

**A G E N D A**  
**SPECIAL WORK SESSION MEETING**  
**City of Moberly**  
**July 27, 2020**  
**4:00 PM**

**Requests, Ordinances, and Miscellaneous**

1. Presentation from USI for the Pharmacy Benefit report

# City of Moberly City Council Agenda Summary

Agenda Number: \_\_\_\_\_ WS #1.

Department: City Manager

Date: July 27, 2020

**Agenda Item:** Presentation from USI on the Pharmacy Benefit Report.

**Summary:** Truveris, Inc. develops and publishes pharmacy benefits plan lifecycle technology. The Company offers an automated platforms to manage pharmacy benefits plan bidding, contracting, and invoice reviews. Truveris operates in the United States and has a relationship with the city's health insurance broker, USI. These firms have looked at a potential cost saving plan design which could potentially lower the city's pharmacy spend. Attached is an overview of the plan and they will present their findings to the council

**Recommended**

**Action:** Information only.

**Fund Name:**

**Account Number:**

**Available Budget \$:**

ATTACHMENTS:	Roll Call	Aye	Nay
<input type="checkbox"/> Memo			
<input type="checkbox"/> Staff Report			
<input checked="" type="checkbox"/> Correspondence			
<input type="checkbox"/> Bid Tabulation			
<input type="checkbox"/> P/C Recommendation			
<input type="checkbox"/> P/C Minutes			
<input type="checkbox"/> Application			
<input type="checkbox"/> Citizen			
<input type="checkbox"/> Consultant Report			
<input type="checkbox"/> Council Minutes			
<input type="checkbox"/> Proposed Ordinance			
<input type="checkbox"/> Proposed Resolution			
<input type="checkbox"/> Attorney's Report			
<input type="checkbox"/> Petition			
<input type="checkbox"/> Contract			
<input type="checkbox"/> Budget Amendment			
<input type="checkbox"/> Legal Notice			
<input type="checkbox"/> Other _____			
	<b>Mayor</b>		
	M___ S___ <b>Jeffrey</b>	___	___
	<b>Council Member</b>		
	M___ S___ <b>Brubaker</b>	___	___
	M___ S___ <b>Kimmons</b>	___	___
	M___ S___ <b>Davis</b>	___	___
	M___ S___ <b>Kyser</b>	___	___
		Passed	Failed



# Pharmacy Benefit Report

for

City of Moberly - Open Formulary



Presented by: Ben Pawliger

Date: 07/07/2020



STANDARD | City of Moberly - Open Formulary

City of Moberly - Open Formulary

Start Date: <b>01/01/2021</b>	Employees: <b>201</b>	Covered Lives: <b>451</b>
Retail Network: <b>Broad</b>	Mail Order Utilization: <b>Low</b>	Specialty Program: <b>Exclusive</b>
Formulary: <b>Open</b>	Plan Design: <b>3-Tier</b>	Average Annual Costs: <b>\$363,492</b>
Incumbent: <b>UMR</b>	Current Funding: <b>Self-Funded</b>	Carve-out Penalty: <b>\$3.00 PEPM</b>
Data Date Range: <b>12/01/2018-11/30/2019</b>	Medical Credit: <b>\$31.75 PEPM</b>	Current Rebates: <b>\$6,836</b>

**Capital Rx, Inc.**  
**Capital Rx Offer**  
 Average Annual Cost: **\$311,490**

**14.31%**  
 Average Savings

**Traditional**  
 Average Annual Cost: **\$344,753**

**5.16%**  
 Average Savings

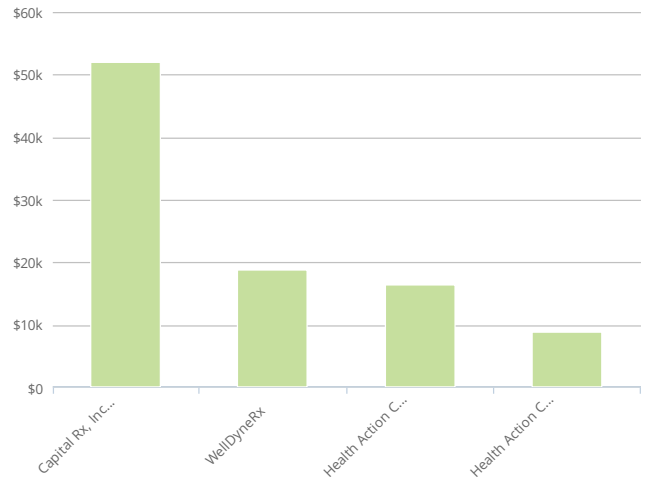
**Health Action Council...**  
**Traditional**  
 Average Annual Cost: **\$347,108**

