

# Sourcewell RFP 111623

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

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## 7.36 Marketing Samples



# Prescription Savings That Serve the Greater Good

Rx Savings Solutions understands your charge and its unique challenges. You do the most with the benefits budget and parameters in place. **RxSS gives you a proven way to do more for public employees and get pharmacy spend under control.**



### We Solve For

- + Pharmacy and healthcare costs
- + Cost-shift to consumers
- + Benefits engagement



### We Deliver

- + Transparency + actionable insights
- + Real out-of-pocket savings
- + Concierge service and support

### Your Members

RxSS finds the lowest-cost options for their medication needs and easy paths to savings.

**\$129**  
per fill  
(average combined member/  
plan savings in 2021)

### Your Plan

RxSS helps you protect the health of public employees and preserve public funds.

**\$2 : \$1**  
average  
plan-to-member  
savings

## How We Help



### Reduced Rx Costs

For every \$1 in member savings, plans save an average of \$2. All constituents benefit from lower pharmacy costs. Employers average 3.4:1 ROI.



### Zero Disruption

RxSS aligns with your existing pharmacy benefit and plan design. The only change for members? Lower out-of-pocket costs.



### Fiscal Fitness

Your plan sees guaranteed ROI and helps members become engaged, informed healthcare consumers.

## Public Sector Organizations We Serve



State, county and municipal governments



K-12 school districts, colleges and universities



Public agencies and purchasing cooperatives

## Helping People and Payers

Rx Savings Solutions partners with your PBM and existing pharmacy benefit to uncover every clinically sound way to spend less. Beyond simply meeting the plan's transparency requirements, we provide insight and guidance that drives cost savings, engagement and adherence.

## How it Works



### Rx Benefit Files

Imported for fast and timely analysis



### Patented Algorithms

Individual claims mapped to all possible clinical therapies and costs



### Automated Notifications

Members alerted to lower-cost options—proactively

## Why it Works



### Transparency Technology

Market-leading platform flexes for any plan, PBM, benefit design and formulary

**36,000+**  
clinical suggestions



### Exceptional Engagement

Personalized, private and proactive for members with savings opportunities

**46%**  
member engagement rate



### Concierge Convenience

Pharmacy professionals to help navigate benefits, doctor approvals and pharmacies

**\$1,317**  
annualized savings per  
concierge-driven change

## Featured Client Kansas State Employee Health Plan (SEHP)

The SEHP has partnered with Rx Savings Solutions since **June 2014**. Through 2020, the SEHP and its **72,000 members** saved more than **\$50 million**. Despite ongoing budget pressures, the state **twice renewed the contract** due to the quantitative and qualitative value realized year over year.

**43%**

engagement among  
primary policyholders

**50%**

engagement among  
maintenance medication takers

**55%**

Reduction in client spend in 2021

“Because the platform is so simple, our employees have been able to access and see their prescription savings right away. **Rx Savings Solutions has handled everything for us, and it has worked as promised.**”

*State of Kansas  
Employee Health Plan*

# Turning Opportunity into Action

## A Proven Platform for Member Engagement

“Our members won’t engage in something like this.”

We hear this from many prospects. But not from clients. Because our engagement approach produces results that speak for themselves. More than just a marketing program, we deploy an intelligent outreach platform that matches our patented clinical savings technology.

Easy on clients.  
Effective with members.  
Essential to success.

### Right Message, Right Place, Right Time

Will your members respond to and engage with a new benefits solution? Can they handle more benefits-related communication? Absolutely—when their money is at stake.

When there’s an opportunity to save, we make sure members get the message.



#### Personalized + Private

Messages are private and generated according to a member’s unique medication profile and savings level, and delivered securely through their preferred channels.



#### Data-driven

No one knows the member’s pharmacy benefit better than our solution. Data guides how and what we communicate, all based on claims, plan design, formulary, accumulators and the member’s contact preferences.

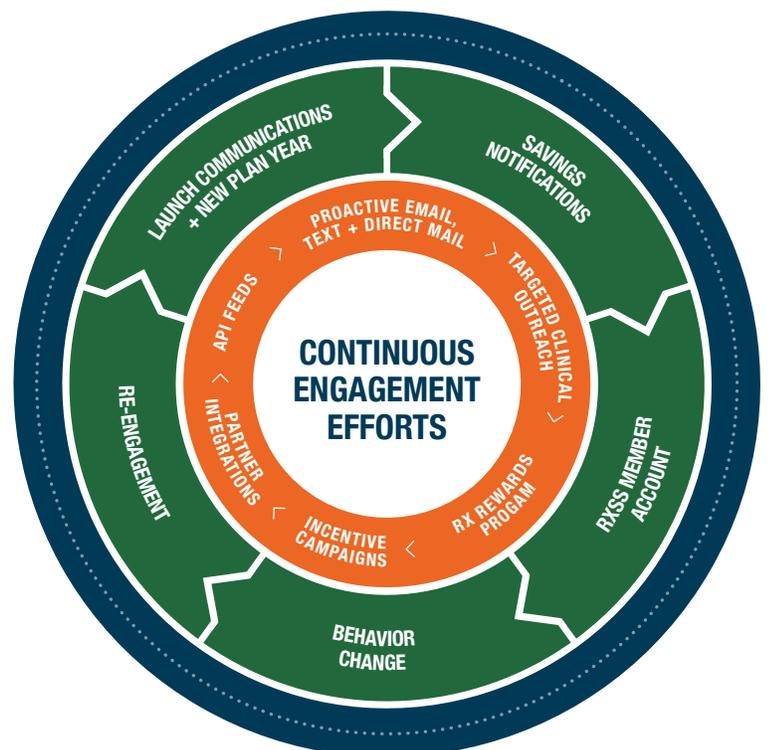


#### Timely + Targeted

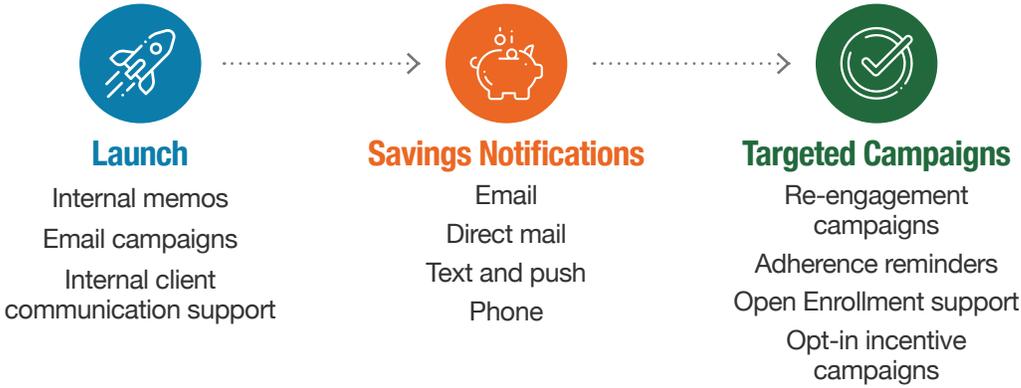
Every message is crafted in the member’s best interests, with respect to their privacy, and delivered proactively at the right time.

