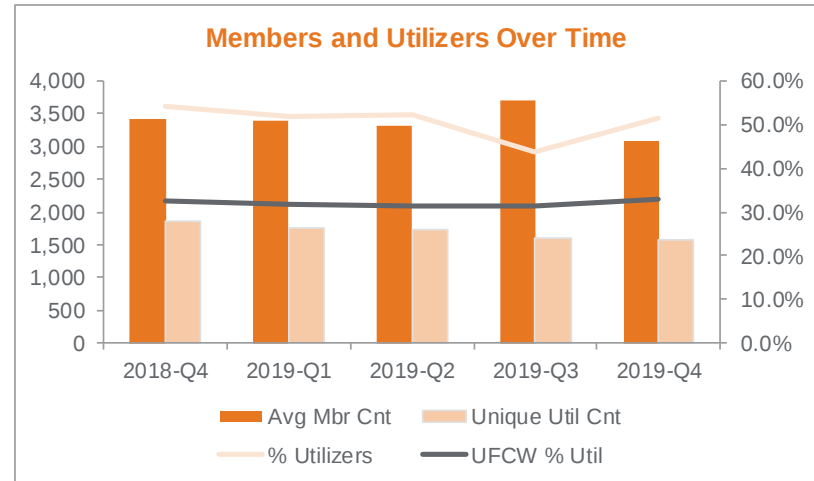
Key Performance Indicators - UFCW Unions & Participating Employers Health & Welfare Fund

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

Member Summary

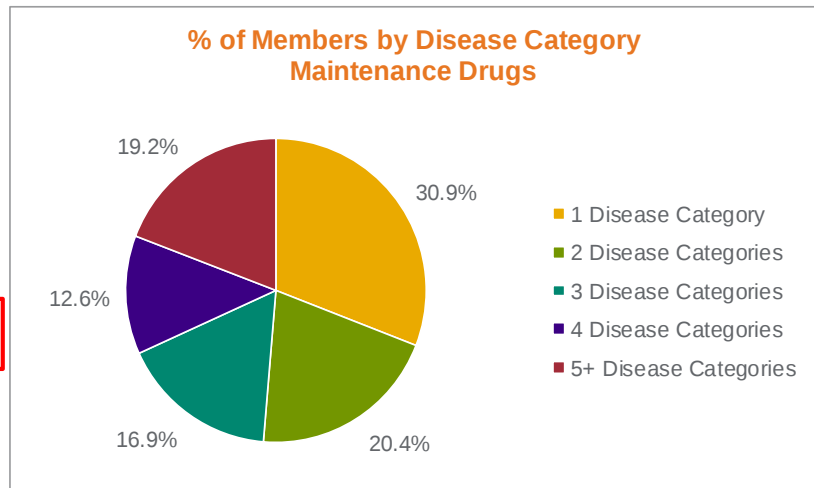


31.8% of members using maintenance drugs are being treated for 4 or more disease categories



Age Bands PMPM

Age Band	Plan Paid PMPM			BOB Age Adjusted PMPM
	Male	Female	Total	
< 10	\$0.14	\$0.11	\$0.25	\$0.46
10 - 19	\$1.15	\$0.91	\$2.06	\$2.36
20 - 34	\$3.27	\$5.88	\$9.16	\$5.75
35 - 44	\$3.36	\$4.77	\$8.13	\$5.74
45 - 54	\$9.75	\$13.51	\$23.26	\$21.94
55 - 64	\$23.69	\$23.78	\$47.47	\$36.24
65 - 74	\$7.43	\$10.90	\$18.33	\$24.67
75 - 84	\$6.93	\$7.70	\$14.63	\$14.15
85 +	\$0.76	\$1.98	\$2.74	\$2.38

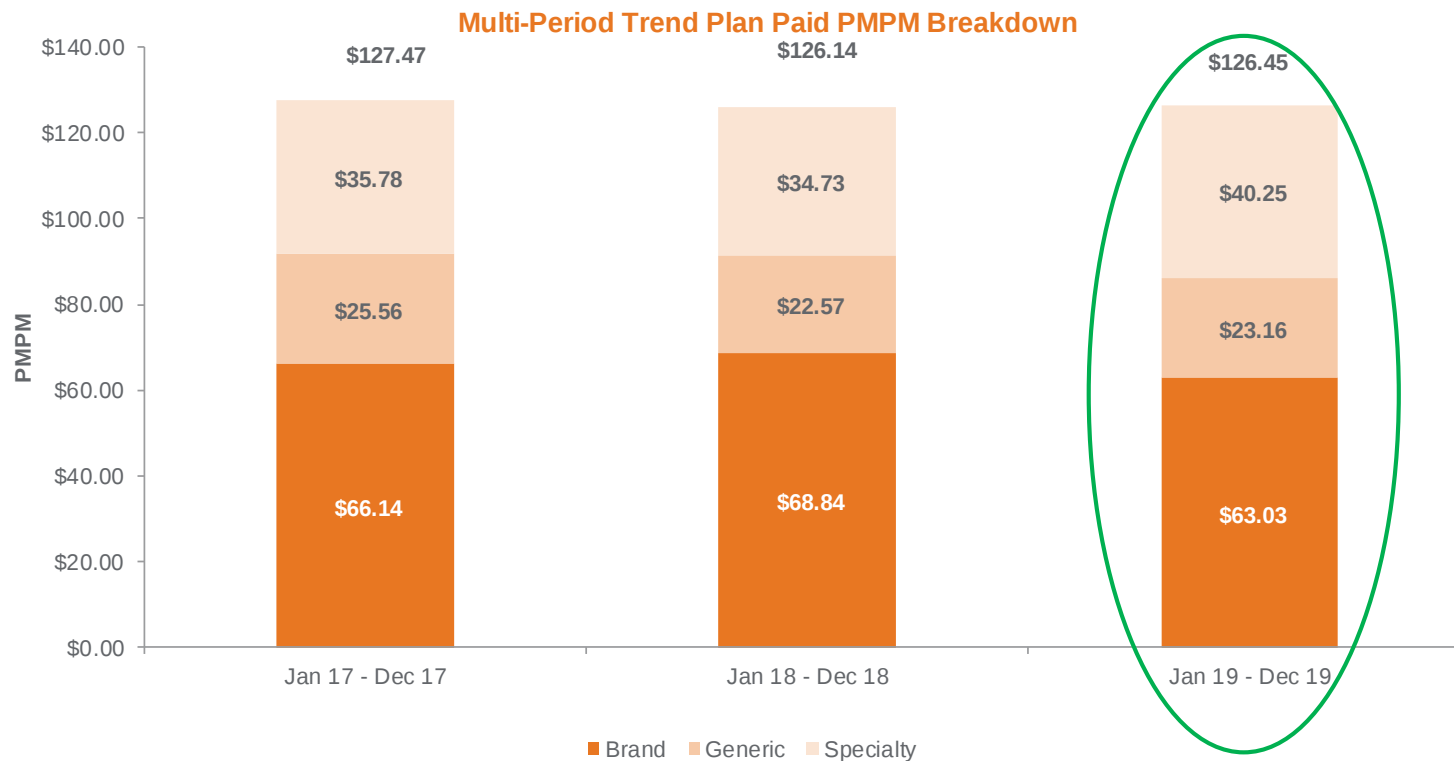


Three Year Trend

Multi-Period Trend - UFCW Unions & Participating Employers Health & Welfare Fund

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

Plan Paid PMPM Breakdown

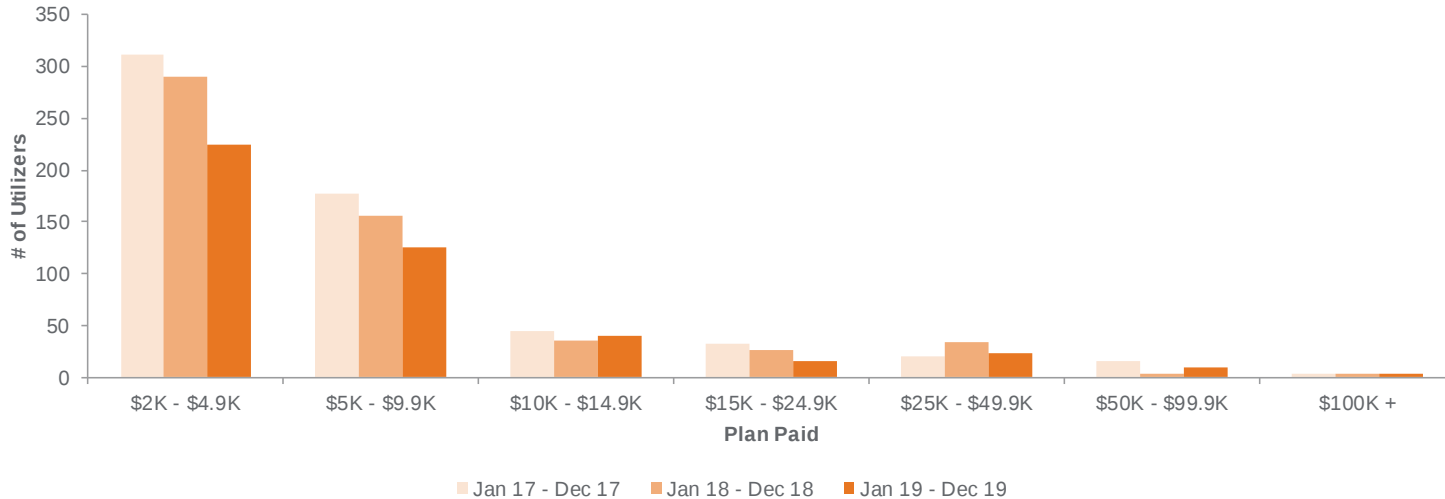


PMPM Trend	Brand	Generic	Specialty
Jan 19 - Dec 19 v Jan 18 - Dec 18	-8.4%	2.6%	15.9%
Jan 18 - Dec 18 v Jan 17 - Dec 17	4.1%	-11.7%	-2.9%
Average Trend	-2.2%	-4.5%	6.5%