**4.51%**  
 Average Savings

**Health Action Council...**  
**Pass-Through**  
 Average Annual Cost: **\$354,581**

**2.45%**  
 Average Savings

Average Annual Savings

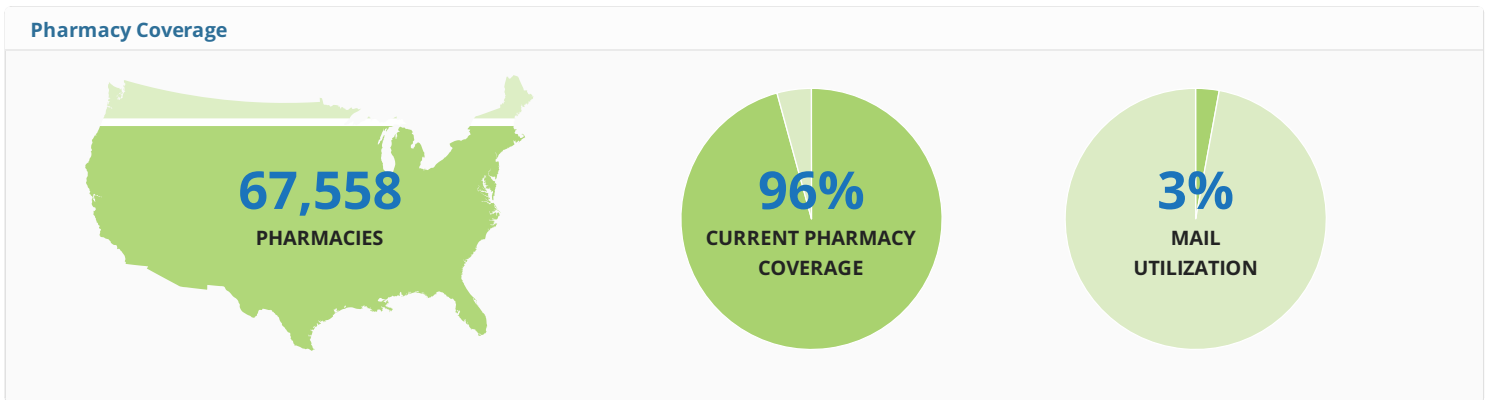
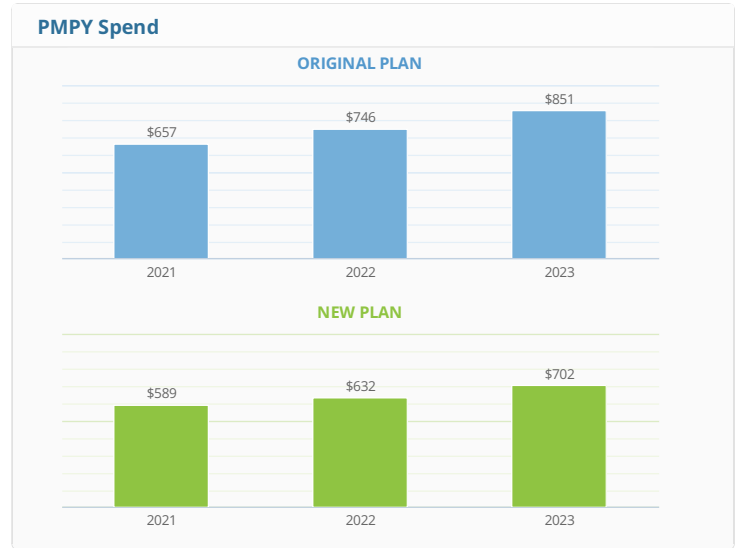
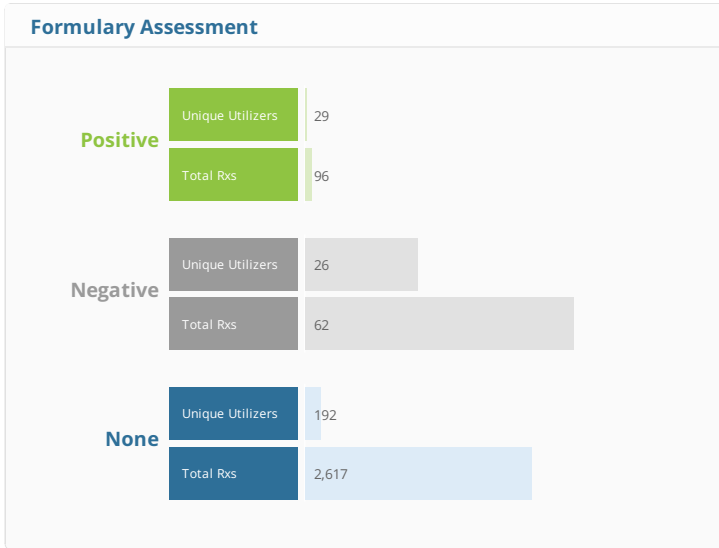


Savings do not include fees for ancillary services elected by the plan sponsor. These costs are usually offset by resulting cost avoidance; or they cover the cost of administering minimally used services. Fee amounts are typically in the range of \$0.50 - \$3.00 PMPM.

Pricing Comparison				
	Capital Rx, Inc.	WellDyneRx	Health Action Council CVS Health*	Health Action Council CVS Health*
Retail Brand 30 Discount	17.75%	18.20%	18.75%	17.75%
Retail Generic 30 Discount	85.00%	82.25%	83.50%	82.50%
Retail Brand 30 Dispensing Fee	\$0.63	\$0.65	\$0.60	\$1.60
Retail Generic 30 Dispensing Fee	\$0.63	\$0.65	\$0.60	\$1.60
Retail Brand 90 Discount	21.25%	21.60%	20.00%	20.00%
Retail Generic 90 Discount	85.00%	83.25%	83.50%	83.50%
Retail Brand 90 Dispensing Fee	\$0.50	-	-	-
Retail Generic 90 Dispensing Fee	\$0.50	-	-	-
Mail Brand Discount	25.25%	24.60%	25.00%	20.00%
Mail Generic Discount	85.75%	84.25%	87.75%	91.25%
Mail Brand Dispensing Fee	-	-	-	\$6.00
Mail Generic Dispensing Fee	-	-	-	\$6.00
Retail 30 Rebate	\$155.83 Per Brand Claim	\$119.00 Per Brand Claim	\$123.64 Per Brand Claim	\$123.64 Per Brand Claim
Retail 90 Rebate	\$451.67 Per Brand Claim	\$336.00 Per Brand Claim	\$275.42 Per Brand Claim	\$275.42 Per Brand Claim
Mail Rebate	\$550.00 Per Brand Claim	\$386.00 Per Brand Claim	\$279.11 Per Brand Claim	\$279.11 Per Brand Claim
Specialty Rebate	\$1,500.00 Per Brand Claim	\$1,010.00 Per Brand Claim	\$860.97 Per Brand Claim	\$860.97 Per Brand Claim
Admin Fee	\$8.50 Per Claim	-	\$0.23 PEPM	\$0.23 PEPM
Truveris Commission	Included	-	\$0.95 Per Historical Claim	\$0.95 Per Historical Claim
Broker Commission	-	-	-	-
<b>Allowances</b>	<b>\$833.33 Flat Amount</b>	-	<b>\$0.22 PMPM</b>	<b>\$0.22 PMPM</b>
Average Annual Savings \$	\$52,001	\$18,739	\$16,384	\$8,910
<b>Average Annual Savings %</b>	<b>14.31%</b>	<b>5.16%</b>	<b>4.51%</b>	<b>2.45%</b>