### Tap into the Cycle

Timing and tactics are calibrated to your plan year and the member’s opportunity and communication channels.

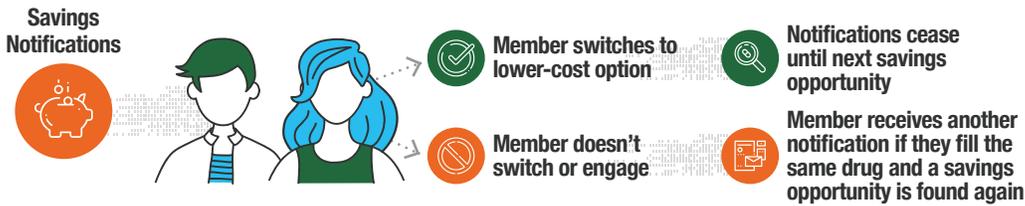


## Engagement Blueprint



## Smart and Selective

Our engagement platform is fueled by member claims, eligibility and contact information. Combined with savings alerts from our clinical savings technology, the data is distilled into actionable, personalized messages for impacted members.



## Success Factors

- 1 Member Contact Information**  
Engagement rates, member/plan savings and ROI typically correspond with the quantity and quality of **member contact information** a client provides. Simply put, members can't find savings opportunities if we can't reach them.
- 2 Full Scope**  
99% of clients go with the **full scope and frequency** of our proven engagement plan—from launch promotion to savings notifications and re-engagement campaigns.
- 3 Targeted Messaging**  
Rx Savings Solutions messaging is **aimed only at those who can benefit**. Members receive what they need to know, instead of noisy nice-to-know information about benefits they may not need.

Employees might say, 'Well, what's in it for the company?' Our response is, '**You saving money on prescriptions means we're saving on your prescriptions.**' If you don't want to switch, don't switch. If you want to save money, let's go."

*Benefits Manager, Fortune 500 Client*

Thankfully, the savings notification email came at the perfect time. The dollar amount jumped out at me and I said I've got to check this out."

*Dusti  
Rx Savings Solutions member*



**1 IN 3**  
**ENGAGED MEMBERS**

switch to a suggested lower-cost option



**15%**

of total population activates accounts within 6 weeks of launch (Average for employer groups)



**\$1,243**  
annualized savings (member/plan) per fill for maintenance med conversions



**46%**  
of all members with pharmacy claims engage with our solution

# Many Roles, One Goal: Your Success

At Rx Savings Solutions, we go all in for clients the same way we go all out to help your members.

Meet the dedicated roles and teams that drive your success at every stage:



## Pharmacy Support Team

An in-house team of Certified Pharmacy Technicians who provide your members one-on-one assistance and concierge service.



## Client Success Manager

Your go-to resource, advisor and guide who works to grow your program and keep you informed on performance and success.



## Implementation Manager

A dedicated manager and technical teams to ensure a smooth onboarding and minimize the lift for your team.



## Engagement Marketing Manager

Your direct contact for member communication plans, materials and best practices, they coordinate with your team on all launch and engagement campaigns.



Love my RxSS account team. They have **always been open to hearing what I need** and have been a great partner the entire time.”

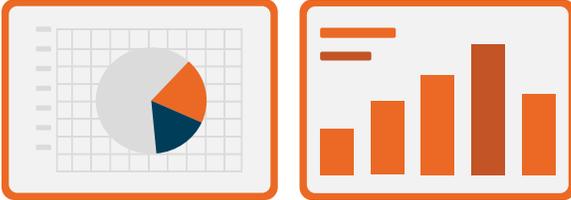
Benefit Manager,  
Fortune 500 Company,  
RxSS Client

## Reporting and Insights

Just as members can always see where they stand on savings opportunities, you'll always know how RxSS is working for your plan. **Your RxSS Client Success Manager provides monthly and annual reporting on key performance metrics, including:**

### Realized Savings

Total savings broken down by plan vs. member, along with average savings per fill, and number of member behavior changes



### Engagement

RxSS member account activations against the eligible population, including members on maintenance medications



### ROI

Return On Investment (ROI) (realized savings vs. RxSS spend) trends by month, lifetime and monthly ROI run rate



### Opportunity

The "best-case scenario" view of active savings opportunities across the member population



## Results Matter

There's a reason we use "Client Success" rather than "account management" or "client service" at RxSS. Our people and practices can be world class, but the only thing that matters is whether you're successful. **Everyone on the team contributes, and the results speak for themselves.**



# 97%

RxSS client retention rate



# +68

NPS (Net Promoter Score) for RxSS clients



"Rarely does a solution deliver exactly what a vendor promises. In the case of RxSS, our members are engaged because they've discovered **how easily they can lower their out-of-pocket prescription costs.** Every time they save money, it's a win for us, too."

Head of North America Total Rewards,  
RxSS Client

# Proving Value, Year After Year

STATE EMPLOYEE  
HEALTH PLAN - KANSAS



MEMBERS:  
**71,000**



LAUNCH:  
**June 2014**



LIFETIME ROI:  
**4.55:1**

Amid budgetary pressures dating back to the late 2000s, the State of Kansas turned to a new idea that promised to reduce pharmacy costs for the State Employee Health Plan (SEHP) and the 71,000 people it covers. The state bet on innovation, transparency and a solution born in its own backyard. **The payback is \$66.9 million and counting.**

## Background

The SEHP had tried simple brand-to-generic and retail-to-mail-order programs for its pharmacy benefit before. Plan leadership liked the prospect of giving members total transparency into pricing as well as lower-cost, on-formulary clinical alternatives and fulfillment options. But they insisted the cost savings must be easy for members to understand and capture.

