

Sourcewell RFP 111623

**Employee Benefits Administrative Software Platforms;
Member and Provider Advocacy Services; Transparency,
Fraud, Waste and Abuse Products and Related Services**

Q7.33 Pricing Proposal





Pricing Proposal

The pharmacy benefit is the most consumed benefit on any health plan. It represents the most repeated transaction in health care and is also one of the fastest-rising cost categories, growing at more than four times faster than wages.

As Americans, we leverage information to be smarter consumers in every aspect of our lives, with the exception of health care. One of the reasons for this is because the healthcare system, and in particular pharmacy, is too confusing.

The realm of pharmaceutical pricing is extraordinarily complex, making it extremely difficult for the average consumer to know all their options and the potential costs.

Rx Savings Solutions (RxSS) simplifies pharmacy, and in doing so, enables both consumers and health plans to save money.

RxSS offers a patented web-based software solution that fully integrates within the benefit design to provide price transparency, drive member engagement and help alleviate confusion. RxSS makes members more aware of their options and helps them become better consumers. The result is savings for the member and the health plan.

Please find below the Sourcewell proposal for the Rx Savings Solutions platform. This proposal is for RFP 111623 - Employee Benefits Administrative Software Platforms; Member and Provider Advocacy Services; Transparency, Fraud, Waste and Abuse Products and Related Services.

Proposal Prepared By:

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Solution Deliverables and Pricing: 5,000+ Members

Members 5,000 +	Term 36 Months (Standard)	Quote Valid Through Sourcewell Award Term	Fee Structure Per Schedule Below
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Core Solution and Included Products and Services

Product/Service Description	Pricing
<p>Implementation Fee (One-Time) Implementation fees will vary based on PBM and other integration requirements.</p>	<u>Not to Exceed</u> \$25,000
<p>Sourcewell Participating Entity Pricing (monthly recurring) Pricing and specific services are based on member counts and other variables. Rx Savings Solutions fees are based on a volume-pricing model whereby per member per month (PMPM) prices are lower at certain volume thresholds.</p> <p>Participating Entities with 5,000 + members Months 1 – 18 Months 19 – 36</p> <p>Includes:</p> <p>Member Portal Dedicated portal for registered Members to access available individualized savings opportunities and guidance.</p> <p>Single Sign-On (SSO) One included during initial implementation.</p> <p>Medicine Cabinet Medicine Cabinet is a section of the member portal where the member’s claims-based prescriptions are organized and available for reminders or report creation.</p> <p>Pharmacy Benefit Manager Integration Agreement to work with Client’s Pharmacy Benefit Manager as needed to provide plan specific pricing and as otherwise needed to provide the Services. Includes the following components: Eligibility Processing, Clinical Rules, Formulary, Plan Design, Pharmacy Network</p>	<p><u>Not to Exceed</u> \$.79 per member per month (PMPM) \$1.19 per member per month (PMPM)</p>

Core Solution and Included Products and Services

Product/Service Description	Pricing
<p>Prescription Claims Analysis Includes savings opportunities whereby the Service Provider software looks for both clinical and financial ways to save.</p> <p>Contact Prescriber Automates the process of requesting a change to a lower-cost, therapeutically equivalent prescription facilitated by Pharmacy Support team.</p> <p>Premium Marketing Services (Member Engagement) Inclusion in All Campaigns and Marketing Services Including: Launch Campaigns, Savings Notifications, Rolling Eligibility, Re-Engagement and Ongoing Quarterly and Strategic Campaigns via all channels. Quarterly direct mail savings notifications included. Customization Options Include: Co-Branding, Client Name, Incentives.</p> <p>Self-service online toolkits with customizable collateral, available for download whenever promotional materials are needed.</p> <p>Telephonic Calling Campaigns: Standard Phone outreach to members with savings opportunities. Personalized suggestions are explained along with the offer to facilitate the process of changing a prescription.</p> <p>Standard Reporting Monthly reports that include Engagement, Savings Opportunities and Savings Calculation reports (including Client's ROI ratio and realized savings (beginning six months after the Launch Date and then every month going forward.)</p> <p>Rx Rewards Incentive Program Rx Savings Solutions funded behavior change Incentive program focused on members who have substantially lower cost alternatives but may not have great financial motivation to switch.</p> <p>Pharmacy Support Services</p>	