Multi-Period Trend - UFCW Unions & Participating Employers Health & Welfare Fund

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

Plan Paid Distribution

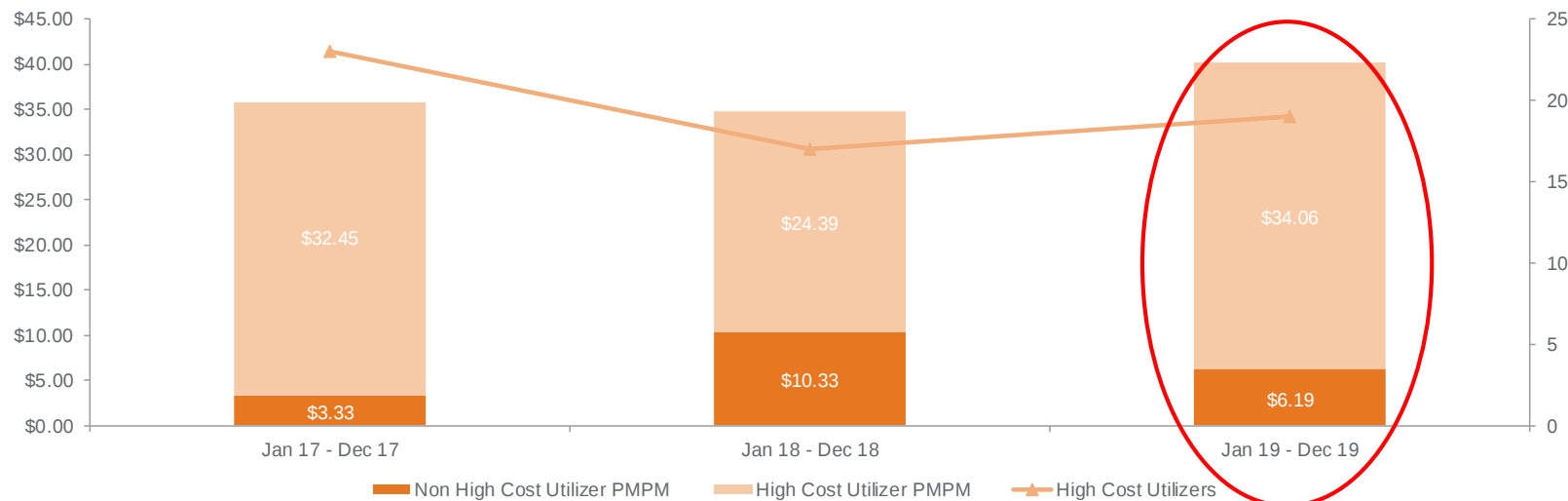


Total Plan Paid	Jan 19 - Dec 19				Jan 18 - Dec 18				Jan 17 - Dec 17			
	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid	Utilizers	Plan Paid per Utilizer	% Util	% Paid
\$0	19	\$0	0.8%	0.0%	32	\$0	1.1%	0.0%	28	\$0	0.9%	0.0%
>\$0 - \$1.9K	1,793	\$381	79.5%	13.4%	2,235	\$340	79.4%	13.4%	2,407	\$357	79.2%	13.4%
\$2K - \$4.9K	225	\$3,272	10.0%	14.4%	290	\$3,224	10.3%	16.5%	311	\$3,176	10.2%	15.4%
\$5K - \$9.9K	126	\$6,717	5.6%	16.6%	156	\$6,798	5.5%	18.8%	177	\$6,922	5.8%	19.1%
\$10K - \$14.9K	40	\$11,953	1.8%	9.4%	35	\$11,979	1.2%	7.4%	44	\$11,610	1.4%	8.0%
\$15K - \$24.9K	15	\$19,205	0.7%	5.7%	26	\$19,871	0.9%	9.1%	32	\$17,893	1.1%	8.9%
\$25K - \$49.9K	24	\$35,225	1.1%	16.6%	34	\$35,867	1.2%	21.6%	20	\$36,352	0.7%	11.3%
\$50K - \$99.9K	10	\$71,311	0.4%	14.0%	4	\$62,319	0.1%	4.4%	15	\$67,523	0.5%	15.8%
\$100K +	3	\$169,188	0.1%	10.0%	3	\$164,877	0.1%	8.7%	4	\$131,206	0.1%	8.2%

Multi-Period Trend - UFCW Unions & Participating Employers Health & Welfare Fund

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

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



Period	Specialty Utilizers		
	High Cost	Non High Cost	Total
Jan 19 - Dec 19	19	36	55
Jan 18 - Dec 18	17	57	74
Jan 17 - Dec 17	23	45	68

Period	Specialty Utilizer Trend			Specialty PMPM Trend		
	High Cost	Non High Cost	Total	High Cost	Non High Cost	Total
Jan 19 - Dec 19 v Jan 18 - Dec 18	11.8%	-36.8%	-25.7%	39.6%	-40.1%	15.9%
Jan 18 - Dec 18 v Jan 17 - Dec 17	-26.1%	26.7%	8.8%	-24.8%	76.1%	-2.9%
Average Trend	-7.2%	-5.1%	-8.4%	7.4%	18.0%	6.5%

19 Specialty High Cost Utilizers in the current period represented 34.5% of specialty utilizers and 84.6% of total Specialty Plan Paid

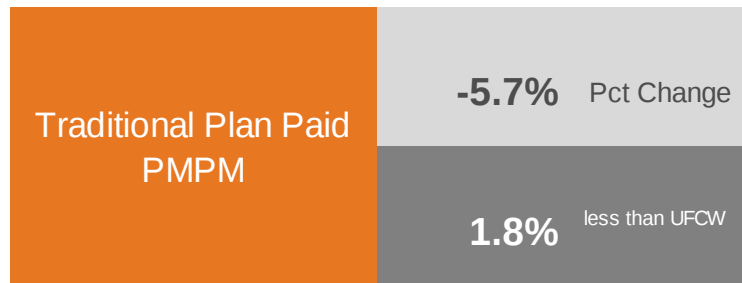
High Cost Utilizer is an individual utilizer with average monthly Plan Paid specialty spend of >=\$2,500 within the given reporting period

Cost Drivers

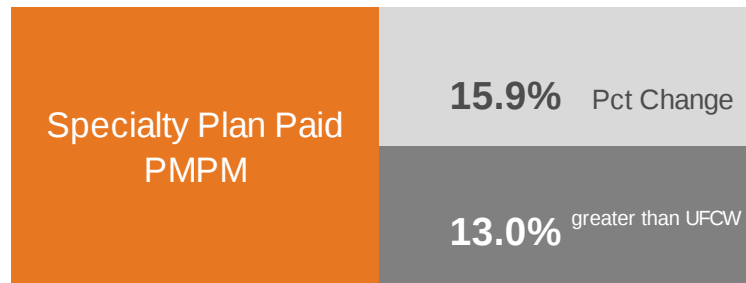
Driver Analytics - UFCW Unions & Participating Employers Health & Welfare Fund

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

Traditional and Specialty Plan Paid PMPM

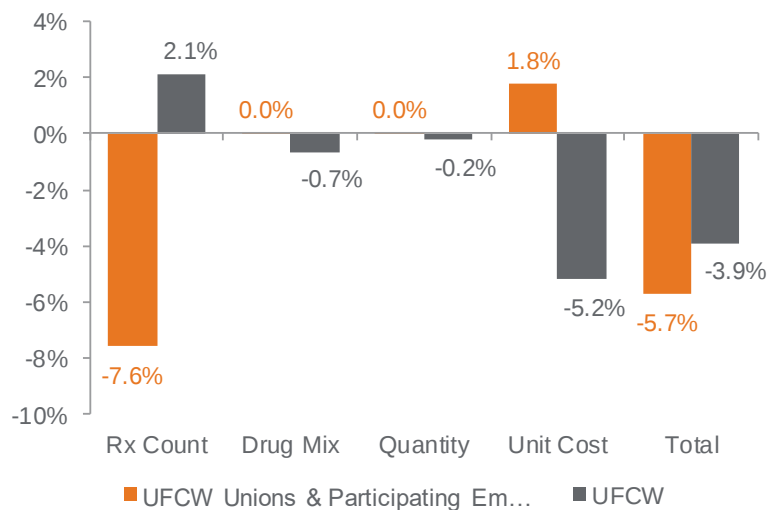


Most Significant Driver: Rx Count
7.6% decrease

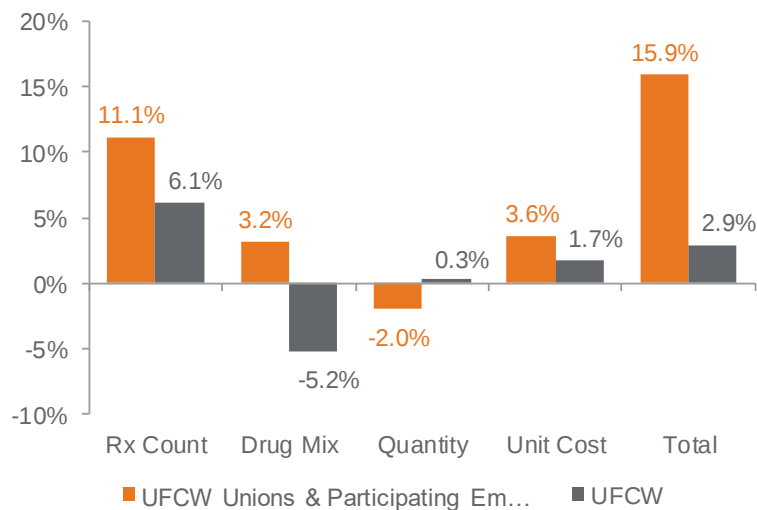


Most Significant Driver: Rx Count
11.1% increase

Traditional



Specialty



Top Disease Categories by Plan Paid - UFCW Unions & Participating Employers Health & 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	Diabetes	\$890,365	352	2,795	\$318.56	53.4%	\$22.01	10.5%	-2.4%	7.9%
2	4	Inflammatory Conditions	\$639,610	27	165	\$3,876.42	30.3%	\$15.81	51.8%	5.2%	59.6%
3	5	HIV	\$407,532	18	178	\$2,289.50	8.4%	\$10.07	15.0%	-1.3%	13.5%
4	3	Asthma / COPD	\$400,337	387	1,982	\$201.99	33.6%	\$9.90	2.2%	-4.8%	-2.7%
5	2	Oncology	\$365,106	56	310	\$1,177.76	90.6%	\$9.03	-16.5%	-4.2%	-20.0%
6	6	Cardiovascular	\$283,707	1,064	7,860	\$36.09	97.1%	\$7.01	15.1%	-7.1%	6.9%
7	8	Endocrine And Metabolic	\$200,060	13	70	\$2,857.99	74.3%	\$4.95	-13.5%	33.8%	15.8%
8	7	Blood Clot Prevention/Stroke Prevention	\$186,107	129	617	\$301.63	48.3%	\$4.60	21.2%	-15.9%	1.9%
9	13	Multiple Sclerosis	\$185,721	3	26	\$7,143.11	38.5%	\$4.59	44.5%	10.9%	60.3%
10	9	Narcotic Analgesics	\$144,400	521	2,129	\$67.83	90.7%	\$3.57	0.2%	-7.4%	-7.2%
Totals:			\$3,702,943		16,132	\$229.54	77.0%	\$91.54	17.9%	-6.1%	10.7%
Plan Totals:			\$5,115,057		39,922	\$128.13	84.2%	\$126.45	8.4%	-7.5%	0.2%

- 17.4% of Plan Paid is for Diabetes
- 72.3% of Plan Paid for Top 10 Disease States