Note: Variations may exist among each benefit provider's contractual terms (e.g. brand, generic). The financial impact of such variations is reflected in the Average Annual Savings. Rates for pass-through offers may reflect their Network-Performance Certified rates as predicted by Truveris.

Year	Ingredient Cost	Dispensing	Admin	Rebates	New Member Paid	New Plan Paid	Carve-out	New Total	Original Total	Savings \$	Savings %
2021	\$345,425	\$1,819	\$24,005	(\$91,035)	\$21,732	\$258,483	\$7,236	\$287,451	\$320,182	\$32,731	10.22%
2022	\$367,709	\$1,628	\$24,502	(\$93,560)	\$22,169	\$278,109	\$7,236	\$307,515	\$360,809	\$53,294	14.77%
2023	\$406,785	\$1,312	\$25,004	(\$100,831)	\$22,548	\$309,722	\$7,236	\$339,506	\$409,484	\$69,978	17.09%
<b>TOTAL</b>	<b>\$1,119,918</b>	<b>\$4,760</b>	<b>\$73,511</b>	<b>(\$285,425)</b>	<b>\$66,449</b>	<b>\$846,315</b>	<b>\$21,708</b>	<b>\$934,471</b>	<b>\$1,090,475</b>	<b>\$156,004</b>	<b>14.31%</b>



### Average Annual Savings

Category	Savings \$	Savings %
Retail Brand (30 Days)	(\$44)	-0.01%
Retail Brand (90 Days)	\$1,331	0.37%
Retail Generic	\$42,012	11.56%
Mail Order Brand	\$658	0.18%
Mail Order Generic	\$1,340	0.37%
Specialty	\$26,718	7.35%
Net Admin Fees	(\$24,504)	-6.74%
Net Rebates	\$88,306	24.29%
Net Medical Credit and Penalty	(\$83,817)	-23.06%
<b>SUBTOTAL</b>	<b>\$52,001</b>	<b>14.31%</b>
Allowances	\$833	0.23%
<b>TOTAL</b>	<b>\$52,835</b>	<b>14.54%</b>



# Utilization Analysis

Formulary Disruption - Negative Tier Drugs		
Drug Name	Rxs	Utilizers
HUMIRA PEN INJ 40/0.4ML	10	1
CIMZIA KIT 200MG/ML	9	1
YALE NEEDLES MIS 18GX1"	8	2
BD NEEDLES MIS 22GX1.5"	5	1
NOVOLIN N INJ U-100	3	1
NOVOLIN R INJ U-100	3	1
HUMIRA PEN KIT 40MG/0.8	3	1
PRECISION MIS GLIDE	2	1
NUVARING MIS	2	1
BD NEEDLES MIS 18GX1.5"	2	1
GNP NICOTINE DIS 7MG/24HR	1	1
CHERATUSSIN SYP AC	1	1
ONE TOUCH DELICA	1	1
ESOMEPRA MAG CAP 40MG DR	1	1
GOLYTELY SOL	1	1

Formulary Disruption - Excluded Drugs		
Drug Name	Rxs	Utilizers
NO DRUGS ARE EXCLUDED		

Top Utilized Drugs - Mail Order			
Drug Name	Rxs	Cost Per Rx	% Savings
LOVASTATIN	12	\$33	0.00%
TRAMADOL HCL	6	\$10	0.00%
AMLODIPINE BESYLATE/BENAZ	5	\$41	11.84%
TESTOSTERONE CYPIONATE	5	\$70	63.10%
LIOTHYRONINE SODIUM	4	\$72	77.88%
LISINOPRIL	4	\$23	0.00%
MONTELUKAST SODIUM	4	\$83	0.00%
SILDENAFIL CITRATE	4	\$40	35.09%
AMLODIPINE BESYLATE	3	\$26	0.00%
LISINOPRIL/HYDROCHLOROTHI	3	\$18	0.00%
METFORMIN HYDROCHLORIDE	3	\$16	4.07%
NOVOLIN N	3	\$1,443	2.96%
NOVOLIN R	3	\$1,443	2.96%
TAMOXIFEN CITRATE	3	\$57	55.75%
VENLAFAXINE HCL ER	3	\$63	0.00%