## Milestones

The SEHP was an early proving ground for Rx Savings Solutions' technology and member engagement strategy. Both delivered immediate and sustainable results.

Members were introduced to a different kind of benefit program—one that engaged them proactively, suggested cost-saving options they never knew existed, and offered personal, concierge support.

**Engagement rates, as well as member and client savings steadily climbed across each 3-year contract period.**



**62%**

of all members are on maintenance medications



**84%**

of surveyed SEHP members said Rx Savings Solutions is an important benefit to them



**\$644**

average savings per doctor-approved prescription change



## 5 Reasons to Renew – Twice

ROI was a key factor in the state's decisions to renew with Rx Savings Solutions but far from the only one:

- 1 Engagement**  
Rx Savings Solutions' member engagement program is personalized, data-driven, timely and targeted. It's also turnkey for the state.
- 2 Transparency**  
It's an important principle for the SEHP, not only because the plan is taxpayer-funded, but also to help employees become better consumers.
- 3 Simplicity**  
From day one, the SEHP emphasized ease of use. The solution continues to distill complex clinical and plan variables into simple, actionable choices.
- 4 Advocacy**  
SEHP members get reliable relief for out-of-pocket costs, plus independent, compassionate experts to help them navigate the pharmacy system.
- 5 Self-sustaining**  
The solution is virtually hands-free for the SEHP, thanks to seamless integration with plan designs, eligibility, formularies, networks, and all the changes from year to year.

## Working Harder and Smarter

The solution the SEHP implemented years ago is working harder and smarter today, delivering more value.

# 1 in 2

engaged members switch to a lower-cost suggestion



# 47%

registration rate for primaries on maintenance medications



“Because the platform is so simple, our employees have been able to access and see their prescription savings right away. **Rx Savings Solutions has handled everything for us, and it has worked as promised.**”

*Jennifer Flory  
Senior Manager  
SEHP*

“**With your help, we were able to cut our bill drastically.** It was incredible. It's incredible peace of mind knowing that we can still do what we need for our family.”

*Dusti  
SEHP Member*

“The drug company was telling me one thing, and the pharmacy was telling me another. **But Rx Savings Solutions took care of the whole thing in just 15 minutes.** No effort on my part, and no time on my end.”

*Joyce  
SEHP Member*

# Purdue University Employee Medical Plan

## BY THE NUMBERS

as of December 2022

MEMBERS:  
**23,000**

LAUNCH:  
**January 2020**

LIFETIME ROI:  
**1.48:1**

ROI RUN RATE:  
**1.73**

TOTAL DOLLARS SAVED:  
**\$962K**

“RxSS will do all of the legwork for me!”

Member, Higher Education Employee Medical Plan

## Results Delivered and Verified

Third-party analysis revealed that the RxSS engagement approach, combined with client partnership, results in **reduced medication costs for the plan and members.**



### Key Takeaway

A healthcare-focused data analytics firm concluded that Rx Savings Solutions (RxSS) engages and delivers value to the right members, **noting the strong correlation between active engagement with the RxSS tool and cost reduction.**



### Background

Purdue University, a 4-year public university with enrollment of over 49,000 students, offers a full spectrum of benefits and resources to help improve the overall health and wellness of benefits-eligible faculty, staff and dependents covered on a Purdue medical plan. In January 2020, they introduced RxSS as a key component of their wellness program to help plan members save money on prescription drugs. **Within 90 days, 22% of members with pharmacy claims were engaged in RxSS.**



### Findings

Since 2015, Purdue University has utilized information from a healthcare-focused data analytics firm regarding pharmacy, biometrics and wellness measures in an effort to improve employee health and reduce medical spending. Success of the RxSS program is based on data provided by this firm.

An analysis of 2021 RxSS data examined RxSS participants alongside nonparticipants and evaluated the client's total spend (medical and pharmacy) across both groups. Those engaged in RxSS were broken out into categories by risk, using Johns Hopkins AGC risk modeling to assign a risk score.

Further, for those engaged in RxSS in 2021, data analysis showed a decrease or fairly flat trend in several of the top 10 drug categories from 2021 to 2022. **The data analytics firm concluded that RxSS successfully identified and engaged the higher-risk members in the client's population and reduced their spend.**

### Engagement - 2 Years Post Launch (by November 2022)

**32%** of all members with pharmacy claims engaged in RxSS program **37%** of engaged members switched to lower-cost options

### Top Cost Savings by Drug Class

<b>26.4%</b> savings across Allergy/Immunology	<b>13.3%</b> savings across Dermatology	<b>12.6%</b> savings across Inflammatory	<b>8.3%</b> savings across Respiratory
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**Overall finding:** RxSS is engaging the right plan members and helping them reduce their pharmacy costs.

# Can Your Employees AFFORD TO STAY WELL?

Access to affordable medications is key to increasing wellness and driving down overall healthcare costs. With affordability comes stronger medication adherence, as well as reduced human and financial costs from hospitalizations and unnecessary deaths.

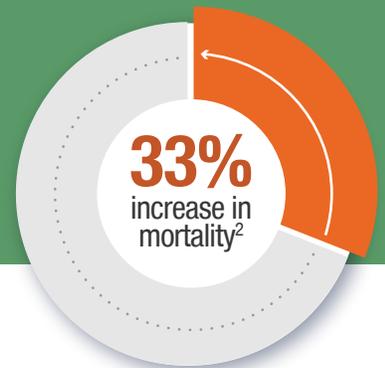
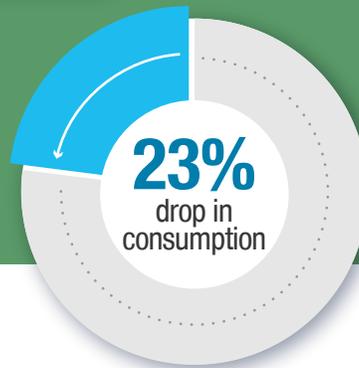


**\$100-\$300B**

in annual (and avoidable) U.S. healthcare costs attributed to nonadherence<sup>1</sup>.

## DID YOU KNOW?

A \$10 increase in the out-of-pocket cost of chronic condition medications equals:



## WHAT WE'VE SEEN

Two real-life examples of how lower-cost alternatives can get people back on track with their medications—with potentially life-altering results.