Core Solution and Included Products and Services

Product/Service Description	Pricing
<p>Tier 1 Member phone, email and chat support for Services 7 a.m. – 8 p.m. CST, Monday-Friday, except Holidays recognized by Service Provider.</p> <p>ROI Guarantee for Eligible Clients 2:1 after 18 months 3:1 after 36 months</p> <p>Optional Services:</p> <p>Integrated Technology Package (ITP) API Bundle Provides clients the opportunity to display Rx Savings Solutions identified member savings opportunities and medication search functionality within their secure digital ecosystem. Includes:</p> <ul style="list-style-type: none"> - Opportunities API: Returns member savings opportunities at the claim level. - Total Savings API: Returns total dollar savings available to the member. - Drug Search API: Search medications by name, strength, form, and quantity. Returns alternatives and pharmacy pricing. - Members API: Provides access to member data for determining RxSS eligibility and plan-specific details. <p>Integrated Technology Package (ITP) API Components Clients may select one or more of the individual API's for Opportunities, Total Savings, Drug Search, and Members as described above.</p> <p>AdminRx Provides access to Rx Savings Solutions proprietary online administrative platform to a clients onsite clinic practitioners, health plan care coordinators and nurse managers to enable better care coordination, consultation and cost-savings.</p> <p>AdminRx + ITP Package API Bundle</p>	<p></p> <p></p> <p></p> <p>\$.12 per member per month (PMPM)</p> <p></p> <p></p> <p></p> <p>\$.09 each per member per month (PMPM)</p> <p></p> <p>\$.08 per member per month (PMPM) with minimum monthly fee of \$1,000</p> <p></p> <p>\$.16 per member per month (PMPM) with minimum monthly fee of \$1,000</p>

Core Solution and Included Products and Services

Product/Service Description	Pricing
Single Sign-On (SSO) One included in the initial implementation. Each additional priced separately.	<u>Not to Exceed</u> \$10,000 one-time fee
Private Labeling Additional customization and branding options	<u>Not to Exceed</u> \$15,000 one-time fee

Solution Deliverables and Pricing: 2,000 - 4,999 Members

Members 2,000 – 4,999	Term 36 Months (standard)	Quote Valid Through Sourcewell Award Term	Fee Structure Per Schedule Below
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Core Solution and Included Products and Services

Product Description	Pricing
<p>Implementation Fee (One-Time) Implementation fees will vary based on PBM and other integration requirements.</p>	<u>Not to Exceed</u> \$4,750
<p>Sourcewell Participating Entity Pricing (monthly recurring) Pricing and specific services are based on member counts and other variables.</p> <p>Participating Entities with 2,000 – 4,999 members Monthly Recurring Fee</p> <p>Member Portal Dedicated portal for registered Members to access available individualized savings opportunities and guidance.</p> <p>Pharmacy Benefit Manager Integration Agreement to work with Client’s Pharmacy Benefit Manager as needed to provide plan specific pricing and as otherwise needed to provide the Services. Includes the following components: Eligibility Processing, Clinical Rules, Formulary, Plan Design, Pharmacy Network</p> <p>Prescription Claims Analysis Includes savings opportunities whereby the Service Provider software looks for both clinical and financial ways to save.</p> <p>Contact Prescriber Automates the process of requesting a change to a lower-cost, therapeutically equivalent prescription facilitated by Pharmacy Support team.</p> <p>Premium Marketing Services (Member Engagement) Inclusion in All Campaigns and Marketing Services Including: Launch Campaigns, Savings Notifications, Rolling Eligibility,</p>	<u>Not to exceed</u> \$3,000

Re-Engagement and Ongoing Quarterly and Strategic Campaigns via all channels. Quarterly direct mail savings notifications included. Customization Options Include: Co-Branding, Client Name, Incentives.

Self-service online toolkits with customizable collateral, available for download whenever promotional materials are needed.

Telephonic Calling Campaigns: Standard

Phone outreach to members with savings opportunities. Personalized suggestions are explained along with the offer to facilitate the process of changing a prescription.

Standard Reporting

Monthly reports that include Engagement, Savings Opportunities and Savings Calculation reports (including Client’s ROI ratio and realized savings (beginning six months after the Launch Date and then every month going forward.)

Rx Rewards Incentive Program

Rx Savings Solutions funded behavior change Incentive program focused on members who have substantially lower cost alternatives but may not have great financial motivation to switch.

Pharmacy Support Services

Tier 1 Member phone, email and chat support for Services 7 a.m. – 8 p.m. CST, Monday-Friday, except Holidays recognized by Service Provider.

ROI Guarantee for Eligible Clients

1:1 after 18 months
2:1 after 36 months

Optional Services:

Integrated Technology Package (ITP) API Bundle

Provides clients the opportunity to display Rx Savings Solutions identified member savings opportunities and medication search functionality within their secure digital ecosystem. Includes:

- Opportunities API: Returns member savings opportunities at the claim level.
- Total Savings API: Returns total dollar savings available to the member.

\$.12 per member per month (PMPM)

- Drug Search API: Search medications by name, strength, form, and quantity. Returns alternatives and pharmacy pricing.
- Members API: Provides access to member data for determining RxSS eligibility and plan-specific details.

Integrated Technology Package (ITP) API Components

Clients may select one or more of the individual API's for Opportunities, Total Savings, Drug Search, and Members as described above.

\$.09 each per member per month (PMPM)

AdminRx

Provides access to Rx Savings Solutions proprietary online administrative platform to a clients onsite clinic practitioners, health plan care coordinators and nurse managers to enable better care coordination, consultation and cost-savings.

\$.08 per member per month (PMPM) with minimum monthly fee of \$1,000

AdminRx + ITP Package API Bundle

\$.16 per member per month (PMPM) with minimum monthly fee of \$1,000

Single Sign-On (SSO)

One included in the initial implementation. Each additional priced separately.

Not to Exceed \$10,000 one-time fee

Private Labeling

Additional customization and branding options

Not to Exceed \$15,000 one-time fee