

**Large
Group**

Financial Services
15,800+ 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 = \$3.0M**
- Review benefit design to optimize clinical services, generic & mail order usage
- **Proposed clinical savings = \$973K**

OUTCOMES

- Transitioned from direct PBM contract to coalition via Express Scripts
- **2018 contract savings = \$3.2M**
- Opted out of clinical programs