Top Drugs by Plan Paid - UFCW Unions & Participating Employers Health & 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	2	HUMIRA PEN	Chronic Inflammatory Disease	\$218,660	4	34	\$6,431.17	\$5.41	45.0%	43.3%	4.3%
2	76	STELARA	Chronic Inflammatory Disease	\$213,734	2	10	\$21,373.42	\$5.28	1,008.9%	1,111.7%	4.2%
3	1	REVLIMID 	Oncology	\$212,453	2	16	\$13,278.29	\$5.25	47.9%	39.1%	4.2%
4	4	SOMAVERT	Growth Hormones	\$116,269	1	7	\$16,609.79	\$2.87	-35.3%	16.0%	2.3%
5	112	BIKTARVY	HIV-Multiclass Combo	\$110,608	5	39	\$2,836.11	\$2.73	981.2%	978.7%	2.2%
6	8	ELIQUIS	Oral Anticoagulants	\$91,930	36	175	\$525.31	\$2.27	-1.0%	17.3%	1.8%
7	48	HARVONI	Hepatitis C	\$90,961	1	3	\$30,320.19	\$2.25	232.7%	252.9%	1.8%
8	10	JANUVIA 	DPP-4 Inhibitors & Combos	\$84,271	27	135	\$624.23	\$2.08	9.3%	18.0%	1.6%
9	5	LANTUS SOLOSTAR 	Insulin	\$79,448	29	148	\$536.81	\$1.96	-15.4%	-6.1%	1.6%
10	11	SOMATULINE DEPOT	Endocrine Disorders	\$77,848	1	10	\$7,784.80	\$1.92	0.8%	11.3%	1.5%
11	15	COPAXONE	Multiple Sclerosis	\$75,051	1	13	\$5,773.18	\$1.86	10.9%	10.9%	1.5%
12	30	XTANDI 	Oncology	\$72,827	2	7	\$10,403.92	\$1.80	94.1%	91.7%	1.4%
13	7	DUPXENT	Chronic Inflammatory Disease	\$71,649	3	24	\$2,985.37	\$1.77	-11.3%	-8.9%	1.4%
14	13	TRULICITY 	GLP-1 Receptor Agonists	\$70,113	16	85	\$824.86	\$1.73	-5.7%	3.2%	1.4%
15	14	TRIUMEQ	HIV-Multiclass Combo	\$65,936	3	25	\$2,637.45	\$1.63	-4.4%	-2.9%	1.3%
16	12	TRESIBA FLEXTOUCH 	Insulin	\$65,807	12	72	\$913.98	\$1.63	1.1%	-5.3%	1.3%
17	3	SPRYCEL 	Oncology	\$65,210	1	5	\$13,042.05	\$1.61	-38.4%	-35.7%	1.3%
18	18	STRIBILD	HIV-Multiclass Combo	\$60,766	2	21	\$2,893.63	\$1.50	1.2%	4.6%	1.2%
19	32	JARDIANCE 	SGLT-2 Inhibitors & Combos	\$59,211	20	84	\$704.89	\$1.46	25.9%	70.0%	1.2%
20	25	VICTOZA 	GLP-1 Receptor Agonists	\$53,379	10	60	\$889.65	\$1.32	-2.2%	10.9%	1.0%
Totals:				\$1,956,131		973	\$2,010.41	\$48.36	5.5%	40.2%	38.2%
Plan Totals:				\$5,115,057		39,922	\$128.13	\$126.45	-7.5%	0.2%	

 8.0% of total plan paid for Diabetes
 6.8% of total plan paid for Oncology

Top Traditional Drugs by Plan Paid - UFCW Unions & Participating Employers Health & 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	84	BIKTARVY	HIV-Multiclass Combo	\$110,608	5	39	\$2,836.11	\$2.73	981.2%	978.7%	3.2%
2	3	ELIQUIS	Oral Anticoagulants	\$91,930	36	175	\$525.31	\$2.27	-1.0%	17.3%	2.6%
3	5	JANUVIA	DPP-4 Inhibitors & Combos	\$84,271	27	135	\$624.23	\$2.08	9.3%	18.0%	2.4%
4	1	LANTUS SOLOSTAR	Insulin	\$79,448	29	148	\$536.81	\$1.96	-15.4%	-6.1%	2.3%
5	7	TRULICITY	GLP-1 Receptor Agonists	\$70,113	16	85	\$824.86	\$1.73	-5.7%	3.2%	2.0%
6	8	TRIUMEQ	HIV-Multiclass Combo	\$65,936	3	25	\$2,637.45	\$1.63	-4.4%	-2.9%	1.9%
7	6	TRESIBA FLEXTOUCH	Insulin	\$65,807	12	72	\$913.98	\$1.63	1.1%	-5.3%	1.9%
8	10	STRIBILD	HIV-Multiclass Combo	\$60,766	2	21	\$2,893.63	\$1.50	1.2%	4.6%	1.7%
9	21	JARDIANCE	SGLT-2 Inhibitors & Combos	\$59,211	20	84	\$704.89	\$1.46	25.9%	70.0%	1.7%
10	15	VICTOZA	GLP-1 Receptor Agonists	\$53,379	10	60	\$889.65	\$1.32	-2.2%	10.9%	1.5%
11	14	PREZCOBIX	HIV-Multiclass Combo	\$50,003	3	28	\$1,785.82	\$1.24	-5.9%	1.0%	1.4%
12	205	SYM TUZA	HIV-Multiclass Combo	\$45,129	1	13	\$3,471.50	\$1.12	1,341.6%	1,261.0%	1.3%
13	2	LYRICA	Anticonvulsants - 2nd Generation	\$44,798	24	81	\$553.06	\$1.11	-47.5%	-44.6%	1.3%
14	12	SYMBICORT	Inhaled Asthma/COPD Combo	\$44,693	35	122	\$366.33	\$1.10	-21.3%	-16.5%	1.3%
15	13	XARELTO	Oral Anticoagulants	\$44,401	17	81	\$548.17	\$1.10	-18.3%	-11.8%	1.3%
16	17	OXYCONTIN	Opioid Agonists & Combos	\$41,581	13	109	\$381.47	\$1.03	-21.0%	-5.7%	1.2%
17	23	FARXIGA	SGLT-2 Inhibitors & Combos	\$39,590	12	57	\$694.56	\$0.98	-8.4%	16.0%	1.1%
18	22	NOVOLOG FLEXPEN	Insulin	\$37,543	22	58	\$647.30	\$0.93	12.8%	9.0%	1.1%
19	19	DEXILANT	Proton Pump Inhibitors	\$35,024	20	87	\$402.57	\$0.87	-18.2%	-8.9%	1.0%
20	33	HUMALOG KWIKPEN	Insulin	\$33,345	17	54	\$617.50	\$0.82	5.1%	31.8%	1.0%
Totals:				\$1,157,577		1,534	\$754.61	\$28.62	-7.8%	15.2%	33.2%
Traditional Plan Totals:				\$3,486,729		39,544	\$88.17	\$86.19	-7.6%	-5.7%	

45.1% of plan paid for top traditional drugs is for Diabetes. Diabetes Management program would be an opportunity to manage diabetics.

Top Specialty Drugs by Plan Paid - UFCW Unions & Participating Employers Health & 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	2	HUMIRA PEN	Chronic Inflammatory Disease	\$218,660	4	34	\$6,431.17	\$5.41	45.0%	43.3%	13.4%
2	25	STELARA	Chronic Inflammatory Disease	\$213,734	2	10	\$21,373.42	\$5.28	1,008.9%	1,111.7%	13.1%
3	1	REVLIMID	Oncology	\$212,453	2	16	\$13,278.29	\$5.25	47.9%	39.1%	13.0%
4	4	SOMAVERT	Grow th Hormones	\$116,269	1	7	\$16,609.79	\$2.87	-35.3%	16.0%	7.1%
5	17	HARVONI	Hepatitis C	\$90,961	1	3	\$30,320.19	\$2.25	232.7%	252.9%	5.6%
6	6	SOMATULINE DEPOT	Endocrine Disorders	\$77,848	1	10	\$7,784.80	\$1.92	0.8%	11.3%	4.8%
7	7	COPAXONE	Multiple Sclerosis	\$75,051	1	13	\$5,773.18	\$1.86	10.9%	10.9%	4.6%
8	11	XTANDI	Oncology	\$72,827	2	7	\$10,403.92	\$1.80	94.1%	91.7%	4.5%
9	5	DUPXENT	Chronic Inflammatory Disease	\$71,649	3	24	\$2,985.37	\$1.77	-11.3%	-8.9%	4.4%
10	3	SPRYCEL	Oncology	\$65,210	1	5	\$13,042.05	\$1.61	-38.4%	-35.7%	4.0%
11		BETASERON	Multiple Sclerosis	\$42,543	1	2	\$21,271.61	\$1.05			2.6%
12	27	NUCALA	Asthma	\$40,308	2	14	\$2,879.16	\$1.00	210.5%	234.5%	2.5%
13	13	XELJANZ	Chronic Inflammatory Disease	\$37,325	1	9	\$4,147.22	\$0.92	-0.2%	9.1%	2.3%
14	21	FORTEO	Osteoporosis Agents	\$35,591	1	11	\$3,235.50	\$0.88	52.5%	61.1%	2.2%
15	26	OTEZLA	Chronic Inflammatory Disease	\$35,086	2	11	\$3,189.60	\$0.87	103.3%	115.2%	2.2%
16	10	GLATIRAMER ACETATE	Multiple Sclerosis	\$31,808	1	9	\$3,534.27	\$0.79	-23.2%	-34.0%	2.0%
17		FASENRA	Asthma	\$24,289	1	5	\$4,857.90	\$0.60			1.5%
18		AUBAGIO	Multiple Sclerosis	\$21,690	1	1	\$21,689.89	\$0.54			1.3%
19	15	XOLAIR	Asthma	\$15,102	1	10	\$1,510.18	\$0.37	38.6%	-49.9%	0.9%
20		GLATOPA	Multiple Sclerosis	\$14,628	1	1	\$14,627.97	\$0.36			0.9%
Totals:				\$1,513,032		202	\$7,490.26	\$37.40	32.5%	56.4%	92.9%
Specialty Plan Totals:				\$1,628,328		378	\$4,307.75	\$40.25	5.1%	15.9%	

➤ Biggest Rx Count Movers are Stelara, Harvoni, Xtandi, Nucala, and Otezla



Cost Management Strategies

Clinical Programs in Place

- Focused Utilization Management
 - Bundled program including prior authorization and quantity limits for select therapeutic categories
- Opioid Risk Management
 - Education, quantity limit, and day supply limits
- Compound Management
 - Prior authorization over \$200

UFCW Unions & Participating Employers Health & Welfare Fund

Date Filled: Jan 2019 - Dec 2019

Clinical Outcomes

3.5%

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	97	87	\$117,568	2.3%	\$2.91
Quantity Limit	34	34	\$60,496	1.2%	\$1.50
Step Therapy	0	0	\$0	0.0%	\$0.00
Total Savings:			\$178,063	3.5%	\$4.40

Summary of Recommendations

Benefit Design & Program Consideration		Current OptumRx Recommendation	Est. Yearly Savings	Estimated Disruption	Est. Program Fees
Diabetes Management	Counseling	Highly Recommended	Management Program Savings possible, but intended as a quality of care program	14 – 22 utilizers	\$195 per enrolled member per year
	Gaps In Care	Highly Recommended		N/A	\$0.02 PMPM
	Adherence Monitoring	Highly Recommended		N/A	\$0.06 PMPM
Vigilant Drug Program	Non-FDA Approved	Recommended	\$2,354	10 utilizers	No Additional Cost
	Me Too Drugs	Highly Recommended	\$26,651	20 utilizers	No Additional Cost
	Pain Creams & Patches	Highly Recommended	\$295	1 utilizers	No Additional Cost
	High Cost Generics	Recommended	\$21,262	45 utilizers	No Additional Cost
	High Cost Brands w/ Generics	Highly Recommended	\$48,152	6 utilizers	No Additional Cost
	Medical Benefit Specialty	Essential	Highly Variable \$\$\$\$\$\$	0 utilizers	No Additional Cost
Orphan Drug Program		Highly Recommended	Highly Variable \$\$\$\$\$\$	0 utilizers	\$300 per enrolled member per year

* PA fees apply

Diabetes Management Program

The prevalence of diabetes

Diabetes is one of the top 5 chronic conditions in the U.S.