**ELISA**

Type 2 Diabetes  
Original Med: Januvia® | \$114/fill

SKIPPED TREATMENT  38 days

AFFORDABLE ALTERNATIVE  Alogliptin \$44/fill

RESULT  Elisa resumed treatment and avoided a hospital stay—or worse. The average stay for a Type 2 diabetic is seven days at a cost of \$50K-\$70K.



**BARRY**

Glaucoma  
Original Med: Travatan Z® | \$661/fill

SKIPPED TREATMENT  40 days

AFFORDABLE ALTERNATIVE  Latanaprost \$32/fill

RESULT  Barry opted for a lower-priced option that fit his budget and averted a truly terrible health outcome: permanent vision loss.

# WHAT WE'VE HEARD

## 7 out of 10

don't feel like they have any control over the cost of their prescriptions<sup>3</sup>.



**25%**  
skipped filling their prescription or rationed their medication<sup>3</sup>.



**29%**  
plan to use a price transparency tool to address rising drug costs<sup>3</sup>.

Consumers are looking to wellness programs for **tools and resources that empower them to make informed decisions** about their prescription drugs.



Founded and led by pharmacists, Rx Savings Solutions offers an innovative technology to employers and health plans that helps their members find the lowest-price options for prescription drugs, reduce out-of-pocket costs and help the plan control pharmacy expenses. **Learn more at [rxsavingsolutions.com](https://rxsavingsolutions.com).**

### References

- 1 IMS Institute for Healthcare Informatics
- 2 National Bureau of Economic Research
- 3 Rx Savings Solutions 2020 Consumer Insights Survey

# RxSS DIRECT TO PRESCRIBER

Education and transparency for more **cost-conscious prescribing decisions**

Rx Savings Solutions (RxSS) pioneered personalized prescription price transparency for consumers. RxSS Direct to Prescriber takes the same proactive approach to those who write prescriptions.

RxSS Direct to Prescriber does for practitioners what our hallmark solution does for members: **Provide clinically sound savings suggestions for prescriptions that also lower the total cost of care.**

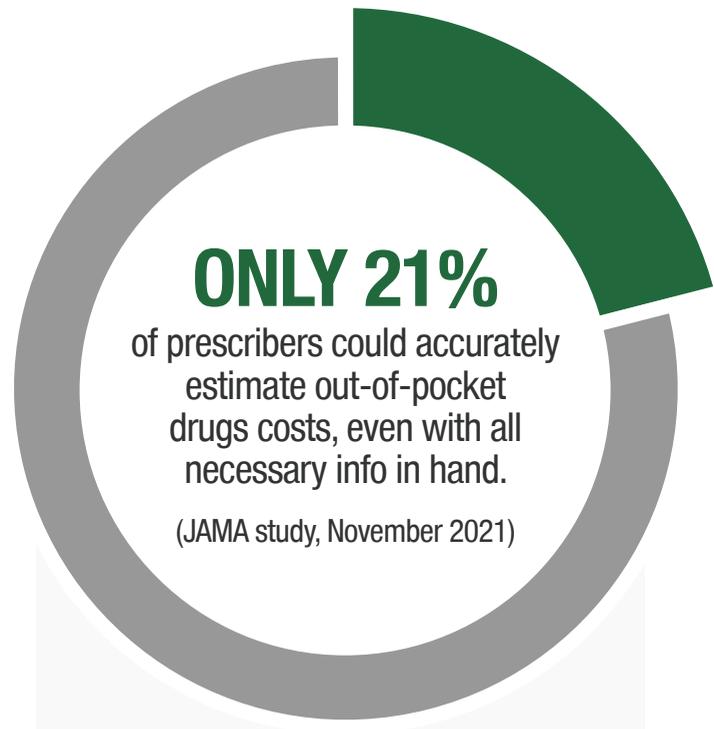
## Insight Where it Matters Most

Most prescribers have no way of knowing what the drugs they prescribe will cost patients at the pharmacy. How can they with all these variables in the equation?

-  Drug's negotiated plan price
-  Insurance type, plan design
-  Formulary and tier
-  Copay, coinsurance
-  Deductible status, out-of-pocket maximums

Doctors don't have all the details. We do. Everything is distilled for simple clinical and cost comparison.

RxSS Direct to Prescriber closes a critical transparency gap at the point of prescription, where unnecessary spend most often begins for members and plan sponsors.



## Member Example



Doctor prescribed prescription for a 90-day fill.



RxSS found an alternative version of the same drug and same dosage **saving \$2,925.82 per fill.**



Disintegrating tablet

Chewable tablet

## WHY RxSS?

Rx Savings Solutions is uniquely equipped to inform decisions at the prescriber level:



### Data Integration

RxSS platform ingests claims data, accumulator, plan design and pharmacy networks for **precise pricing at an individual member level**



### Clinical Alternative Curation

Proprietary database with **more than 35,000 dose-adjusted suggestions**, an average of four per NDC product



### Embedded Prescriber Workflow

Since 2018, RxSS has **facilitated prescriber approvals for lower-cost prescriptions** through established clinic and pharmacy channels



## How it Works

- 1 Savings opportunities are generated via ongoing review of claims and member's specific plan design
- 2 Opportunities are delivered to prescribers via existing, proven functionality and workflow
- 3 The member receives a lower-cost option from their trusted physician; when the lower-cost drug is filled, savings are calculated according to difference between the original and claims-verified new medications

## Simple Switches, Big Cost Savings

RxSS Direct to Prescriber identifies easy cost-saving prescription switches. While suggestions are based on member and plan cost-savings, this model empowers the trusted prescriber to determine whether the recommendation is the right decision for the member's wallet and well-being.