Top Utilized Drugs - Retail			
Drug Name	Rxs	Cost Per Rx	% Savings
LISINOPRIL	93	\$9	33.92%
AMLODIPINE BESYLATE	83	\$13	0.00%
METFORMIN HYDROCHLORIDE	53	\$9	27.18%
ATORVASTATIN CALCIUM	52	\$57	3.18%
LISINOPRIL/HYDROCHLOROTHI	49	\$11	46.74%
TESTOSTERONE CYPIONATE	49	\$14	80.69%
LEVOTHYROXINE SODIUM	48	\$9	56.35%
MONTELUKAST SODIUM	48	\$46	0.00%
TRAMADOL HCL	48	\$10	0.00%
ROSUVASTATIN CALCIUM	47	\$71	0.00%
PHENTERMINE HCL	46	\$9	21.15%
AMOXICILLIN	45	\$3	62.63%
ALPRAZOLAM	39	\$11	0.00%
SERTRALINE HCL	38	\$17	0.00%
LOVASTATIN	35	\$22	0.00%

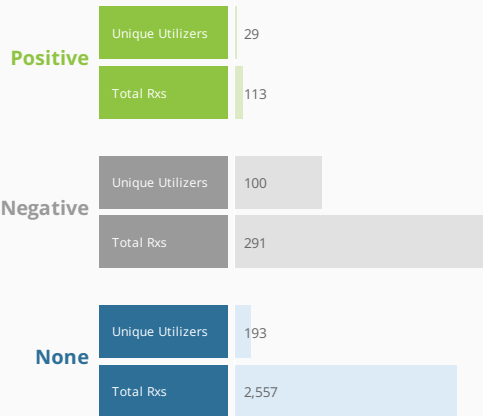
Retail Network Disruption - Top 10 Nonparticipating Pharmacies						
Pharmacy	Street	City	State	Zip	Rxs	Utilizers
THE PHARMACY AT COLUMBIA...	1 S KEENE ST	COLUMBIA	MO	65201	7	4
THE PILL CLUB	969 INDUSTRIAL RD STE G	SAN CARLOS	CA	94070	3	2
NO ADDITIONAL PHARMACIES DISRUPTED						

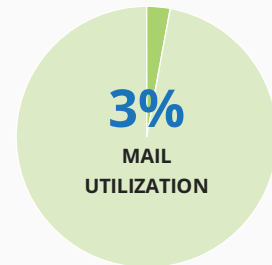
## Administrative Cost Summary

Year	Truveris	Broker	Admin
2021	\$0	\$0	\$24,005
2022	\$0	\$0	\$24,502
2023	\$0	\$0	\$25,004
<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$73,511</b>



Year	Ingredient Cost	Dispensing	Admin	Rebates	New Member Paid	New Plan Paid	Carve-out	New Total	Original Total	Savings \$	Savings %
2021	\$368,267	\$1,444	\$0	(\$67,070)	\$21,946	\$280,694	\$7,236	\$309,877	\$320,182	\$10,305	3.22%
2022	\$398,086	\$1,472	\$0	(\$66,542)	\$22,588	\$310,429	\$7,236	\$340,253	\$360,809	\$20,556	5.70%
2023	\$445,819	\$1,502	\$0	(\$70,427)	\$23,220	\$353,674	\$7,236	\$384,130	\$409,484	\$25,354	6.19%
<b>TOTAL</b>	<b>\$1,212,172</b>	<b>\$4,418</b>	<b>\$0</b>	<b>(\$204,039)</b>	<b>\$67,754</b>	<b>\$944,797</b>	<b>\$21,708</b>	<b>\$1,034,259</b>	<b>\$1,090,475</b>	<b>\$56,216</b>	<b>5.16%</b>

**Formulary Assessment**

**PMPY Spend**

**Pharmacy Coverage**

**Average Annual Savings**

Category	Savings \$	Savings %
Retail Brand (30 Days)	\$446	0.12%
Retail Brand (90 Days)	\$1,452	0.40%
Retail Generic	\$32,556	8.96%
Mail Order Brand	\$465	0.13%
Mail Order Generic	\$1,036	0.29%
Specialty	\$5,424	1.49%
Net Admin Fees	\$0	0.00%
Net Rebates	\$61,177	16.83%
Net Medical Credit and Penalty	(\$83,817)	-23.06%
<b>SUBTOTAL</b>	<b>\$18,739</b>	<b>5.16%</b>
Allowances	\$0	0.00%
<b>TOTAL</b>	<b>\$18,739</b>	<b>5.16%</b>

**WellDyneRx Contract Information**

- Auditor must share results with PBM and allow 30 days for comment & correction
- AWP definition references "other mutually agreed upon generally recognized pricing source"
- 3 year term

**Contract Status**

Template contract is unavailable upon award.

# Utilization Analysis

Formulary Disruption - Negative Tier Drugs		
Drug Name	Rxs	Utilizers
LEVOTHYROXIN TAB 112MCG	14	2
INVOKANA TAB 300MG	12	1
AMLODIPINE TAB 5MG	12	3
INCRUSE ELPT INH 62.5MCG	12	1
HUMALOG KWIK INJ 100/ML	11	2
DEXMETHYLPHENYDRAMINE CAP 20MG ER	10	1
HUMIRA PEN INJ 40/0.4ML	10	1
CIMZIA KIT 200MG/ML	9	1
LIOthyRONINE TAB 5MCG	9	2
ATORVASTATIN TAB 80MG	8	1
ATORVASTATIN TAB 40MG	8	1
OMEPRazole CAP 40MG	7	3
BACLOFEN TAB 5MG	7	1
Wixela InHUB AER 250/50	7	1
LEVOTHYROXIN TAB 100MCG	7	1

