

**Large
Group**

Automotive Retailer
9,800+ 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 = \$1.69M**
- Review benefit design to optimize clinical services, generic & mail order usage
- **Proposed clinical savings = \$619K**
- **Proposed total savings = \$2.31M**

OUTCOMES

- Implemented Rx Carve-out via CVS/Caremark
- **1st Year contract savings = \$1.91M**
- Implemented Specialty Copay Assistance and Individual Medication Management programs.
- **1st Year clinical savings = \$639K**
- **1st Year total savings = \$2.55M**

Case Study Client Recommendations:

Retail/Wholesale

Total Lives	9,849
Old gross cost less rebates	\$10,874,775
New gross cost less rebates	\$8,965,222
Yr-1 Contract savings	\$1,909,553
Yr-1 Clinical Program savings	\$639,042
Total savings with SCAP & IMM	\$2,548,595
% savings with clinical programs	23%