

Working together in making prescription drugs affordable

Profile

Topic: PerformanceRx®
Client Type: Large Employer
Client Since: 1983
Number of Lives: 30,000

Like many clients concerned about escalating drug costs, a large Midwest employer wanted to add tighter formulary management controls to its existing open formulary program.

However, the employer was apprehensive about employee disruption. Although data analysis showed that the cost of prescription drugs increasingly rose during the previous two years, the employer believed its employee copayments for brand and generic prescription drugs were at the appropriate levels. Raising copayments was simply not an option.

PerformanceRx®: Controls Drug Costs and Maintains Employee Choice

To help the employer steer its employees toward using more cost-effective generic and preferred brand drugs, the employer's AdvancePCS account management team recommended our clinical intervention program – PerformanceRx.

PerformanceRx works by alerting the pharmacist, in both the retail and mail order environments, of an intervention opportunity via online messaging. This enables the pharmacist to discuss cost-effective, clinically appropriate drug alternatives (included in the Performance Drug List) with the employee and the physician. Because participation in the PerformanceRx program is fully voluntary on the part of the employee and physician, it could provide the employer with the best option to increase cost-savings, with minimal employee disruption. AdvancePCS determined that the employer could realize an estimated annual savings of \$500,000 by implementing PerformanceRx – representing a combination of rebate savings and ingredient cost savings accrued from increased generic and preferred brand drug utilization.

Proactive Communications that Raise Employee Awareness

Realizing that the success of the program was dependent on raising employee awareness prior to the start date, the AdvancePCS account team worked closely with the employer in developing a communications strategy and customized materials that addressed its plan design changes. This information helped employees better understand their pharmacy benefit, and showed them how they could make the most of their benefit plan by taking an active role in controlling costs.

Demonstrated Savings

The employer significantly influenced its employees' decisions. One year following the implementation of PerformanceRx, preferred drug utilization increased by 4.9 percent, resulting in savings of \$512,491 (2.3 percent of the total plan cost).

PerformanceRx Savings

Ingredient Cost	\$205,579
Manufacturer Rebates	\$306,913
Total Savings	\$512,491



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