Formulary Disruption - Excluded Drugs		
Drug Name	Rxs	Utilizers
NO DRUGS ARE EXCLUDED		

Top Utilized Drugs - Mail Order			
Drug Name	Rxs	Cost Per Rx	% Savings
LOVASTATIN	12	\$36	0.00%
TRAMADOL HCL	6	\$11	0.00%
AMLODIPINE BESYLATE/BENAZ	5	\$45	2.37%
TESTOSTERONE CYPIONATE	5	\$78	59.14%
LIOthyRONINE SODIUM	4	\$79	75.51%
LISINOPRIL	4	\$26	0.00%
MONTELUKAST SODIUM	4	\$92	0.00%
SILDENAFIL CITRATE	4	\$45	28.12%
AMLODIPINE BESYLATE	3	\$29	0.00%
LISINOPRIL/HYDROCHLOROTH	3	\$20	0.00%
METFORMIN HYDROCHLORIDE	3	\$18	0.00%
NOVOLIN N	3	\$1,456	2.08%
NOVOLIN R	3	\$1,456	2.08%
TAMOXIFEN CITRATE	3	\$64	50.99%
VENLAFAXINE HCL ER	3	\$70	0.00%

Top Utilized Drugs - Retail			
Drug Name	Rxs	Cost Per Rx	% Savings
LISINOPRIL	93	\$10	25.72%
AMLODIPINE BESYLATE	83	\$15	0.00%
METFORMIN HYDROCHLORIDE	53	\$10	20.08%
ATORVASTATIN CALCIUM	52	\$66	0.00%
LISINOPRIL/HYDROCHLOROTH	49	\$13	40.52%
TESTOSTERONE CYPIONATE	49	\$17	77.35%
LEVOTHYROXINE SODIUM	48	\$10	54.58%
MONTELUKAST SODIUM	48	\$53	0.00%
TRAMADOL HCL	48	\$12	0.00%
ROSUVASTATIN CALCIUM	47	\$84	0.00%
PHENTERMINE HCL	46	\$10	7.43%
AMOXICILLIN	45	\$3	56.96%
ALPRAZOLAM	39	\$13	0.00%
SERTRALINE HCL	38	\$20	0.00%
LOVASTATIN	35	\$24	0.00%

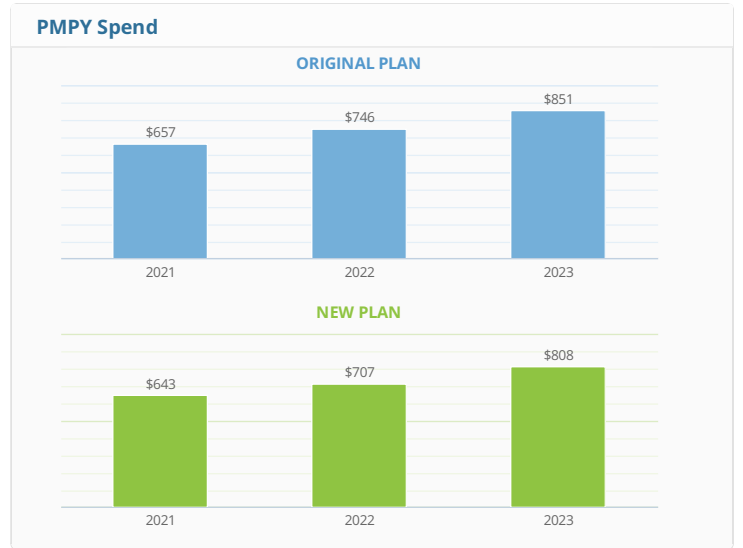
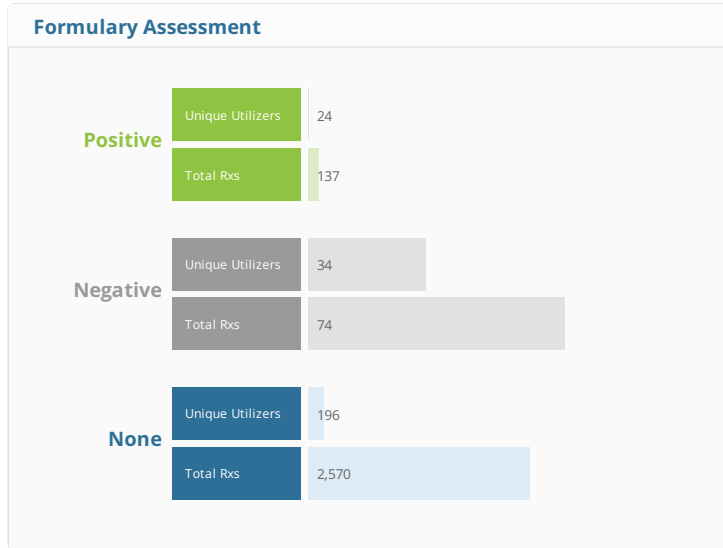
Retail Network Disruption - Top 10 Nonparticipating Pharmacies						
Pharmacy	Street	City	State	Zip	Rxs	Utilizers
HILS PHARMACY	501 E. 24 HWY STE. A	SALISBURY	MO	65281	66	2
NO ADDITIONAL PHARMACIES DISRUPTED						

## Administrative Cost Summary

Year	Truveris	Broker	Admin
2021	\$0	\$0	\$0
2022	\$0	\$0	\$0
2023	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

*\*The commission fee is based on annualized analyzed claims count of 2715. Total number of submitted claims is 2716.*

