

## Large Group

Home Appliance Manufacturer  
11,900+ employees

### ISSUE ▶

- Rising Rx costs
- Increased usage of brand name and specialty drugs

### STRATEGY ▶

- Performed Rx discount/rebate analysis through VPS Rx Coalition
- Evaluate best PBM option
- **Proposed contract savings = \$804K**
- Review benefit design to optimize clinical services, generic & mail order usage
- **Proposed clinical savings = \$722K**
- **Proposed total savings = \$1.53M**

### OUTCOMES

- Transitioned from direct PBM contract to coalition via CVS/Caremark eff. 1/1/2018
- **2018 contract savings = \$845K**
- Implemented Specialty Copay Assistance and Individual Medication Management programs.
- **2018 clinical savings = \$985K**
- **2018 total savings = \$1.83M**

# Case Study Client Recommendations:

**VPS**

<b>Total Lives</b>	<b>4,614</b>
<b>Old gross cost less rebates</b>	<b>\$4,795,959</b>
<b>New gross cost less rebates</b>	<b>\$3,997,481</b>
<b>Yr-1 Contract savings</b>	<b>\$798,477</b>
<b>Yr-1 Clinical Program savings</b>	<b>\$314,915</b>
<b>Total savings with SCAP &amp; IMM</b>	<b>\$1,113,392</b>
<b>% savings with clinical programs</b>	<b>23%</b>