## Claim Examples

### Dose Form Change (DF)

	MEDICATION	MEMBER	PLAN	TOTAL	
BEFORE	Fluoxetine 20mg Tablet (#90/90 days)	\$35.08	\$105.25	\$140.33	 <b>96.82%</b> SAVINGS
AFTER	Fluoxetine 20mg Capsule (#90/90 days)	\$1.11	\$3.35	\$31.64	
POTENTIAL SAVINGS		\$33.97	\$101.90	\$135.87	

### Generic Clone (GC)

	MEDICATION	MEMBER	PLAN	TOTAL	
BEFORE	Provigil 200mg Tablet (#60/30 days)	\$100.00	\$2,684.53	\$2,784.53	 <b>94.36%</b> SAVINGS
AFTER	Modafinil 200mg Tablet (#60/30 days)	\$7.85	\$0.00	\$157.00	
POTENTIAL SAVINGS		\$92.15	\$2,535.38	\$2,627.53	



# The Critical Link: Medication Affordability, Adherence, Outcomes and Medical Cost Avoidance

**Patient cost-sharing is a key determining factor in medication adherence rates.** As patients' share of prescription drug costs continues to rise, so does the likelihood of prescription abandonment at the pharmacy counter.<sup>i</sup>

The result? Poor therapeutic outcomes, disease progression, and an estimated billions in avoidable healthcare costs.<sup>ii</sup>



One JAMA-published study showed that, for every 10% increase in cost-sharing, prescription drug use and spending decreases by 2%-6%, depending on drug class and condition of the patient.<sup>iii</sup>



A National Bureau of Economic Research study suggests a modest \$10 jump in out-of-pocket cost for chronic condition medication produces a 23% drop in consumption and 33% increase in mortality.<sup>iv</sup>

Across available literature, we see reported impacts of medication adherence (or lack thereof) on healthcare utilization and total cost of care. The correlation is pronounced among patients with congestive heart failure, lipid disorders, diabetes, hypertension and schizophrenia, where sticking to a consistent medication routine is so crucial to disease management.<sup>v,vi</sup>

## ADHERENCE



### Adherence Defined

**U.S. Food and Drug Administration (FDA):**  
 “Medication adherence, or taking medications correctly, is generally defined as **the extent to which patients take medication as prescribed by their doctors.** This involves factors such as getting prescriptions filled, remembering to take medication on time, and understanding the directions.”

**American Medical Association (AMA):**  
 “A patient is considered adherent if they take 80% of their prescribed medicine(s). If patients take less than 80% of their prescribed medication(s), they are considered nonadherent.”

### Diabetes and Adherence

**+\$15 in OOP = -11% adherence**

Higher patient out-of-pocket costs for Type 2 diabetes medications have a negative impact on adherence. For every \$15 increase in monthly out-of-pocket costs, diabetes medication adherence decreased by 11%.<sup>x</sup>

 **total cost of care**

 **adherence**

One particular study looking at patients within Medicare's low income subsidy (LIS) program found that, among patients with only one chronic condition, such as diabetes, those with the lowest adherence experienced annual Medicare costs that were \$3,152 higher than their counterparts within the highest adherence category.<sup>vii</sup>

Another study showed that when Medicare Part D plan sponsors simply moved branded drugs from a higher to lower-cost tier (tier 2 to tier 1), adherence increased among beneficiaries.<sup>viii</sup>

**1%**   
Medicare Rx fills

**.2%**   
Medicare spending

The Congressional Budget Office (CBO) formally acknowledged this association between drug utilization and medical costs when they declared that for every 1% increase in the number of Medicare prescriptions filled, there is a 0.20% reduction in Medicare's spending on other types of medical care, such as hospitalizations and emergency department visits.<sup>ix</sup>

**\$100B-\$300B**

It has been suggested that by simply addressing medication nonadherence, an estimated \$100-\$300 billion in total healthcare cost reduction becomes possible.<sup>x</sup>

## A Solution for Affordability

Since 2012, Rx Savings Solutions (RxSS) has provided a clinical and cost transparency solution to public and private health plans, employers, and the members they cover. Patented software ingests pharmacy claims and maps individual prescriptions to any available, clinically appropriate lower-cost option covered within a plan's formulary, or to available cash and fulfillment alternatives. Members are proactively notified of every savings opportunity via their preferred communications channel.

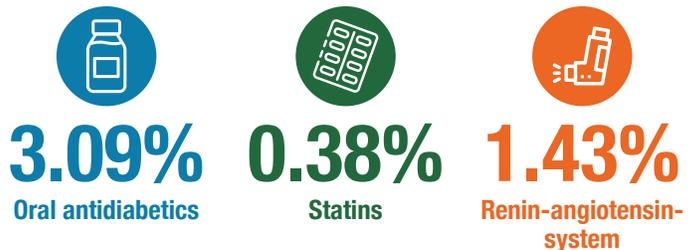
**\$128** average savings per fill for RxSS members<sup>xii</sup>

**\$1,317** annualized savings per conversion<sup>xiii</sup>

RxSS data analysis mirrors the findings of numerous public health studies on the critical link between medication cost and adherence. Using RxSS to convert to lower-cost options, members have shown:

- Improvements in percentage of days covered (PDC)
- Reductions in adherence gaps
- Frequency of recurring refills

**Improvement in PDC by drug category for members who used RxSS to switch to lower-cost alternatives:**



## Resumptions in Therapy

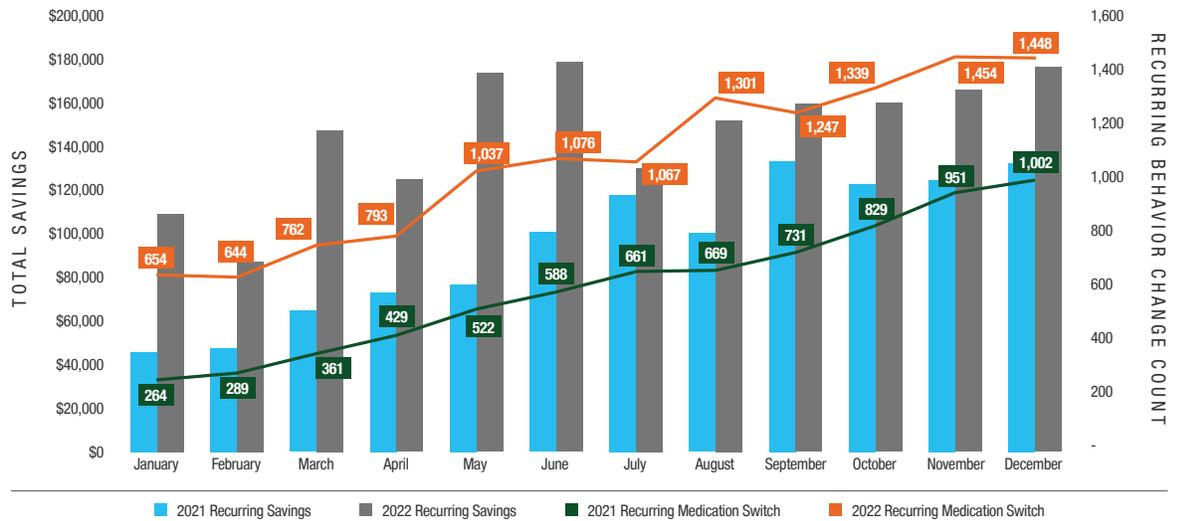
Examples of resumptions in therapy thanks to members switching to RxSS-suggested lower-cost clinical alternatives (oral antidiabetics, antidepressants), randomly selected from one employer-sponsored health plan.