Year	Ingredient Cost	Dispensing	Admin	Rebates	New Member Paid	New Plan Paid	Carve-out	New Total	Original Total	Savings \$	Savings %
2021	\$362,770	\$1,339	\$3,132	(\$62,588)	\$21,816	\$282,837	\$7,236	\$311,889	\$320,182	\$8,293	2.59%
2022	\$391,177	\$1,366	\$3,132	(\$61,251)	\$22,412	\$312,012	\$7,236	\$341,660	\$360,809	\$19,149	5.31%
2023	\$437,431	\$1,393	\$3,132	(\$61,417)	\$22,999	\$357,539	\$7,236	\$387,774	\$409,484	\$21,710	5.30%
<b>TOTAL</b>	<b>\$1,191,378</b>	<b>\$4,097</b>	<b>\$9,395</b>	<b>(\$185,255)</b>	<b>\$67,226</b>	<b>\$952,389</b>	<b>\$21,708</b>	<b>\$1,041,323</b>	<b>\$1,090,475</b>	<b>\$49,152</b>	<b>4.51%</b>



### Average Annual Savings

Category	Savings \$	Savings %
Retail Brand (30 Days)	\$1,055	0.29%
Retail Brand (90 Days)	\$945	0.26%
Retail Generic	\$36,150	9.95%
Mail Order Brand	\$580	0.16%
Mail Order Generic	\$1,724	0.47%
Specialty	\$7,964	2.19%
Net Admin Fees	(\$3,132)	-0.86%
Net Rebates	\$54,916	15.11%
Net Medical Credit and Penalty	(\$83,817)	-23.06%
<b>SUBTOTAL</b>	<b>\$16,384</b>	<b>4.51%</b>
Allowances	\$1,191	0.33%
<b>TOTAL</b>	<b>\$17,575</b>	<b>4.83%</b>

### About Health Action Council

Health Action Council is a not-for-profit organization with a 20-year history of managing a successful pharmacy group purchasing program. Our group purchasing programs serve a dual purpose: First, save member plan sponsors money. Second, to further the vision of Health Action Council of improving the health of the community so business thrives.

Stewardship of our group purchasing programs is through Steering Committees, User Groups and the Board of Directors.

Program Values:

- Flexibility. Members and their benefits advisors control their plan design, clinical management and financial model.
- Accountability. Endorsed vendors provide dedicated account management, customer service and clinical teams. PBM performance guarantees ensure high service standards. Financial guarantee framework that leads the group / coalition purchasing industry.

# Utilization Analysis

Formulary Disruption - Negative Tier Drugs		
Drug Name	Rxs	Utilizers
CIMZIA KIT 200MG/ML	9	1
METFORMIN TAB 1000MG	7	1
OMEPRAZOLE CAP 40MG	7	3
WIXELA INHUB AER 250/50	7	1
METFORMIN TAB 500MG	5	1
TESTOST CYP INJ 200MG/ML	4	1
CIPROFLOXACN TAB 500MG	4	1
VENTOLIN HFA AER	3	3
GLIPIZIDE ER TAB 10MG	3	1
NOVOFINE MIS 32GX6MM	3	1
PRECISION MIS GLIDE	2	1
METFORMIN TAB 1000MG	2	1
FLUBLOK QUAD INJ 2019-20	2	2
ONE TOUCH DELICA	1	1
FLUCLVX QUAD INJ 2019-20	1	1

Formulary Disruption - Excluded Drugs		
Drug Name	Rxs	Utilizers
NO DRUGS ARE EXCLUDED		

Top Utilized Drugs - Mail Order			
Drug Name	Rxs	Cost Per Rx	% Savings
LOVASTATIN	12	\$28	0.00%
TRAMADOL HCL	6	\$9	0.00%
AMLODIPINE BESYLATE/BENAZ	5	\$35	24.07%
TESTOSTERONE CYPIONATE	5	\$60	68.22%
LIOTHYRONINE SODIUM	4	\$62	80.95%
LISINOPRIL	4	\$20	0.00%
MONTELUKAST SODIUM	4	\$72	0.00%
SILDENAFIL CITRATE	4	\$35	44.10%
AMLODIPINE BESYLATE	3	\$23	0.00%
LISINOPRIL/HYDROCHLOROTHI	3	\$16	12.94%
METFORMIN HYDROCHLORIDE	3	\$14	17.39%
NOVOLIN N	3	\$1,448	2.60%
NOVOLIN R	3	\$1,448	2.60%
TAMOXIFEN CITRATE	3	\$49	61.89%
VENLAFAXINE HCL ER	3	\$54	0.00%

Top Utilized Drugs - Retail			
Drug Name	Rxs	Cost Per Rx	% Savings
LISINOPRIL	93	\$10	29.15%
AMLODIPINE BESYLATE	83	\$14	0.00%
METFORMIN HYDROCHLORIDE	53	\$9	23.12%
ATORVASTATIN CALCIUM	52	\$62	0.00%
LISINOPRIL/HYDROCHLOROTHI	49	\$12	43.02%
TESTOSTERONE CYPIONATE	49	\$15	78.87%
LEVOTHYROXINE SODIUM	48	\$9	55.54%
MONTELUKAST SODIUM	48	\$51	0.00%
TRAMADOL HCL	48	\$11	0.00%
ROSUVASTATIN CALCIUM	47	\$78	0.00%
PHTERMINE HCL	46	\$9	14.03%
AMOXICILLIN	45	\$3	60.07%
ALPRAZOLAM	39	\$12	0.00%
SERTRALINE HCL	38	\$18	0.00%
LOVASTATIN	35	\$23	0.00%

