



**Lawley Proactive Health Captive
Annual Summer Meeting
June 11, 2019**

About Arxcel

OUR GOAL

Arxcel's goal is to help employers manage their prescription drug checkbook, ensuring spending is appropriate, effective and properly allocated, so that employers can offer their members the highest quality, most cost-effective benefits.

OUR PHILOSOPHY

Arxcel continues to be a guiding light through a complex and ever-changing pharmaceutical industry. We strive to provide employers with simplified solutions that protect their interests.

OUR PROCESS

Arxcel evaluates prescription benefit programs with an emphasis on eliminating waste and inefficiencies and thoroughly analyzes the intricacies of the contract to uncover savings. While cost-shifting is an easy approach. Arxcel looks for programs that allow for increased value and long-term clinical outcomes, both which provide positive outcomes for the payor and the patient. Our data reviews identify components of a program that are simple to eliminate, minimally disruptive

Captive RFP Process

The Lawley Proactive Health Captive (LPH) desires to contract with an organization specializing in providing pharmacy benefit management programs. The organization must have prior experience directly related to the services requested in the RFP and must be able to demonstrate clearly their ability to:

- Offer state of the art prescription drug benefit management services
- Provide clinically and financially appropriate management programs that LPH's medical care management programs
- Provide transparency in contracting terms with drug manufacturers and pharmacy networks
- Provide competitive financial terms
- Provide excellent account management services to LPH, including timely reporting
- Provide reports and auditing facilities to validate all promises and guarantees
- Protect LPH's resources as though they are your own



PBD Selection

- Strong guaranteed discounts and manufacturer rebates
- Transparent cost model
 - Administrative fee
 - Specialty Copay Assistance Program – PBD takes 10% of coupon savings as administrative fee
- Clinical edits with proven success for existing members
 - Physician outreach program
 - Step therapy, prior authorization, quantity limits in place on standard formulary to mitigate unnecessary high cost spend
- Successful specialty drug copay assistance program
- Trusted partner



- ✓ Monthly financial reporting against premium equivalents
- ✓ Quarterly utilization/trend review including top utilization and spend drivers
- ✓ Quarterly high cost claimants, generic dispensing rates
- ✓ Budget/premium equivalents calculations; pre renewal; annual actuarial sign off
- ✓ Preferred Market Deals – financial, contract, terms, transparency
 - Annual reconciliation/review/validation
- ✓ Real time notification, high cost claimant analysis, alerts and clinical edits opportunity
- ✓ Real time, monthly network performance reconciliation – guarantees vs effective rates; channel optimization
- ✓ Real time/ongoing benefit design efficiency analysis
- ✓ Clinical Support and Analysis