NON-ADHERENCE			
Date	Day Supply	Member Cost	Plan Cost
<b>Brand Antidiabetic 100 mg</b>			
7/18	30	\$115	\$340
8/13	30	\$115	\$340
9/15	30	\$115	\$340
<b>38-DAY GAP IN CARE</b>			
<b>Generic Antidiabetic 25 mg</b>			
11/21	30	\$45	\$130
12/26	30	\$45	\$130

NON-ADHERENCE			
Date	Day Supply	Member Cost	Plan Cost
<b>Generic Antidepressant A 50 mg</b>			
4/1	30	\$100	\$0
<b>28-DAY GAP IN CARE</b>			
<b>Generic Antidepressant B 40 mg</b>			
5/29	30	\$0	\$2
6/25	30	\$0	\$2
7/21	30	\$0	\$2
8/25	30	\$0	\$2

**RxSS members have shown that once more affordable prescriptions are found and converted to, medication adherence improves and persists, as evidenced by a study of recurring fills within a 120,000-life health plan population.**

## Tracking Adherence with Recurring Fills



### 94% Would Change to Alternatives

According to a well-known health data interoperability firm’s annual survey, more than nine in 10 patients that skipped a medication due to cost would have been willing to take a lower-cost alternative if their prescriber had suggested one.<sup>xiv</sup> **RxSS notifies every member who has a lower-cost alternative available and works directly with their prescribers to get clinical alternatives approved and prescribed with an 86% success rate.**

### Convenience = 2x Adherence

Patients using the mail-order channel for diabetes medications were more than twice as likely to be adherent when compared with patients filling their prescriptions at retail pharmacies.<sup>xv</sup> **In 2022 alone, RxSS converted 17.6% of engaged members from retail to mail-order or home delivery.**

<sup>i</sup> NIH, National Library of Medicine, National Center for Biotechnology Information, Adherence and health care costs

<sup>ii</sup> NIH, National Library of Medicine, National Center for Biotechnology Information, How Patient Cost-Sharing Trends Affect Adherence and Outcomes

<sup>iii</sup> NIH, National Library of Medicine, National Center for Biotechnology Information, Prescription drug cost sharing: associations with medication and medical utilization and spending and health

<sup>iv</sup> National Bureau of Economic Research – The Health Costs of Cost-sharing, February 2021

<sup>v</sup> NIH, National Library of Medicine, National Center for Biotechnology Information, Prescription drug cost sharing: associations with medication and medical utilization and spending and health

<sup>vi</sup> NIH, National Library of Medicine, National Center for Biotechnology Information, Impact of medication adherence on hospitalization risk and healthcare cost

<sup>vii</sup> Value in Health – Association Between Medication Adherence and Healthcare Costs Among Patients Receiving the Low-Income Subsidy; Vol. 23, Issue 9, September 2020, pp. 1210-1217

<sup>viii</sup> Journal of Managed Care + Specialty Pharmacy; Vol. 20, Issue 1 – Moving Branded Statins to Lowest Copay Tier Improves Patient Adherence

<sup>ix</sup> Congressional Budget Office – Offsetting Effects of Prescription Drug Use on Medicare’s Spending for Medical Services

<sup>x</sup> American Diabetes Association, Diabetes Care – Determinants of Adherence to Diabetes Medications: Findings from a Large Pharmacy Claims Database

<sup>xi</sup> U.S. Pharmacist – Medication Adherence: The Elephant in the Room; January 2018

<sup>xii</sup> Combined member-plan savings vs. member’s original prescription, all conversions 2015-2022

<sup>xiii</sup> Combined member-plan savings for conversion facilitated by RxSS upon member request, all conversions 2015-2022

<sup>xiv</sup> Surescripts – Prescription Price Transparency and the Patient Experience, February 2020

<sup>xv</sup> American Diabetes Association, Diabetes Care – Determinants of Adherence to Diabetes Medications: Findings from a Large Pharmacy Claims Database

### What’s the Impact for Your Population?

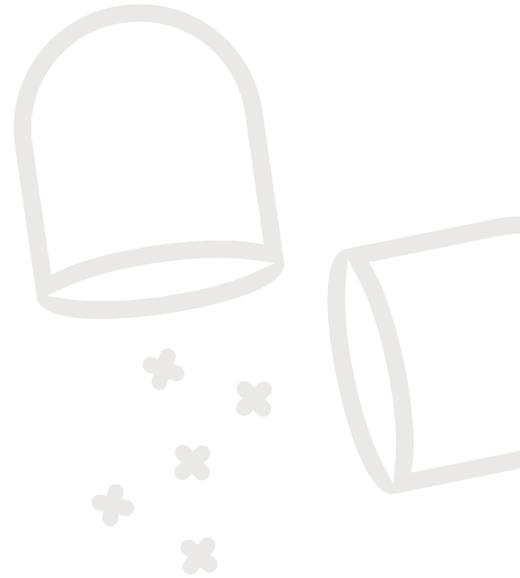
What would happen if your members had access to a third-party prescription drug cost transparency and decision-support tool that uncovers more affordable options? They would be more likely to remain adherent to their medications, which translates to future medical cost avoidance (i.e., decreased ER visits, hospitalizations, complex tests, procedures and treatments).

RxSS data, coupled with medication non-adherence data from the *British Medical Journal*, reveals potential total **cost of care avoidance for a typical 100,000-life plan in two common and costly categories:**

- Cardiovascular – \$414K to \$2.4M
- Respiratory – \$400K to \$18M

# Teachers Need a Break. Let's Start with Prescription Costs.

Are your health benefits as stressed as the people they cover? **Add a program that makes medication more affordable, and more than pays for itself.**



A teacher's job is more difficult than ever. That means more pressure on your benefits package to help keep the educators and staff you have and attract strong new candidates.