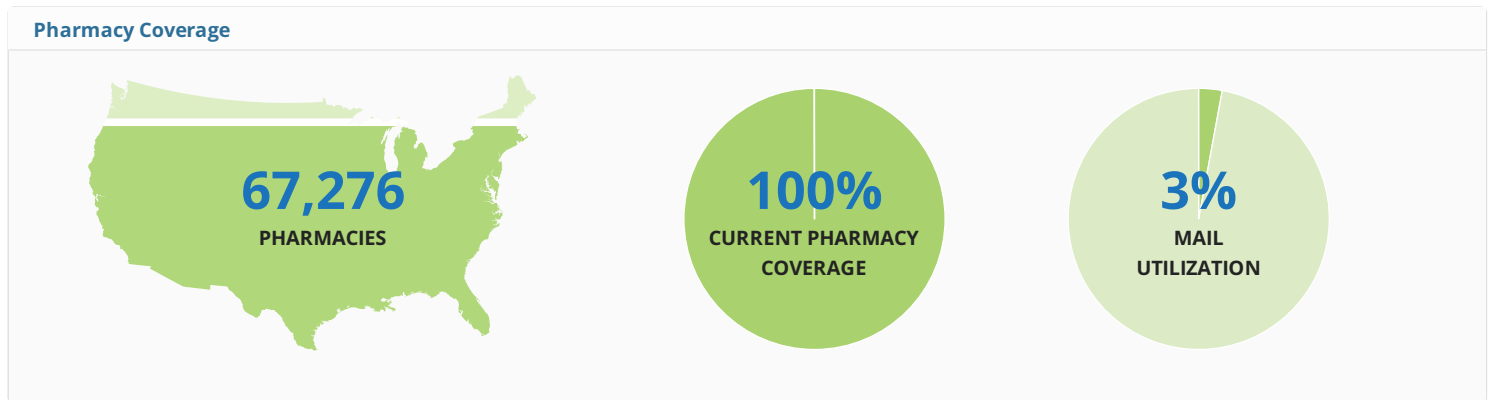
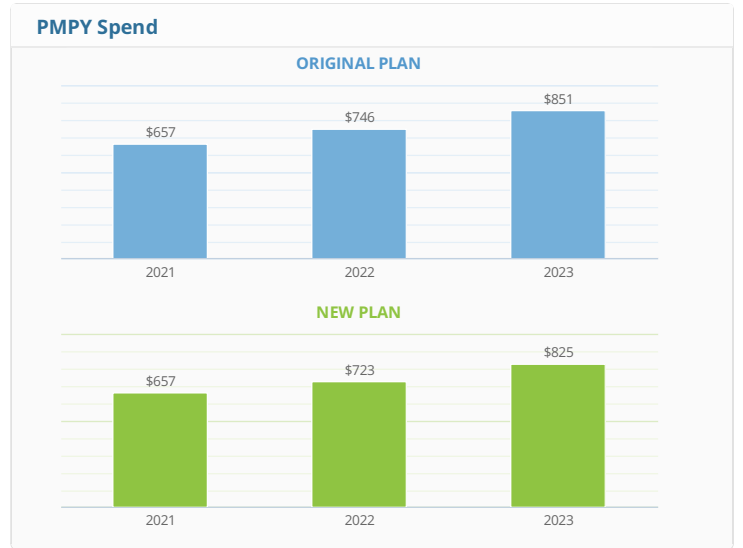
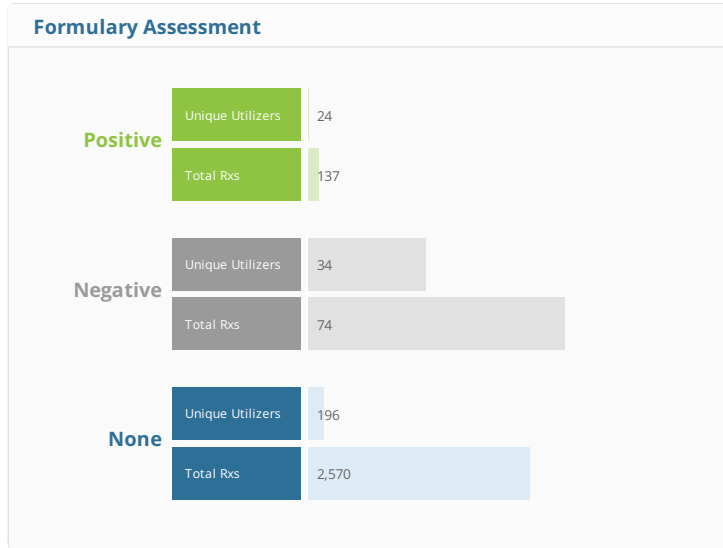
Retail Network Disruption - Top 10 Nonparticipating Pharmacies						
Pharmacy	Street	City	State	Zip	Rxs	Utilizers
NO ADDITIONAL PHARMACIES DISRUPTED						

## Administrative Cost Summary

Year	Truveris	Broker	Admin
2021	\$2,579	\$0	\$552
2022	\$2,579	\$0	\$552
2023	\$2,579	\$0	\$552
<b>TOTAL</b>	<b>\$7,738</b>	<b>\$0</b>	<b>\$1,657</b>

*\*The commission fee is based on annualized analyzed claims count of 2715. Total number of submitted claims is 2716.*