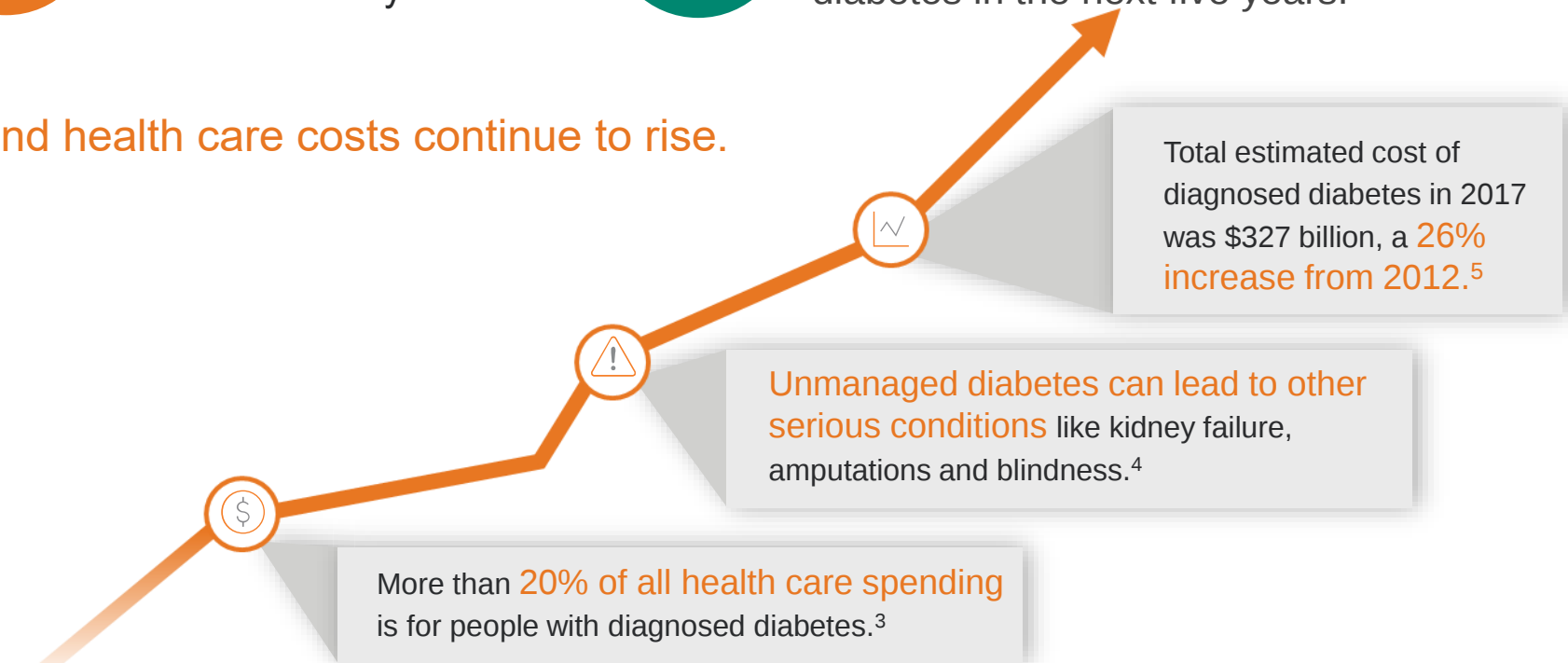
30
million

Americans are living with diabetes, and 7.2 million don't know they have it.¹

86
million

Americans have prediabetes – 30% are expected to develop type 2 diabetes in the next five years.²

... and health care costs continue to rise.



1. National Diabetes Statistics Report, 2017. Atlanta, GA: Centers for Disease Control and Prevention. U.S. Department of Health and Human Services; 2. American Diabetes Association. Infographic: A Snapshot Diabetes in America; 3. Centers for Disease Control and Prevention. Diabetes at a Glance 2016. Working to Reverse the Epidemic; 4. Centers for Disease Control and Prevention. Basics About Diabetes. March 31, 2015; 5. American Diabetes Association. Economic Costs of Diabetes in the U.S. in 2017. Diabetes Care; 2018.

Diabetes in the workplace

Impact to employers

In 2017, the total estimated cost of diagnosed diabetes was **\$327 billion**. This includes **\$237 billion** in direct medical costs and **\$90 billion** in reduced productivity.

Indirect costs include:



Source: American Diabetes Association. [The Cost of Diabetes](#).
Published April 30, 2018. Accessed Sept. 16, 2019.

OptumRx Diabetes Management Program

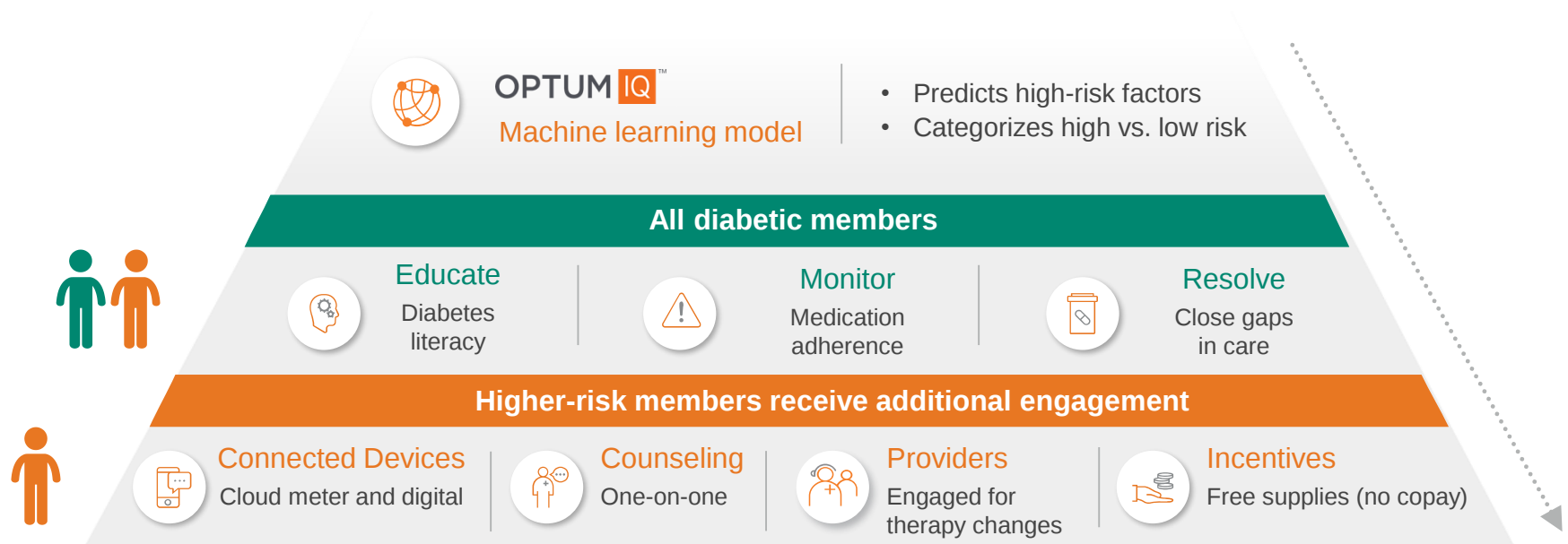
Addressing needs through an evidence-based approach

Engagement strategy varies by risk and aligns with ADA guidelines.

Lower-risk diabetics
need proactive care



High-risk diabetics
need higher-touch care



Diabetes Management Program

Connected Devices and Enhanced Technology



Monitoring and Tracking

- Members obtain complimentary blood glucose meters and testing supplies
- App download and personalized set up



Portal Integration

- Members access blood glucose readings online in real-time
- OptumRx Certified Diabetes Educator (CDE) pharmacists can access readings for monitoring out of range blood glucose trends



Multichannel Outreach - Members

- Clinical alerts are triggered to members through push notifications when blood glucose level trends are out of range
- Members connect live through IVR call and hand-off to CDEs for tailored support and education on ways to reduce risk and improve glucose control



Multichannel Outreach - Providers

- Providers are engaged through multiple communication channels to increase awareness and visibility, improving the overall care for our members

One-on-one counseling

For high-risk diabetic members

Pharmacist Certified Diabetes Educators drive personalized consultations.



Personalized care and ongoing monitoring
are key to improving diabetes health

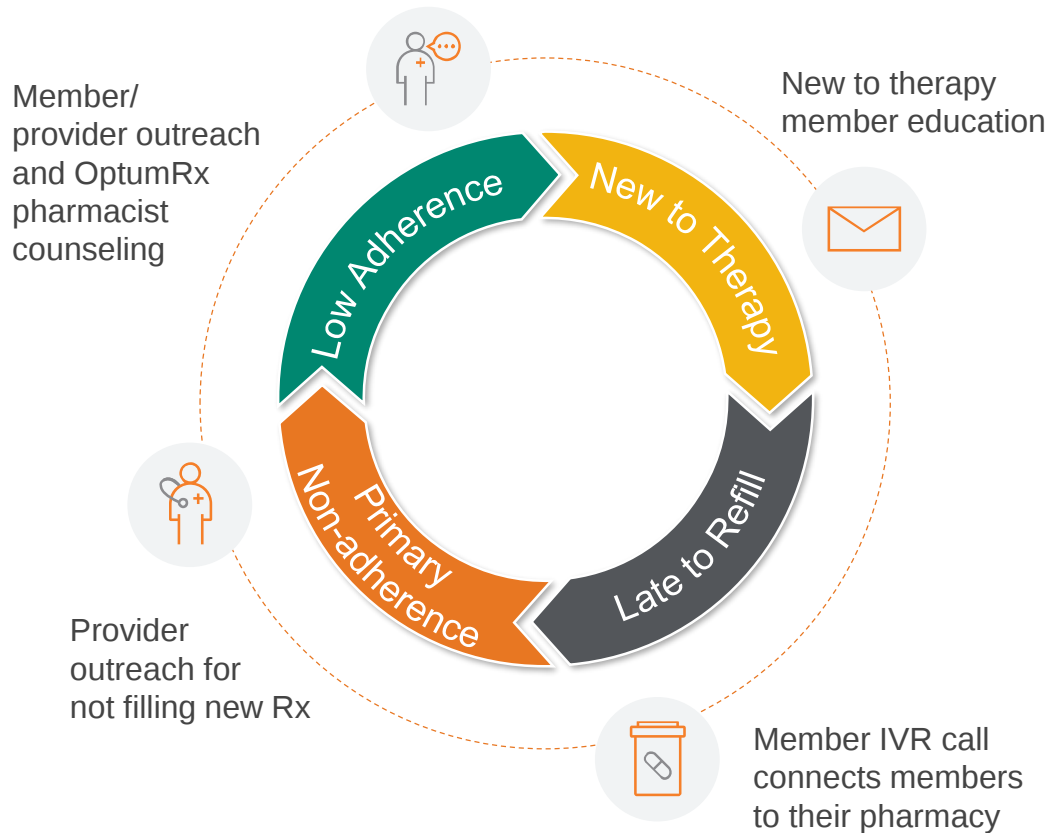
Automation drives better health outcomes

- Compares A1C levels with standard medication ranges
- Scans for gaps in care, safety and adherence across all diseases
- Stores profile information for a complete member snapshot
- Engages providers for clinical concerns

Medication adherence monitoring

For all diabetic members

Targets member and providers at key therapy points using multiple channels.



Covers key medication classes

- Anticoagulants
- Anticonvulsants
- Antidepressants
- Antiplatelet Agents
- Antipsychotics
- Antiretroviral
- Asthma/COPD (controllers)
- Cystic Fibrosis
- Diabetes
- High Cholesterol
- Hypertension
- Inflammatory Bowel Disease-Orals
- Inflammatory Bowel Disease-Injectables
- Multiple Sclerosis
- Osteoporosis - Injectables
- Osteoporosis Meds-Bisphosphonates
- Transplant

RDUR gaps in care

For all diabetic members



Identifies and closes gaps in medication therapy



Improves compliance and lowers health care costs



Helps treat chronic conditions like diabetes and cardiovascular disease

Identification

- Retrospective review of member claims
- Identifies gap closure opportunities

Intervention

- Provider intervention and provider-specific report
- Lists members and clinical rationale

Evaluation

- Post-intervention evaluation via claim review
- Clinical issues resolved & total health care savings

Diabetes Management Program

Connected care through \$0 copay smart meters

Members with the Select formulary receive a cloud-based OneTouch Verio® Flex or Accu-Chek® Guide meter and testing supplies.