Rx Savings Solutions (RxSS) offers a way to reduce out-of-pocket prescription costs immediately—and control your pharmacy spend in the process.

## Help on the Way

-  **Lower Prescription Costs:** For every \$1 in member savings, your health plan saves an average of \$2. Everyone benefits from lower pharmacy costs. We guarantee it.
-  **Easy to Access:** Complete self-service capabilities on the member portal and mobile app, with concierge service and 1:1 support from seasoned, certified pharmacy technicians.
-  **No Disruption:** RxSS aligns with your existing pharmacy benefit and plan design. The only change for teachers and staff? Lower out-of-pocket costs.
-  **Fiscal Fitness:** Your plan sees guaranteed ROI and helps your employees become engaged, informed healthcare consumers.

## Your Members

RxSS finds the lowest-cost options for their medication needs and easy paths to savings.

**\$129  
per fill**

(average combined member/plan savings in 2021)

## Your Plan

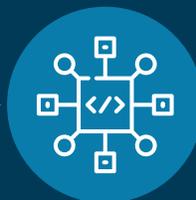
RxSS helps you protect the health of educators and preserve budget dollars.

**\$2 : \$1**

(average plan-to-member savings)

## How It Works

**Rx Benefit Files**  
Provided by your PBM and ingested by RxSS savings engine



**Automated Notification**  
Sent to each plan member with a savings opportunity through their preferred communications channel

## Patented Technology

Individual claims mapped to costs of all on-formulary alternatives at in-network pharmacies

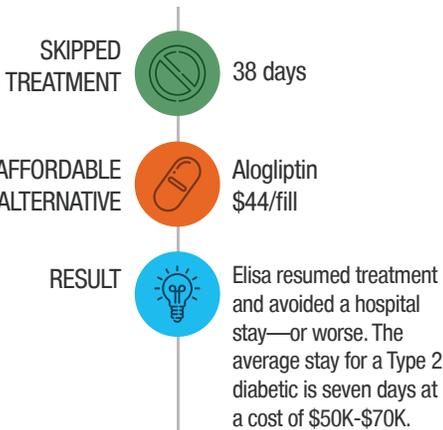
## What We've Seen

Two real-life examples of how lower-cost alternatives can get people back on track with their medications—with potentially life-altering results.



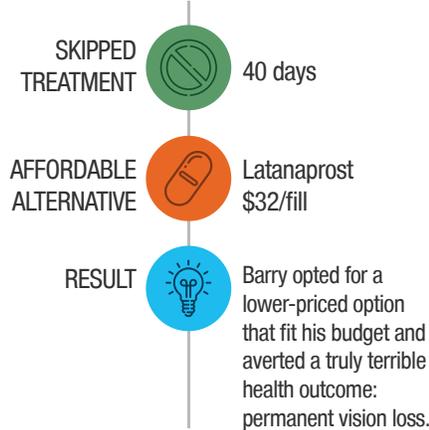
**ELISA**

Type 2 Diabetes  
Original Med: Januvia® | \$114/fill



**BARRY**

Glaucoma  
Original Med: Travatan Z® | \$661/fill



I looked into RxSS for my own prescription, which was costing me \$618 every 3 months. The alternative they suggested is the same drug, but in a different form it only costs me \$179. I was able to do it all in a few clicks and a couple of emails!

**I want our decision-makers to know this is a great program that we need to continue pushing and making our staff aware it's available."**

*Karen N.  
Benefits and Wellness Specialist  
Regional school employees' health & welfare trust*

## FEATURED CLIENT

### Regional School Employees' Health & Welfare Trust

(name withheld for client confidentiality)

This regional intermediate unit administers and manages health and wellness benefits for 5,000 teachers, school employees and their dependents. It began offering RxSS to all plan members in October 2020.

**Key results achieved as of December 2022:**

**22%**  
employees with active accounts

**25%**  
employees on maintenance medication with active accounts

**57%**  
engaged members who have switched to RxSS suggestions

**\$89.74**  
average savings per fill when switching to an RxSS suggestion vs. original prescription

**2.2:1 ROI**  
lifetime savings vs. fees paid per member, per month by the client through 26 months

# They Gave Their Careers to Public Service. Give Them a Valuable Service in Retirement.

Help retirees afford and adhere to the prescription drugs they need to live their healthiest lives.

Anyone who dedicated their working years to your organization deserves to live retirement to the fullest. They've earned the benefits they receive. They need your prescription benefit to work better than ever.

Rx Savings Solutions (RxSS) provides every member on your health plan:

- Personalized insight into all prices, clinical alternatives and savings opportunities
- Smooth, simple ways to navigate the Rx benefit
- Live, personal assistance with all things pharmacy

**RxSS helps retirees preserve their health, wealth and your plan's pharmacy spend.**

## The RxSS Member Experience



**Transparency:** Members see the cost of every prescription and lower-cost, clinically sound alternative on the formulary



**Engagement:** Every member with an opportunity to save is notified and given easy paths to switch



**Simplicity:** One click or call initiates concierge service for provider approval and Rx transfers



**Adherence:** Affordable medication makes it easy to stay with prescribed therapies without interruption



**\$562**

Average monthly healthcare expenses for households age 65+ (\$392 for all other households)

*Bureau of Labor Statistics, 2020 Consumer Expenditure Survey*

**89%**

Americans age 65 and older who currently take prescription drugs

*Kaiser Family Foundation, Health Reform Data*

**76%**

Americans age 65 and older who think prescription drug costs are unreasonable

*Kaiser Family Foundation, Health Reform Data*



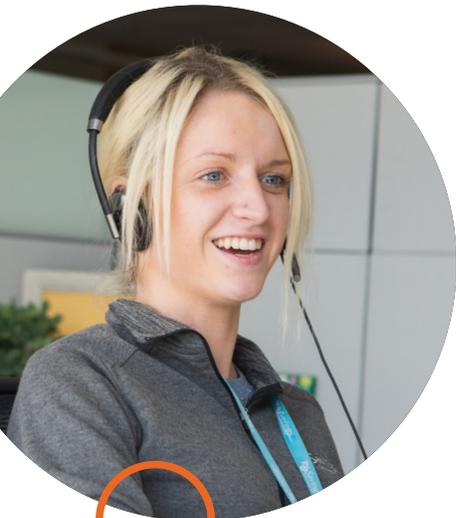
With out-of-pocket health expenditures eating away at retirement income and Part B premiums on the rise, **it is understandable why many retirees likely feel that making ends meet is difficult.**

*Boston College Center for Retirement Studies*

## Convenience + Concierge Service

RxSS makes it easy for your retirees to find and change to lower-cost prescriptions.