LBG/Arxcel Service Model

PBM's In the News

Pharmacy benefit managers could be in legislative crosshairs



**Cigna to Buy Express
Scripts in \$52 Billion
Health Care Deal**

CVS Health, Aetna Shareholders Vote to Approve Merger



**60 Minutes' Was Right
About Huge Drug Prices,
But Wrong About The Villain**



**Is Amazon getting into the
pharmacy business?**

**Rebates to pharmacy benefit
managers are a hidden
contributor to high drug prices**

STAT News

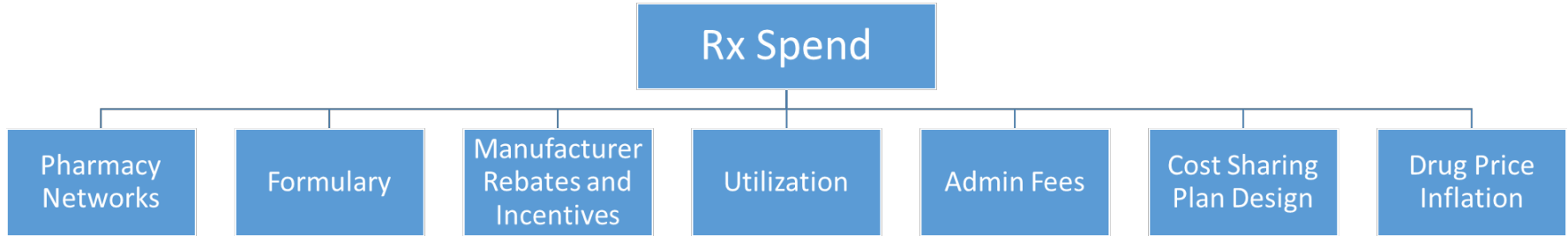
ANGRY OVER DRUG PRICES

**MORE STATES PUSH BILLS FOR
PHARMA**

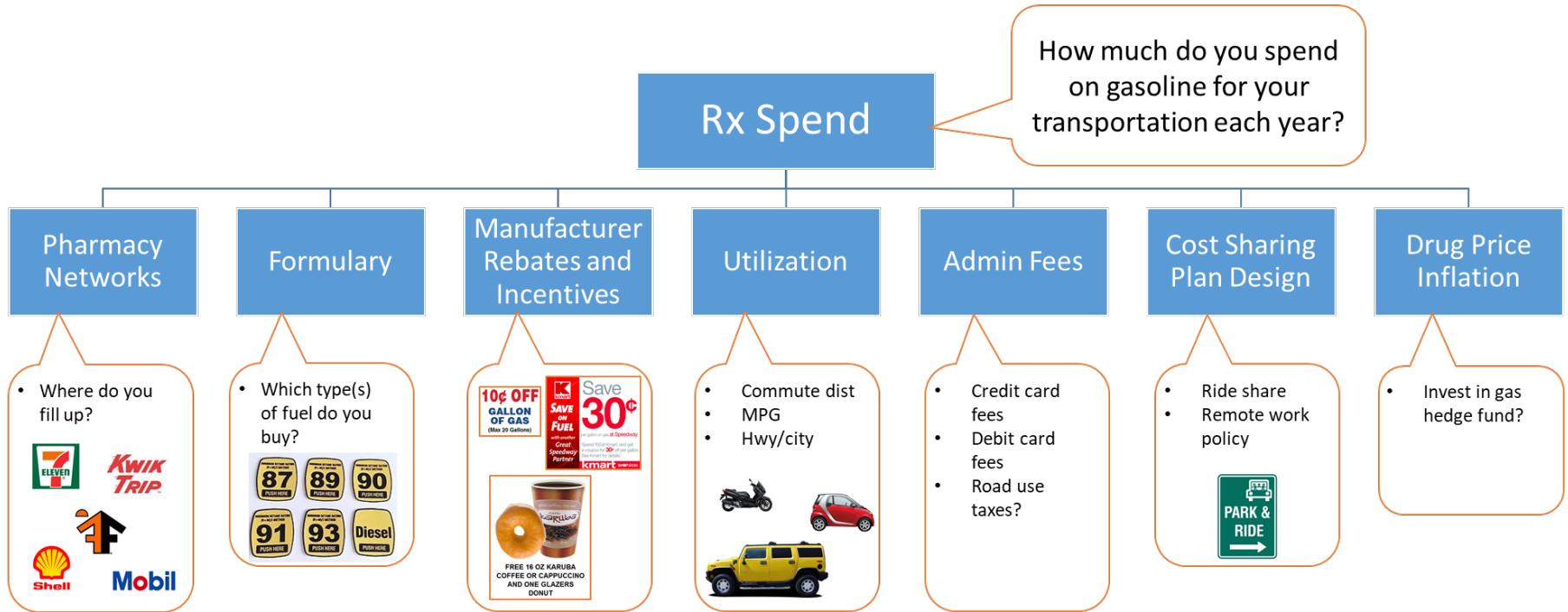
TO DISCLOSE COSTS

The Wall Street Journal

Components of a Pharmacy Benefit Spend

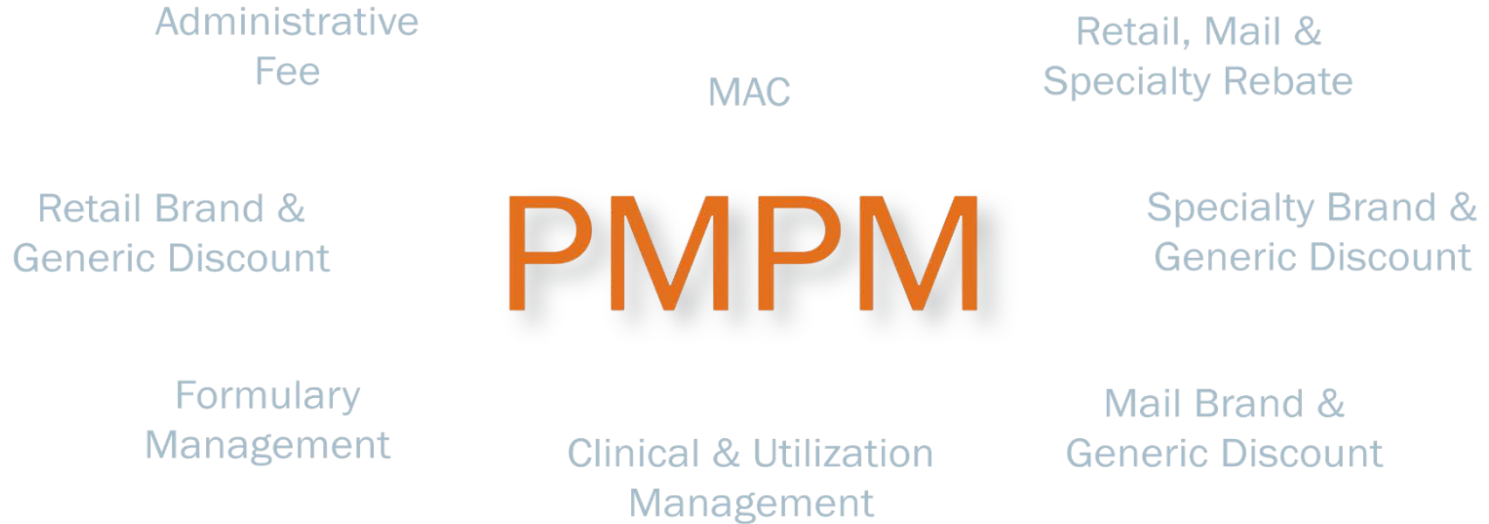


Components of a Pharmacy Benefit Spend



All In and Simple

Know where the money is going—
don't pay more than you should.



- No hidden revenue streams
- No conflicts of interest or ties to big pharma
- 100 percent audit capabilities at the claim level

Questions?

“ Arxcel’s goal is to be more than a prescription benefits consultant. We strive to be a trusted confidant to those looking to navigate the complex world of prescription benefits coverage. As an independent partner, un beholden to anyone in the prescription benefits food chain, our unique and unbiased perspective allows us to advocate solely on your behalf. Ensuring that the prescription benefits plan you select is the most comprehensive and cost-effective solution available to your company. ”



IDENTIFY SAVINGS

Arxcel identifies savings opportunities that help employers and TPAs reduce their prescription medication costs.



NEGOTIATE CONTRACTS

Arxcel negotiates competitive pharmacy benefit contracts on behalf of organizations.



HELP DECISION-MAKERS

Arxcel helps leaders make informed decisions about their pharmacy benefit program.



SAVE TIME

Arxcel helps organizations save time when developing pharmacy benefit programs and contracts.

Thank You

TO THE DATA!!