- ✓ Members receive a letter explaining how to get their free meter and supplies.
- ✓ Their doctor can provide a prescription for the meter and supplies.
- ✓ The prescription can be filled at the pharmacy of their choice.
- ✓ Members can call their Certified Diabetes Educator (CDE) for help getting started.
- ✓ Meter testing results are shared via mobile apps (OneTouch Reveal or Accu-Chek Connect) or on the Web (at onetouchreveal.com or accu-chekconnect.com).

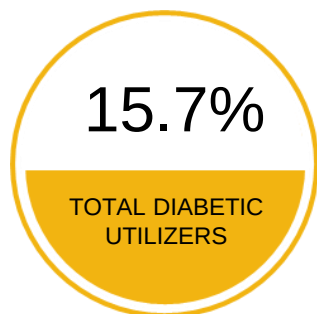


OptumRx integrates testing data from the cloud-based meter into a member's profile for enriched coaching.

Diabetes Opportunity Analysis

UFCW Unions & Participating Employers Health & Welfare Fund

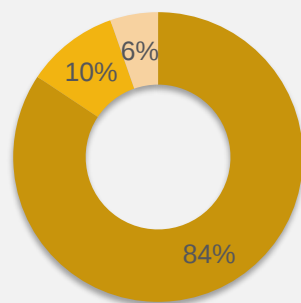
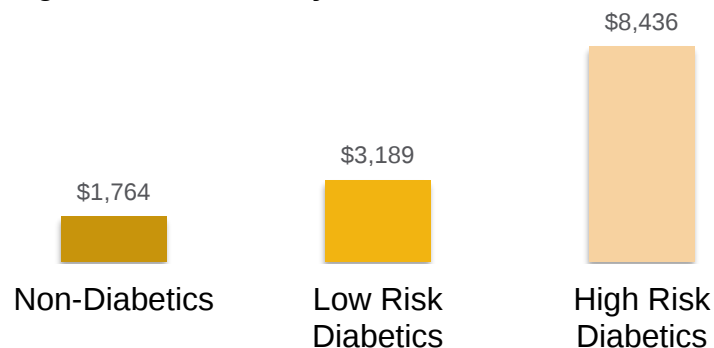
Date Submitted: Jan 1, 2019 -- Dec 31, 2019



DIABETIC UTILIZERS: 352
TOTAL UTILIZERS: 2,247

High risk diabetic utilizers have **\$5,247** higher annualized plan paid than low risk diabetic utilizers¹

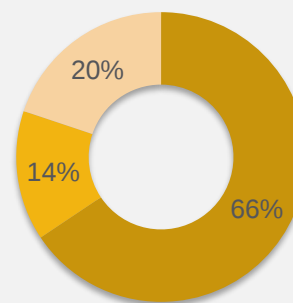
Average Annual Pharmacy Plan Paid



Pharmacy Utilizers

5% of Pharmacy Utilizers filled a SGLT-2, GLP-1, or DPP-4

■ Non-Diabetics ■ Low Risk Diabetics
■ High Risk Diabetics



Pharmacy Plan Paid

34% of Pharmacy Plan Paid attributed to diabetic members

■ Non-Diabetics ■ Low Risk Diabetics
■ High Risk Diabetics

Diabetes Opportunity Analysis

UFCW Unions & Participating Employers Health & Welfare Fund

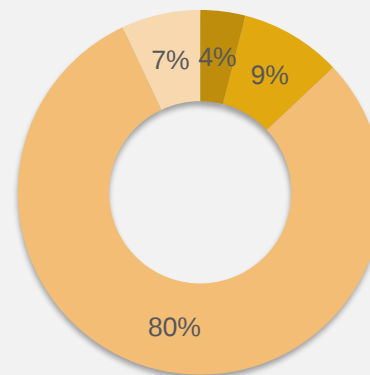
Date Submitted: Jan 1, 2019 -- Dec 31, 2019

Diabetics in current period vs. prior period

9% new diabetic utilizers

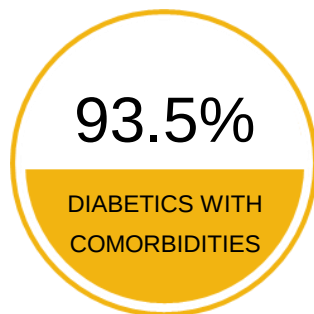
Changing diabetic regimen is defined as either adding a DPP-4, GLP-1, or SGLT-2 where one was not previously used or discontinuing these medications

*Unclassified indicates data not available for prior period

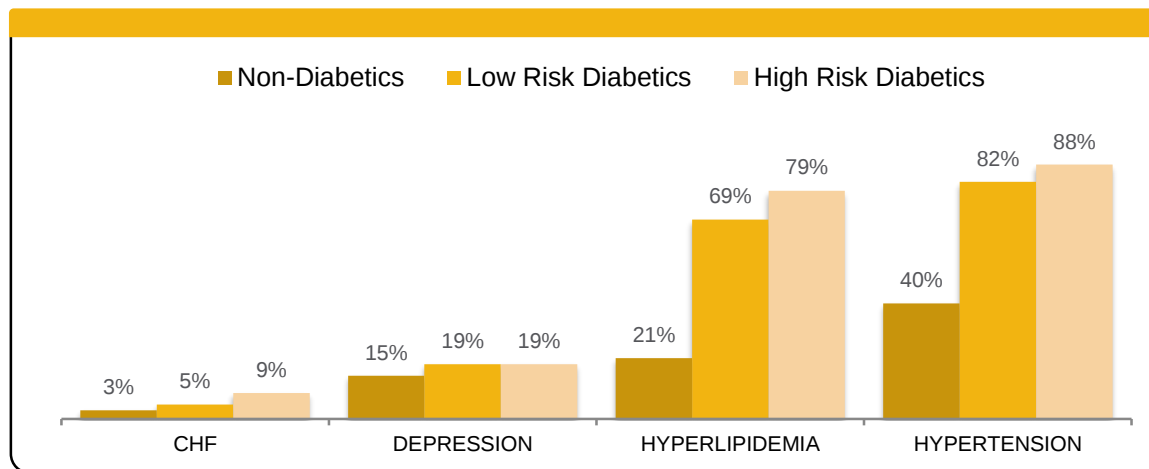


■ Unclassified ■ New Diabetics ■ Stable Therapy ■ Therapy Change

Diabetic member co-morbidities²



of total Diabetics



²Pharmacy claims used as an indicator of disease. Drugs could be used for other purposes.

Diabetes Opportunity Analysis

UFCW Unions & Participating Employers Health & Welfare Fund

Date Submitted: Jan 1, 2019 -- Dec 31, 2019

High risk diabetes program engagement

Program components and annualized cost⁴

Counseling for enrolled high risk diabetic utilizers (\$195 per enrolled member)	\$2,730 - \$4,290
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Gaps in care monitoring (\$0.02 PMPM)	\$809
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Adherence monitoring (\$0.06 PMPM)	\$2,427
------------------------------------	---------

Total annual estimated costs	\$5,966 - \$7,526
-------------------------------------	--------------------------

Based on projected rate of adoption, **14 - 22** high risk diabetic utilizers are expected to enroll in the program.³

Based on average monthly eligible members: **3,371**



Contact your Account Management team to learn more about how the Diabetes Management program can help you improve the quality of care for your diabetic members.

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

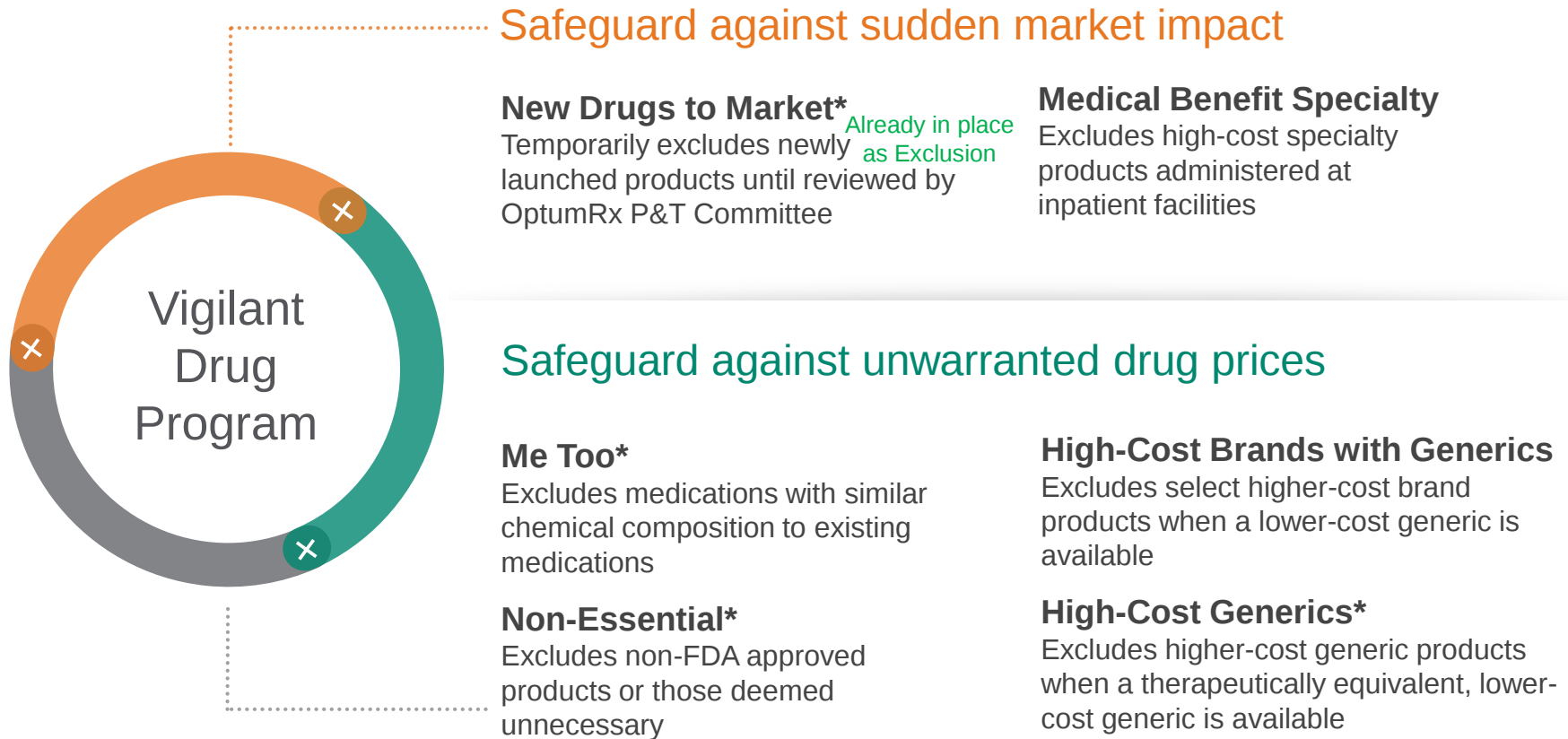
3



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

Protect your pharmacy benefit with the highest level of vigilance



*Programs also available for clients who prefer prior authorization vs. an exclusion strategy. This prior authorization vs. exclusion strategy is not available to clients on the Premium formulary. The New Drugs to Market program is mandatory for clients on the Premium Formulary.