Year	Ingredient Cost	Dispensing	Admin	Rebates	New Member Paid	New Plan Paid	Carve-out	New Total	Original Total	Savings \$	Savings %
2021	\$367,099	\$4,066	\$3,132	(\$62,588)	\$22,296	\$289,412	\$7,236	\$318,944	\$320,182	\$1,238	0.39%
2022	\$395,811	\$4,145	\$3,132	(\$61,251)	\$22,903	\$318,934	\$7,236	\$349,073	\$360,809	\$11,736	3.25%
2023	\$442,551	\$4,225	\$3,132	(\$61,417)	\$23,494	\$364,997	\$7,236	\$395,727	\$409,484	\$13,757	3.36%
<b>TOTAL</b>	<b>\$1,205,461</b>	<b>\$12,436</b>	<b>\$9,395</b>	<b>(\$185,255)</b>	<b>\$68,693</b>	<b>\$973,343</b>	<b>\$21,708</b>	<b>\$1,063,744</b>	<b>\$1,090,475</b>	<b>\$26,731</b>	<b>2.45%</b>



### Average Annual Savings

Category	Savings \$	Savings %
Retail Brand (30 Days)	(\$244)	-0.07%
Retail Brand (90 Days)	\$945	0.26%
Retail Generic	\$31,239	8.59%
Mail Order Brand	(\$964)	-0.27%
Mail Order Generic	\$2,004	0.55%
Specialty	\$7,964	2.19%
Net Admin Fees	(\$3,132)	-0.86%
Net Rebates	\$54,916	15.11%
Net Medical Credit and Penalty	(\$83,817)	-23.06%
<b>SUBTOTAL</b>	<b>\$8,910</b>	<b>2.45%</b>
Allowances	\$1,191	0.33%
<b>TOTAL</b>	<b>\$10,101</b>	<b>2.78%</b>

### About Health Action Council

Health Action Council is a not-for-profit organization with a 20-year history of managing a successful pharmacy group purchasing program. Our group purchasing programs serve a dual purpose: First, save member plan sponsors money. Second, to further the vision of Health Action Council of improving the health of the community so business thrives.

Stewardship of our group purchasing programs is through Steering Committees, User Groups and the Board of Directors.

Program Values:

- Flexibility. Members and their benefits advisors control their plan design, clinical management and financial model.
- Accountability. Endorsed vendors provide dedicated account management, customer service and clinical teams. PBM performance guarantees ensure high service standards. Financial guarantee framework that leads the group / coalition purchasing industry.

# Utilization Analysis

Formulary Disruption - Negative Tier Drugs		
Drug Name	Rxs	Utilizers
CIMZIA KIT 200MG/ML	9	1
METFORMIN TAB 1000MG	7	1
OMEPRAZOLE CAP 40MG	7	3
WIXELA INHUB AER 250/50	7	1
METFORMIN TAB 500MG	5	1
TESTOST CYP INJ 200MG/ML	4	1
CIPROFLOXACN TAB 500MG	4	1
VENTOLIN HFA AER	3	3
GLIPIZIDE ER TAB 10MG	3	1
NOVOFINE MIS 32GX6MM	3	1
PRECISION MIS GLIDE	2	1
METFORMIN TAB 1000MG	2	1
FLUBLOK QUAD INJ 2019-20	2	2
ONE TOUCH DELICA	1	1
FLUCLVX QUAD INJ 2019-20	1	1

Top Utilized Drugs - Mail Order			
Drug Name	Rxs	Cost Per Rx	% Savings
LOVASTATIN	12	\$26	0.00%
TRAMADOL HCL	6	\$12	0.00%
AMLODIPINE BESYLATE/BENAZ	5	\$32	31.98%
TESTOSTERONE CYPIONATE	5	\$50	73.93%
LIOTHYRONINE SODIUM	4	\$50	84.42%
LISINOPRIL	4	\$21	0.00%
MONTELUKAST SODIUM	4	\$58	0.00%
SILDENAFIL CITRATE	4	\$31	49.74%
AMLODIPINE BESYLATE	3	\$23	0.00%
LISINOPRIL/HYDROCHLOROTHI	3	\$18	2.50%
METFORMIN HYDROCHLORIDE	3	\$16	3.13%
NOVOLIN N	3	\$1,551	0.00%
NOVOLIN R	3	\$1,551	0.00%
TAMOXIFEN CITRATE	3	\$42	67.84%
VENLAFAXINE HCL ER	3	\$45	0.00%

Formulary Disruption - Excluded Drugs		
Drug Name	Rxs	Utilizers
NO DRUGS ARE EXCLUDED		

Top Utilized Drugs - Retail			
Drug Name	Rxs	Cost Per Rx	% Savings
LISINOPRIL	93	\$11	21.58%
AMLODIPINE BESYLATE	83	\$16	0.00%
METFORMIN HYDROCHLORIDE	53	\$10	15.54%
ATORVASTATIN CALCIUM	52	\$66	0.00%
LISINOPRIL/HYDROCHLOROTHI	49	\$13	38.15%
TESTOSTERONE CYPIONATE	49	\$17	76.39%
LEVOTHYROXINE SODIUM	48	\$10	52.28%
MONTELUKAST SODIUM	48	\$52	0.00%
TRAMADOL HCL	48	\$13	0.00%
ROSUVASTATIN CALCIUM	47	\$84	0.00%
PHTERMININE HCL	46	\$11	0.00%
AMOXICILLIN	45	\$4	45.23%
ALPRAZOLAM	39	\$13	0.00%
SERTRALINE HCL	38	\$20	0.00%
LOVASTATIN	35	\$25	0.00%

Retail Network Disruption - Top 10 Nonparticipating Pharmacies						
Pharmacy	Street	City	State	Zip	Rxs	Utilizers
NO ADDITIONAL PHARMACIES DISRUPTED						

## Administrative Cost Summary



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