

PHARMACY

BENEFIT

STRATEGIES



BENEFITS

- Gain control over increasing pharmacy costs — without plan design changes or cost shifting
- Minimize demands on your time through our robust request-for-proposal (RFP) solution
- Negotiate a contract that protects your interests rather than the PBM's
- Ensure contract compliance with proprietary discount validation audit

FEATURES

- Proprietary PBM contract template that leverages our industry expertise
- Customized RFP to meet your needs
- Apples-to-apples modeling of competing PBM pricing offers to ensure transparency
- Annual discount validation audit utilizing our proprietary software to determine PBM contract compliance
- 100%-of-claims comprehensive pharmacy claims audit, including rebate validation

Reduce Pharmacy Spend an Average of 8-15% by Setting the Rules for PBM Pricing Structure

Forces outside your control, such as the “Cadillac Tax” and “Pay or Play” provisions of the Patient Protection and Affordable Care Act, have dictated that employers accelerate efforts to reduce healthcare cost trends. In addition, you need to attract and retain talented employees through competitive benefit offerings. Truven Health AnalyticsSM Pharmacy Benefit StrategiesSM gives you control over increasing pharmacy costs — without plan design changes or shifting costs to employees.

Comprehensive Pharmacy Benefit Strategies Solution

Key areas for managing your Pharmacy Benefit Manager (PBM) include RFP evaluation, contract negotiation, and contract compliance audit.

RFP Evaluation

Finding the right PBM is the first step in streamlining your pharmacy benefits program. We provide the experience needed to understand PBM offerings, as well as industry dynamics and complexities. With a customized RFP process focused on your plan's specific needs, we help you negotiate contract

terms from a position of knowledge and strength.

Contract Negotiation

We also offer our proprietary PBM contract, the most comprehensive in the industry. It offers optimal protection to you through full disclosure and transparency, financial control and protection, and critical plan termination rights.




Contract Compliance Audit

To ensure compliance with our proprietary PBM contract, we validate actual claims discounts against contracted pricing terms on an annual basis. This ensures your PBM is meeting pricing and performance commitments, while eliminating discount tactics and interpretation. In addition, we also offer comprehensive pharmacy claims auditing services, including rebate validation and compliance with your benefit plan design. Our proprietary analysis technology analyzes 100 percent of claims, not a random sample, to ensure you have a complete picture of your PBM's performance.

Why Truven Health

We are an independent third party with no affiliation to any PBM so we maintain the highest level of objectivity. We offer specialized industry knowledge and proprietary tools to help you understand your

pharmacy benefit costs and the opportunities to get more out of your contracts. Our clients typically experience an 8–15 percent reduction in their drug spend when using our custom contract. Below are some recent examples of client results:

	Small Retail Company	Medium Coalition	Large Energy Company
 Gross Annual Drug Spend	\$13,178,795	\$32,947,075	\$74,190,047
 Three Years Savings via RFP Process	\$4,504,432	\$9,653,730	\$25,495,239
 Savings as Percent of Annual Spend	11.39%	9.77%	11.45%

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FOR MORE INFORMATION

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ABOUT TRUVEN HEALTH ANALYTICS

Truven Health Analytics delivers unbiased information, analytic tools, benchmarks, and services to the healthcare industry. Hospitals, government agencies, employers, health plans, clinicians, pharmaceutical, and medical device companies have relied on us for more than 30 years. We combine our deep clinical, financial, and healthcare management expertise with innovative technology platforms and information assets to make healthcare better by collaborating with our customers to uncover and realize opportunities for improving quality, efficiency, and outcomes. With more than 2,000 employees globally, we have major offices in Ann Arbor, Mich.; Chicago; and Denver. Advantage Suite, Micromedex, ActionOI, MarketScan, and 100 Top Hospitals are registered trademarks or trademarks of Truven Health Analytics.

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