Vigilant Drug Program

Clinical quality exclusion strategies promote safety and savings

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

Dermacin® ZRM Pak™

Common use:

Pain relief

\$5,131

\$148 for generic alternative lidocaine patch 5%

Xrylix™

Common use:

Arthritis

\$5,779

\$49 for generic alternative diclofenac solution 1%

Vimovo®

Common use:

Arthritis

\$2,472

\$18 for generic alternative naproxen with omeprazole or pantoprazole

Rayos®

Common use:

Inflammatory conditions

\$3,600

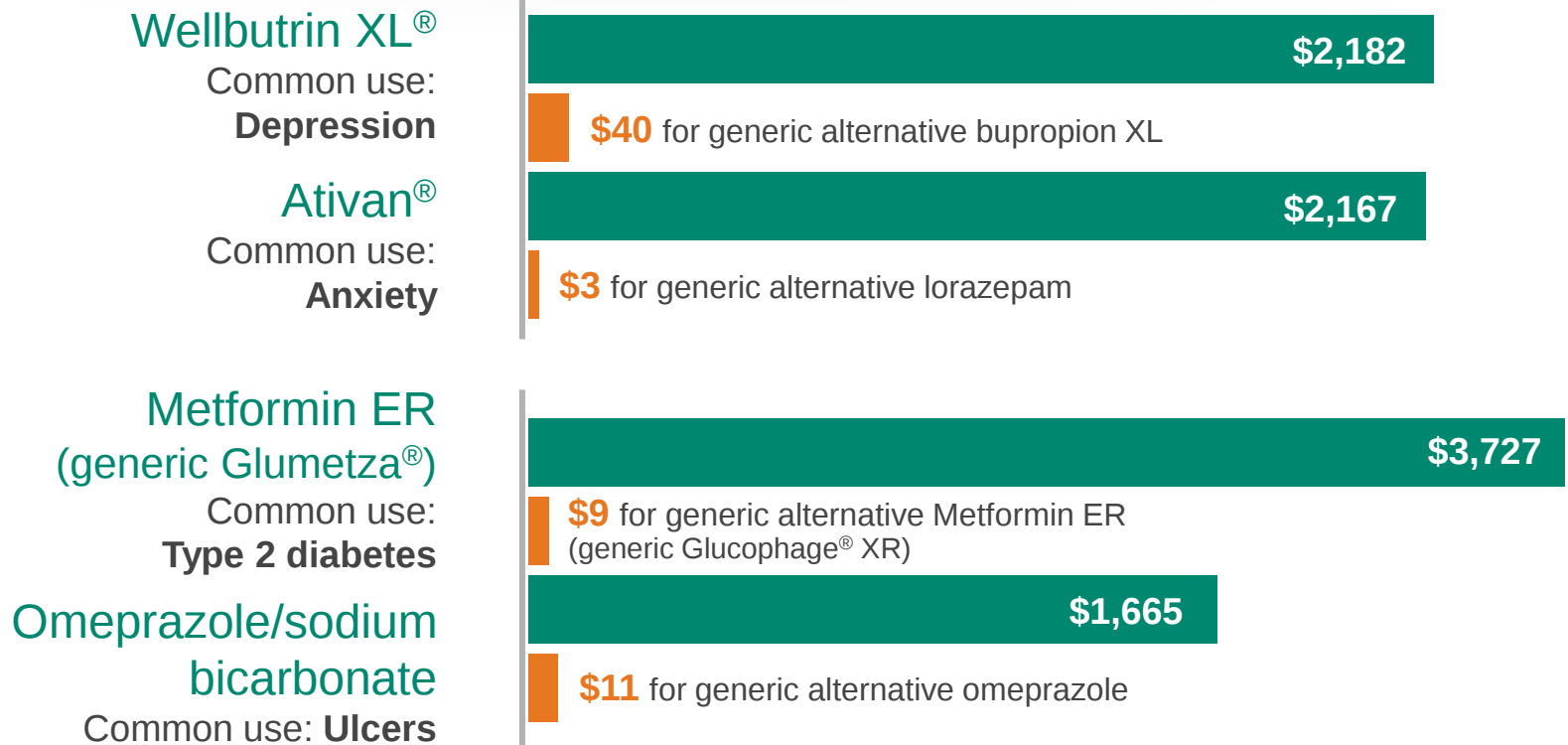
\$4 for generic alternative prednisone

Based on OptumRx commercial BOB data Q3 2018; Vimovo and Rayos are Me Too products; Xrylix and Dermacin ZRM 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 **promote the use of lower-cost generic options**



Vigilant Impact Analysis

1/1/19 – 12/31/19 Vigilant Drug Spend

Non-FDA Approved Drugs <table> <tr> <td>37</td><td>51</td><td>\$740</td><td>\$5,280</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	37	51	\$740	\$5,280	Utilizers	Rxs	Member Paid	Plan Paid	Me Too Drugs <table> <tr> <td>43</td><td>92</td><td>\$6,994</td><td>\$57,003</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	43	92	\$6,994	\$57,003	Utilizers	Rxs	Member Paid	Plan Paid	Pain Creams & Patches <table> <tr> <td>3</td><td>4</td><td>\$67</td><td>\$615</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	3	4	\$67	\$615	Utilizers	Rxs	Member Paid	Plan Paid	New Drugs to Market <table> <tr> <td>3</td><td>7</td><td>\$168</td><td>\$16,776</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	3	7	\$168	\$16,776	Utilizers	Rxs	Member Paid	Plan Paid
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High Cost Generics <table> <tr> <td>78</td><td>240</td><td>\$1,519</td><td>\$23,624</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	78	240	\$1,519	\$23,624	Utilizers	Rxs	Member Paid	Plan Paid	High Cost Brands with Generics <table> <tr> <td>11</td><td>93</td><td>\$1,579</td><td>\$49,140</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	11	93	\$1,579	\$49,140	Utilizers	Rxs	Member Paid	Plan Paid	Medical Benefit Specialty No disruption if added <table> <tr> <td>0</td><td>0</td><td>\$0</td><td>\$0</td></tr> <tr> <td>Utilizers</td><td>Rxs</td><td>Member Paid</td><td>Plan Paid</td></tr> </table>	0	0	\$0	\$0	Utilizers	Rxs	Member Paid	Plan Paid									
78	240	\$1,519	\$23,624																																
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Utilizers	Rxs	Member Paid	Plan Paid																																

Disruption vs Savings Analysis for those lists with current utilization

List	Disruption (based on utilizers in last 120 days)	1 year estimated savings based on 12 months spend
Non-FDA Approved	10	\$2,354
Me Too	20	\$26,651
Pain Creams & Patches	1	\$295
New Drugs to Market	3	\$16,776
High Cost Generics	45	\$21,262
High Cost Brands	6	\$48,152
Total	85	\$115,490

Vigilant Drug Analysis

Drug Summary 9/1/2019-12/31/2019 (for disruption)

Disease Category	Generic Name	Brand Name	Vigilant Drug List	Utilizers	Rxs	Ingredient Cost	Plan Paid
Cardiovascular	LOSARTAN POTASSIUM	COZAAR	HCBRWGEN	1	3	\$538.24	\$537.74
Genitourinary	POTASSIUM CITRATE-CITRIC ACID	CYTRA K CRYSTALS	NONFDA	1	2	\$271.84	\$237.38
Misc Skin Condition	DESOXIMETASONE	DESOXIMETASONE	HCGEN	1	1	\$224.88	\$214.11
Non-Narcotic Analgesics	IBUPROFEN-FAMOTIDINE	DUEXIS	METOO	1	1	\$824.09	\$758.62
Misc Skin Condition	HALOBETASOL PROPIONATE-TAZAROTENE	DUOBRII	METOO	1	1	\$821.70	\$715.31
Misc Skin Condition	HALOBETASOL PROPIONATE-TAZAROTENE	DUOBRII	NDTM	1	1	\$821.70	\$715.31
Misc Skin Condition	TAZAROTENE (ACNE)	FABIOR	METOO	1	3	\$3,213	\$2,797
Misc Skin Condition	CLOBETASOL PROPIONATE	IMPOYZ	METOO	1	1	\$946.20	\$823.63
Cholesterol Lowering Agents	ATORVASTATIN CALCIUM	LIPITOR	HCBRWGEN	1	1	\$1,275.46	\$1,274.96
Antibiotics	MINOCYCLINE HCL	MINOCYCLINE HYDROCHLORIDE ER	HCGEN	1	2	\$589.06	\$513.36
Cardiovascular	NADOLOL	NADOLOL	HCGEN	1	1	\$47.72	\$43.22
Cardiovascular	AMLODIPINE BESYLATE	NORVASC	HCBRWGEN	1	1	\$764.10	\$763.60
Asthma / COPD	MEPOLIZUMAB	NUCALA	NDTM	1	5	\$15,352.78	\$15,352.78
Misc. Dermatological Products	DERMATOLOGICAL PRODUCTS, MISC.	NUVAIL	NONFDA	1	1	\$392.87	\$342.23
Misc Skin Condition	DICLOFENAC SODIUM (TOPICAL)	PENNSAID	METOO	1	2	\$4,954.94	\$4,311.66
	PRENATAL MULTIVITAMINS & MINERALS W/ L-						
Vitamins, Minerals, Electrolytes	METHYLFOLATE-FA	PRENATE	NONFDA	1	1	\$251.51	\$189.01
Ulcer/Acid Reflux/Gerd	LANSOPRAZOLE	PREVACID	HCBRWGEN	1	4	\$1,653.72	\$1,653.72
Diabetes	SEMAGLUTIDE	RYBELSUS	NDTM	1	1	\$769.34	\$708.25
Inflammatory Conditions	CALCIPOTRIENE	SORILUX	METOO	1	2	\$1,535.26	\$1,336.54
Cardiovascular	METOPROLOL SUCCINATE	TOPROL XL	HCBRWGEN	1	1	\$112.09	\$111.59
Misc Skin Condition	TRIAMCINOLONE ACETONIDE (TOPICAL)	TRIANEX	METOO	1	2	\$1,798.78	\$1,565.80
Depression	VENLAFAXINE HCL	VENLAFAXINE HYDROCHLORIDE ER	HCGEN	1	3	\$510.66	\$445.59

Vigilant Drug List Definition:

HCBRWGEN – High Cost Brand with Generics

NONFDA – Non Essential Medications

HCGEN – High Cost Generics

METOO – Me Too Drugs

PCPATCH – Pains, Creams and Patches

NDTM – New Drugs to Market

Vigilant Drug Analysis cont'd

Drug Summary 9/1/2019-12/31/2019 (for disruption)