Simple, one-click prescription change or pharmacy transfer requests. No endless calls to the doctor's office or pharmacy!



## Always Ready to Help

Live, personal assistance from seasoned pharmacy technicians (not robots or phone mazes). Every day they help members find maximum savings and peace of mind.

## Supporting Members Like Mary

“My husband retired and we don’t have much money coming in now. And the drugs are costing more. I canceled a doctor’s appointment this morning because every time I go, he wants to give me a new pill. I can’t go on that way. You guys helped me out so much because my other alternative was to stop taking (my medications), period. I appreciate everything you’ve done. You’re my hero.”

*Mary G., Louisiana*

## Member and Client Success

**\$128**

Average savings per fill

**46%**

Member engagement rate

**3.4:1**

Average client ROI at 36 months

# INTEGRATED TECHNOLOGY PACKAGE

## The Power of RxSS for All Your Digital Properties

Members increasingly depend on digital tools to manage their healthcare. Prescription drugs are an integral, frequent and repeated part of the journey. When your digital properties help members access and act on valuable information, **they're more engaged and empowered to make informed decisions on prescriptions and costs.**

The **Integrated Technology Package** from Rx Savings Solutions allows plans and partners to plug RxSS APIs directly into member-facing apps and web portals. Members benefit from valuable functionality in their preferred channels, with consistent data and a cohesive experience across your digital ecosystem.



### 3 Reasons to Deploy

1

Enhance your digital offerings and meet your members where they are

2

Improve the member experience while driving adoption and utilization of your digital properties

3

Drive more plan and member savings

### What's the Lift?

Any client with the core RxSS solution may add the Integrated Technology Package at any time. After contracting, our team will work with your product and development teams to ensure alignment between your strategy and the RxSS data. API keys and documentation are furnished within 1-7 business days. RxSS is available for consultation and joint testing during the client's onboarding process.



### Members API

Provides access to member data, including eligibility and group data, to help determine if a member is eligible for Rx Savings Solutions and which plan-specific details are available.

**Use case:**  
Real-time member eligibility check

### Total Savings API

Returns total dollar savings available to a member and redirects to their RxSS dashboard.

**Use case:**  
Alerting members to total potential savings available, and pulling them into the preferred experience

**One Bundle,  
Many Possibilities**

### Drug Search API

Search medications by name, strength, form and quantity. Returns medication alternatives, pharmacy pricing (including home delivery), and discount card prices. Members are redirected to RxSS drug search page.

**Use case:**  
Checking costs, available alternatives and lowest-cost pharmacies for a drug a member's doctor is about to prescribe, or that a member is interested in learning about

### Opportunities API

Returns savings opportunities at the claim level, and redirects to specific medications within the RxSS member portal to initiate prescription change requests.

**Use case:**  
Displaying lower-cost options for a member's current medication or the lowest-cost suggestion

# AdminRx for Providers and Clinics

**Now providers and clinic staff can better support patients and elevate the experience with one powerful solution.**

Your clinic is a sizeable investment in your employees and their families. Why not help the staff deliver better outcomes?

## Why AdminRx

Powered by Rx Savings Solutions' patented platform, AdminRx provides employer health and wellness clinic teams a one-stop solution for all medication-related care, enabling better coordination, consultation and cost savings.

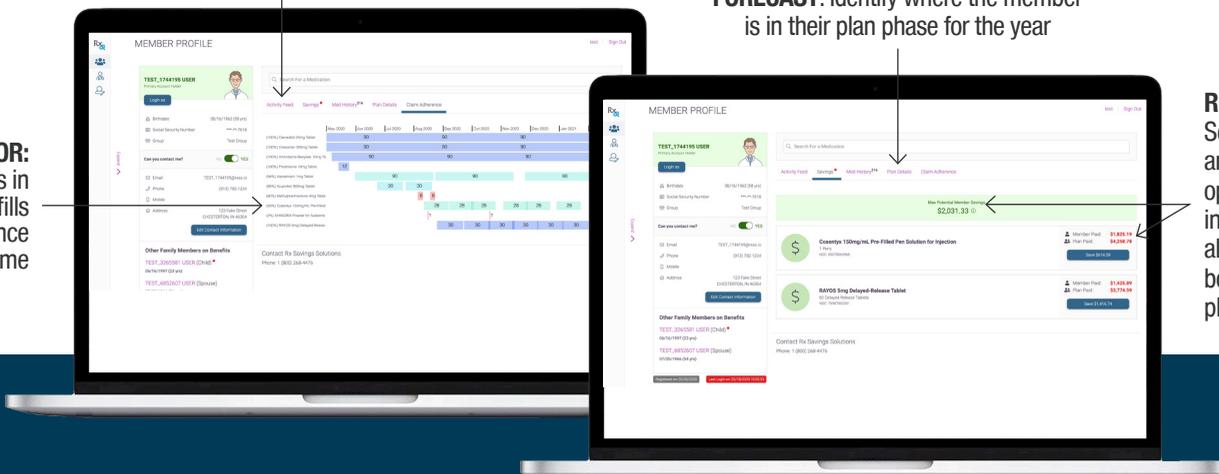
## Informing Smart Decisions

**MONITOR:**  
Identify gaps in prescription fills and adherence over time

**RESEARCH:** Review a member's medication history and costs

**FORECAST:** Identify where the member is in their plan phase for the year

**REDUCE SPEND:**  
See current drugs and savings opportunities, including formulary alternatives with both member and plan cost



## All in One Place

- + View a member's complete medication profile from verified claims history
- + Identify a member's lowest-cost therapies before prescribing
- + Determine member and plan cost for previously filled medications
- + See where a member is in the plan phase and how they are trending
- + Monitor adherence gaps and trends
- + Help members find affordable covered alternatives
- + Engage members in future savings opportunities