

Helping clients benefit from Mail Service

Profile

Topic: Mail Service
Client Type: Large Manufacturer
Number of Lives: 110,000
Client Since: 1997

To provide customers with the best value, AdvancePCS offers a leading mail service pharmacy program that helps plan sponsors and their members reduce prescription drug costs.

This option not only enables plan sponsors to control their drug benefit costs more effectively, it offers members the convenience of home delivery and fewer copayments.

Identifying Cost-saving Opportunities

Upon analyzing claims data for a large manufacturing company, we discovered that the company faced a unique health care challenge – controlling drug costs for a large senior population. Analyses revealed that this segment, approximately 61 percent of the company's employee and retiree population, consumed high volumes of medications for chronic medical conditions.

National studies have shown that drug costs for individuals between the ages of 66 and 70 can be nine times higher than for those under the age of 20. Because maintenance medications represented 79 percent of the company's drug spend, the AdvancePCS account management team recommended implementing a mail service pharmacy program to provide the company with additional saving opportunities and greater convenience for its employees.

AdvanceRx.comSM: Reduces Drug Costs and Provides Convenient Access

With AdvanceRx.com, the company could expect to benefit financially from generic optimization, therapeutic interventions and drug volume purchasing power. Likewise, the company's employees could enjoy a three-month supply of medication for a single copayment, reliable prescription delivery, and automated refill services accessible by phone or the Internet.

Realizing that the company could gain deeper discounts, achieve higher generic utilization rates, and increase employee satisfaction with the added convenience of mail service, the company established a mail service pharmacy program for its employees.

Outcomes: Increased Savings and Satisfied Employees

As a result, the mail service pharmacy program was instrumental in controlling the company's drug costs and improving overall employee satisfaction.

One year after implementing AdvanceRx.com, the company achieved savings totaling \$5.7 million – 6.8 percent of its total pharmacy drug cost.

In partnership with AdvancePCS, the company was able to successfully meet its financial goals and provide greater service to its employees.

AdvancePCS Mail Service Savings

Ingredient Cost	\$2.4 million
Dispensing Fee	\$3.3 million
Total Savings	\$5.7 million



800.223.7745

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