Disease Category	Generic Name	Brand Name	Vigilant Drug List	Utilizers	Rxs	Ingredient Cost	Plan Paid
Cardiovascular	LISINAPRIL	ZESTRIL	HCBRWGEN	1	5	\$1,985.90	\$1,985.90
Non-Narcotic Analgesics	DICLOFENAC POTASSIUM	ZIPSOR	METOO	1	5	\$3,886.21	\$3,426.00
Cholesterol Lowering Agents	SIMVASTATIN	ZOCOR	HCBRWGEN	1	1	\$394	\$394
Depression	SERTRALINE HCL	ZOLOFT	HCBRWGEN	1	2	\$666.42	\$666.42
Topical Anesthetics	LIDOCAINE	ZTLIDO	METOO	1	1	\$268.32	\$255.38
Ulcer/Acid Reflux/Gerd	ESOMEPRAZOLE MAGNESIUM	ESOMEPRAZOLE MAGNESIUM	HCGEN	34	57	\$3,036.74	\$2,765.10
Ophthalmic Agents	DIFLUPREDNATE	DUREZOL	METOO	4	7	\$1,300.60	\$1,183.00
Topical Anti-Infective	MUPIROCIN CALCIUM (TOPICAL)	MUPIROCIN	HCGEN	3	3	\$880.89	\$812.05
Cough And Cold	DESLOMATADINE-PSEUDOEPHEDRINE	CLARINEX-D 12 HOUR	METOO	2	3	\$2,013.22	\$1,751.93
Rectal Preparations	HYDROCORTISONE ACETATE (RECTAL)	HYDROCORTISONE ACETATE	NONFDA	2	2	\$270.91	\$236.56
Ophthalmic Agents	LOTEPREDNOL ETABONATE	LOTEMAX	METOO	2	2	\$569.91	\$496.69
Ulcer/Acid Reflux/Gerd	ESOMEPRAZOLE MAGNESIUM	NEXIUM	HCBRWGEN	2	3	\$1,677.30	\$1,676.30
Ulcer/Acid Reflux/Gerd	OMEPRAZOLE-SODIUM BICARBONATE	OMEPRAZOLE/SODIUM BICARBONATE	HCGEN	2	5	\$2,596.68	\$2,588.80
ADHD	METHYLPHENIDATE HCL	QUILLICHEW ER	METOO	2	2	\$660.94	\$575.88
Misc Skin Condition	UREA	UREA	NONFDA	2	2	\$68.58	\$60.54
Insomnia	ZOLPIDEM TARTRATE	ZOLPIDEM TARTRATE ER	HCGEN	2	2	\$29.19	\$27.03
Ulcer/Acid Reflux/Gerd	RABEPRAZOLE SODIUM	ACIPHEX	HCBRWGEN	1	1	\$1,492.25	\$1,491.75
Rectal Preparations	HYDROCORTISONE ACETATE (RECTAL)	ANUCORT-HC	NONFDA	1	1	\$134.47	\$117.42
Topical Anesthetics	LIDOCAINE HCL	ASTERO	NONFDA	1	1	\$287.18	\$264.67
Topical Anesthetics	LIDOCAINE HCL	ASTERO	PCPATCH	1	1	\$287.18	\$264.67
Misc Skin Condition	HALOBETASOL PROPIONATE	BRYHALI	METOO	1	2	\$796.80	\$694.08
Misc. Dermatological Products	DERMATOLOGICAL PRODUCTS, MISC.	CERACADE	NONFDA	1	1	\$322.70	\$281.18

Vigilant Drug List Definition:

HCBRWGEN – High Cost Brand with Generics

NONFDA – Non Essential Medications

HCGEN – High Cost Generics

METOO – Me Too Drugs

PCPATCH – Pains, Creams and Patches

NDTM – New Drugs to Market

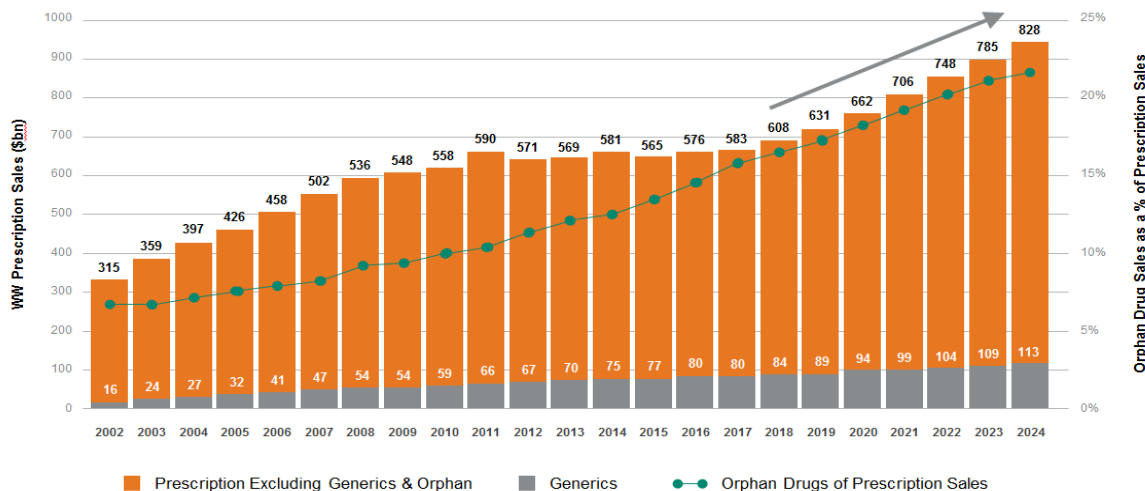
Orphan Drug Program

Orphan drugs: Market challenge

Orphan drugs are costly and treat rare conditions

Approximately 7,000 rare conditions **impact one in ten Americans**,¹ with therapy as high as \$750K per year.²

Worldwide Orphan Drug Sales & Share of Prescription Drug Market (2002-2024)



Orphan Drugs Impact

- ✓ Make up 17% of total worldwide Rx sales today.
- ✓ Expected to reach **22% by 2024**.³
- ✓ Payers often lack tools to manage and control spend.

Most expensive drugs

Average annual cost per member **~\$147K** and rising³

Growing number

Annual rate of FDA orphan drug approvals **doubled** since 2012⁴

Safety and efficacy concerns

48% more safety concerns for drugs with expedited FDA review⁵

Targeting orphan drugs

Clinical evidence drives drug selection process

We evaluated **2,000+ FDA-approved orphan drugs** using the following criteria:



Used only to treat orphan diseases



Ultra high-cost medications (\$50k+ per year)



Chronic medications mostly self-managed at home



Clinical evidence shows:

- limited response and considerable intolerability rates
- complicated dosing and significant adverse events
- multiple opportunities for pharmacist to optimize care



**19 orphan drugs
for initial targeting**

- Though a fraction of specialty spend, average yearly cost of therapy per member is ~\$123,000
- Will continue to assess the market and look at targeting additional orphan drugs in the near future

OptumRx Orphan Drug Program

Personalized clinical assessment and support

OptumRx pharmacists who specialize in orphan drugs **tailor one-on-one experiences** for members, offering advanced clinical counseling to address unique medication needs

Rules-driven platform enables clinical pharmacist to achieve optimal value for orphan drug therapies

Comprehensive Medication Review

In-depth look at complete medication history and benefit of orphan drug

Detailed Medication Action Plan

Establishes therapy goals and timelines, helps deliver outcomes and manages adverse events

Personalized Alerts for Clinical Concerns

200+ proprietary rules focused on orphan drugs identify drug interactions and non-adherence

Data-driven Interventions

- ✓ **Optimize** dosing
- ✓ **Confirm** drug safety and effectiveness
- ✓ **Advise** discontinuation and/or alternative options



Targeted focus

on orphan drugs/diseases w/ greatest opportunity for clinical intervention and cost savings



One-on-one coaching

via pharmacists w/ explicit training and expertise in orphan drugs and diseases



Provider engagement

to supplement member monitoring and advise on clinically appropriate therapy changes as needed

Delivering value by investing in clinical expertise to optimize care and reduce drug spend

Program
costs \$300

per engaged
member per year



- Expands beyond prior authorization to continuously monitor and validate therapeutic value
- Provides quality assessment and clinical support for busy prescribers and care specialists
- Avoids prolonged drug exposure, risks and costs if not achieving adequate outcomes
- Engages and informs members through ongoing personalized consultations to optimize adherence and clinical outcomes

Early discontinuation of ineffective therapy may result in significant overall client savings, even if it's just a few cases

Compared to:

More than
\$300 cost

per day to treat



Example: Northera® (droxidopa)

- Treats dizziness/lightheadedness associated with Parkinson's disease
- FDA-approved based on limited safety/efficacy data; **Black Box Warning** in labelling
- May worsen coronary artery disease, arrhythmias, and congestive heart failure

Requires frequent assessment to verify benefit beyond two weeks of treatment, as not yet established in clinical trials

Member journey: Pam's story

Early detection of ineffective orphan drug therapy



Pam, age 62

Parkinson's disease and high blood pressure



Alerts inform OptumRx that Pam is taking a new medication that may interact with her orphan drug therapy.



The system identifies Pam through her orphan drug fill and enrolls her in the program.



Ongoing coaching helps Pam stay on track with managing her therapy.

1



First orphan drug fill:

Pam's neurologist prescribes Northera to treat dizziness due to Parkinson's disease. She fills it at a specialty pharmacy (not BrivoRx) and receives prior authorization approval.

2



The system identifies

Pam as filling a drug included in the OptumRx Orphan Drug program. She is automatically enrolled and receives a welcome letter.

3



3-5 days within Rx fill:

Ken, a pharmacist specializing in orphan drugs, calls Pam for her first counseling session. They conduct Complete Medication Review, establish therapy goals with timeframe and develop a medication action plan with blood pressure monitoring.

4



3 weeks later:

Ken sees Pam has a new blood pressure medication and asks her about it in their next session. Her dizziness is worse since adding the new medication. Ken consults with Pam's neurologist. After reviewing options and supporting evidence, they switch from Northera to a new therapy.

5



3 months later:

As Pam takes the new medication for a few months and does well, she continues on that therapy. Ken contacts Pam regularly and is pleased to see her blood pressure lowering and Parkinson's disease well managed.

OptumRx Orphan Drug Program

We offer personalized support and interventions for members taking 19 orphan drugs to improve overall health and increase cost savings.

Apokyn Apomorphine HCL	Austedo d6-tetrabenazine, deutetrabenazine	Cystaran Cysteamine hydrochloride	Emflaza Deflazacort	Exondys 51 eteplirsen
Gattex Teduglutide [rDNA origin]	Hetlioz tasimelteon	Juxtapid Lomitapide	Keveyis dichlorphenamide	Korlym Mifepristone
Myalept Metreleptin	Natpara Parathyroid hormone	Northera droxidopa	Procysbi Cysteamine enteric coated	Ravicti glycerol phenylbutyrate
Syprine Trientine HCl	Thiola Tiopronin	Xenazine Tetrabenazine	Xyrem Oxybate	

Brand
Generic

Summary of Recommendations

Benefit Design & Program Consideration		Current OptumRx Recommendation	Est. Yearly Savings	Estimated Disruption	Est. Program Fees
Diabetes Management	Counseling	Highly Recommended	Management Program Savings possible, but intended as a quality of care program	14 – 22 utilizers	\$195 per enrolled member per year
	Gaps In Care	Highly Recommended		N/A	\$0.02 PMPM
	Adherence Monitoring	Highly Recommended		N/A	\$0.06 PMPM
Vigilant Drug Program	Non-FDA Approved	Recommended	\$2,354	10 utilizers	No Additional Cost
	Me Too Drugs	Highly Recommended	\$26,651	20 utilizers	No Additional Cost
	Pain Creams & Patches	Highly Recommended	\$295	1 utilizers	No Additional Cost
	High Cost Generics	Recommended	\$21,262	45 utilizers	No Additional Cost
	High Cost Brands w/ Generics	Highly Recommended	\$48,152	6 utilizers	No Additional Cost
	Medical Benefit Specialty	Essential	Highly Variable \$\$\$\$\$\$	0 utilizers	No Additional Cost
Orphan Drug Program		Highly Recommended	Highly Variable \$\$\$\$\$\$	0 utilizers	\$300 per enrolled member per year

* PA fees apply



Appendix

Traditional vs Specialty - UFCW Unions & Participating Employers Health & 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	3,371	3,738	-9.8%	3,371	3,738	-9.8%
Total Plan Paid	\$3,486,729	\$4,100,331	-15.0%	\$1,628,328	\$1,557,732	4.5%
Percent of Total Plan Paid	68.2%	72.5%	-5.9%	31.8%	27.5%	15.6%
Total Rxs	39,544	47,465	-16.7%	378	399	-5.3%
Plan Paid PMPM	\$86.19	\$91.41	-5.7%	\$40.25	\$34.73	15.9%
Plan Paid per Rx	\$88.17	\$86.39	2.1%	\$4,307.75	\$3,904.09	10.3%
Rxs PMPM	0.98	1.06	-7.6%	0.009	0.009	5.1%
Generic Dispensing Rate	84.7%	82.8%	2.2%	40.2%	43.1%	-6.7%
Member Paid Share	8.5%	7.7%	10.5%	3.1%	4.1%	-24.2%
Member Paid per Rx	\$8.26	\$7.27	13.7%	\$139.69	\$168.68	-17.2%

Retail vs Mail vs Specialty - UFCW Unions & Participating Employers Health & Welfare Fund

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

Description	Retail			Mail			Specialty		
	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change
Average Eligible Members	3,371	3,738	-9.8%	3,371	3,738	-9.8%	3,371	3,738	-9.8%
Total Plan Paid	\$3,486,729	\$4,100,331	-15.0%	\$0	\$0	0.0%	\$1,628,328	\$1,557,732	4.5%
Percent of Total Plan Paid	68.2%	72.5%	-5.9%	0.0%	0.0%	0.0%	31.8%	27.5%	15.6%
Total Rxs	39,544	47,465	-16.7%	0	0	0.0%	378	399	-5.3%
Plan Paid PMPM	\$86.19	\$91.41	-5.7%	\$0.00	\$0.00	0.0%	\$40.25	\$34.73	15.9%
Plan Paid per Rx	\$88.17	\$86.39	2.1%	\$0.00	\$0.00	0.0%	\$4,307.75	\$3,904.09	10.3%
Rxs PMPM	0.98	1.06	-7.6%	0.00	0.00	0.0%	0.01	0.01	5.1%
Generic Dispensing Rate	84.7%	82.8%	2.2%	0.0%	0.0%	0.0%	40.2%	43.1%	-6.7%
Member Paid Share	8.5%	7.7%	10.5%	0.0%	0.0%	0.0%	3.1%	4.1%	-24.2%
Member Paid per Rx	\$8.26	\$7.27	13.7%	\$0.00	\$0.00	0.0%	\$139.69	\$168.68	-17.2%

Retail vs Retail 90 vs Mail - UFCW Unions & Participating Employers Health & Welfare Fund

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

Description	Results Exclude Specialty Claims								
	Retail 30			Retail 90			Mail		
	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change	Jan 19 - Dec 19	Jan 18 - Dec 18	Pct Change
Average Eligible Members	3,371	3,738	-9.8%	3,371	3,738	-9.8%	3,371	3,738	-9.8%
Total Plan Paid	2,389,189	3,013,810	-20.7%	1,097,540	1,086,521	1.0%	0	0	0.0%
Percent of Total Plan Paid	46.7%	53.3%	-12.3%	21.5%	19.2%	11.7%	0.0%	0.0%	0.0%
Total Rxs	27,349	34,936	-21.7%	12,195	12,529	-2.7%	0	0	0.0%
Percent of Total Rxs	68.5%	73.0%	-6.1%	30.5%	26.2%	16.7%	0.0%	0.0%	0.0%
Plan Paid PMPM	\$59.06	\$67.19	-12.1%	\$27.13	\$24.22	12.0%	\$0.00	\$0.00	0.0%
Plan Paid per Rx	\$87.36	\$86.27	1.3%	\$90.00	\$86.72	3.8%	\$0.00	\$0.00	0.0%
Rxs PMPM	0.68	0.78	-13.2%	0.30	0.28	7.9%	0.00	0.00	0.0%
Generic Dispensing Rate	80.8%	79.2%	2.0%	93.4%	92.9%	0.5%	0.0%	0.0%	0.0%
Member Paid Share	8.5%	7.7%	9.8%	8.6%	7.7%	12.2%	0.0%	0.0%	0.0%
Member Paid per Rx	\$8.14	\$7.27	12.0%	\$8.55	\$7.27	17.5%	\$0.00	\$0.00	0.0%

Key Performance by Quarter - UFCW Unions & Participating Employers Health & Welfare Fund

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

	UFCW Unions & Participating Employers Health & Welfare Fund				
Description	2019-Q4	2019-Q3	2019-Q2	2019-Q1	2018-Q4
Average Eligible Members	3,085	3,702	3,312	3,384	3,424
Total Utilizers	1,585	1,612	1,730	1,755	1,849
Percent Total Utilizers	51.4%	43.5%	52.2%	51.9%	54.0%
Total Plan Paid	\$1,203,543	\$1,326,598	\$1,259,175	\$1,325,741	\$1,309,427
Total Rx's	9,548	9,599	10,319	10,456	10,964
Plan Paid PMPM	\$130.04	\$119.44	\$126.72	\$130.58	\$127.48
Plan Paid per Rx	\$126.05	\$138.20	\$122.02	\$126.79	\$119.43
Rx's PMPM	1.03	0.86	1.04	1.03	1.07
Member Paid Share	5.9%	6.2%	6.9%	8.5%	5.4%
Generic Dispensing Rate	83.8%	84.7%	84.6%	83.8%	81.0%
Mail Order Rate	0.0%	0.0%	0.0%	0.0%	0.0%
Average Days Supply	44.7	45.0	44.1	43.0	41.7
Specialty Plan Paid PMPM	\$38.20	\$43.40	\$40.49	\$38.45	\$37.39
Percent of Specialty Plan Paid	29.4%	36.3%	32.0%	29.4%	29.3%

Top Drugs by Rxs - UFCW Unions & Participating Employers Health & 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	1	ATORVASTATIN CALCIUM	Statins & Combos	\$28,962	355	1,283	\$22.57	\$0.72	-2.6%	79.4%	0.6%
2	2	AMLODIPINE BESYLATE	Calcium Channel Blockers	\$8,619	302	1,092	\$7.89	\$0.21	-0.3%	227.4%	0.2%
3	3	LISINAPRIL	ACE Inhibitors & Combos	\$8,313	251	915	\$9.09	\$0.21	-7.0%	175.5%	0.2%
4	4	LEVOTHYROXINE SODIUM	Thyroid Hormones	\$19,343	187	859	\$22.52	\$0.48	-2.7%	0.4%	0.4%
5	5	METFORMIN HYDROCHLORIDE	Biguanides & Combos	\$7,903	191	770	\$10.26	\$0.20	-2.4%	118.2%	0.2%
6	7	HYDROCHLOROTHIAZIDE	Diuretics & Combos	\$3,921	196	645	\$6.08	\$0.10	-2.0%	101.5%	0.1%
7	6	LOSARTAN POTASSIUM	Angiotensin II Receptor Antagonists & Combos	\$10,037	198	636	\$15.78	\$0.25	-5.8%	125.5%	0.2%
8	24	IBUPROFEN	Nonsteroidal Anti-Inflammatory Agents (NSAIDs)	\$1,892	361	568	\$3.33	\$0.05	60.3%	106.2%	0.0%
9	9	METOPROLOL SUCCINATE ER	Beta Blockers & Combos	\$17,539	125	506	\$34.66	\$0.43	-0.7%	16.9%	0.3%
10	10	ROSUVASTATIN CALCIUM	Statins & Combos	\$14,194	130	502	\$28.27	\$0.35	5.4%	-40.1%	0.3%
11	8	VITAMIN D	Vitamins & Supplements	\$2,491	189	485	\$5.14	\$0.06	-7.4%	-7.8%	0.0%
12		ALBUTEROL SULFATE HFA	Inhaled Bronchodilator	\$25,755	225	460	\$55.99	\$0.64			0.5%
13	12	AMOXICILLIN	Penicillins	\$1,022	332	445	\$2.30	\$0.03	-4.0%	20.5%	0.0%
14	13	OXYCODONE/ACETAMINOPHEN	Opioid Agonists & Combos	\$4,971	164	437	\$11.38	\$0.12	-2.9%	-23.6%	0.1%
15	11	GABAPENTIN	Anticonvulsants - 2nd Generation	\$5,011	111	430	\$11.65	\$0.12	-9.0%	62.2%	0.1%
16	18	PANTOPRAZOLE SODIUM	Proton Pump Inhibitors	\$8,433	116	406	\$20.77	\$0.21	2.3%	157.7%	0.2%
17	15	FLUTICA SONE PROPIONATE	Nasal Steroids	\$3,094	204	401	\$7.72	\$0.08	-8.5%	68.2%	0.1%
18	16	PREDNISONE	Glucocorticosteroids	\$2,001	249	401	\$4.99	\$0.05	-8.1%	19.6%	0.0%
19	20	MONTELUKAST SODIUM	Leukotriene Modulators	\$4,667	108	382	\$12.22	\$0.12	-2.4%	-5.9%	0.1%
20	14	AZITHROMYCIN	Macrolides	\$1,737	283	368	\$4.72	\$0.04	-17.6%	39.6%	0.0%
Totals:				\$179,908		11,991	\$15.00	\$4.45	2.0%	54.0%	3.5%
Plan Totals:				\$5,115,057		39,922	\$128.13	\$126.45	-7.5%	0.2%	

Top Chains by RxS - UFCW Unions & Participating Employers Health & Welfare Fund

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

			Jan 19 - Dec 19										
Curr Rank	Prev Rank	Chain Name	Nbr Pharmacies	Nbr Utilizers	Rxs	Plan Paid Per Rx	Plan Paid	Avg Days Supply	Avg Paid per Day	Pct Generic	Pct Maint	Pct All Specialty	Pct Total RxS
1	2	CVS PHARMACY INC	270	855	9,070	\$81.35	\$737,851	47.0	\$1.73	85.4%	67.6%	0.0%	22.7%
2	3	STOP AND SHOP PHARMACY	121	483	7,830	\$96.91	\$758,826	47.5	\$2.04	83.5%	68.7%	1.1%	19.6%
3	4	WALGREENS DRUG STORE	171	446	5,869	\$75.33	\$442,093	42.2	\$1.79	87.4%	64.4%	0.5%	14.7%
4	1	SUPERVALU PHARMACIES INC	31	824	5,539	\$84.18	\$466,285	44.4	\$1.90	83.2%	68.9%	0.5%	13.9%
5	5	WALMART STORES INC	74	144	1,648	\$75.73	\$124,802	46.8	\$1.62	83.6%	70.7%	0.0%	4.1%
6	7	NAI SATURN EASTERN LLC	55	151	1,550	\$52.16	\$80,847	44.5	\$1.17	88.6%	67.6%	0.0%	3.9%
7	11	CVS PHARMACY IN TARGET	44	137	1,403	\$78.43	\$110,032	43.4	\$1.81	86.5%	65.9%	0.0%	3.5%
8	8	THE KROGER CO	15	16	818	\$83.75	\$68,504	37.6	\$2.23	85.3%	81.3%	0.0%	2.0%
9	6	EPIC PHARMACY NETWORK INC	43	65	774	\$123.32	\$95,448	40.0	\$3.08	74.0%	69.8%	0.3%	1.9%
10	10	LEADER DRUG STORES INC	22	29	662	\$62.37	\$41,290	38.5	\$1.62	90.6%	69.8%	0.0%	1.7%
		OptumRx Home Delivery	0	0	0	\$0.00	\$0	0.0	\$0.00	0.0%	0.0%	0.0%	0.0%
		BrioRx	6	55	372	\$4,432.41	\$1,648,855	33.2	\$133.69	29.8%	77.4%	84.9%	0.9%
Totals:					35,535	\$128.74	\$4,574,834	45.0	\$2.86	84.3%	68.1%	87.3%	89.0%
Plan Totals:					39,922	\$128.13	\$5,115,057	44.2	\$2.90	84.2%			

Thank You

