Sample Company

2nd Quarter Review
Jan 2015 through Jun 2015 vs. Jan 2016 through Jun 2016

Lawley
EMPLOYEE BENEFITS

	Jan '15 - Jun '15	Jan '16 - Jun '16	Difference	% Difference	Excellus Benchmark	Difference	% Difference
Enrollment							
Average Contracts	554	559	5	0.9%			
Average Members	1,251	1,251	0	0.0%			
Average Members/Contract	2.26	2.24	-0.02	-0.9%			
Costs by Service Category							
Inpatient	$430,884	$537,125	$106,240	24.7%			
Outpatient	$350,906	$314,852	-$36,054	-10.3%			
Physician	$485,007	$447,528	-$37,479	-7.7%			
Other	$48,547	$65,916	$17,369	35.8%			
Pharmacy	$408,825	$434,543	$25,718	6.3%			
Total Costs	**$1,724,170**	**$1,799,965**	**$75,795**	**4.4%**			
PMPM Cost							
Inpatient	$57.39	$71.56	$14.17	24.7%	**$64.85**	$6.71	10.3%
Outpatient	$46.74	$41.95	-$4.79	-10.3%	**$86.41**	-$44.46	-51.5%
Physician	$64.60	$59.62	-$4.98	-7.7%	**$97.36**	-$37.74	-38.8%
Other	$6.47	$8.78	$2.32	35.8%	**$9.86**	-$1.08	-10.9%
Pharmacy	$54.45	$57.89	$3.44	6.3%	**$42.94**	$14.95	34.8%
Total Medical	**$229.64**	**$239.80**	**$10.16**	**4.4%**	**$301.42**	**-$61.62**	**-20.4%**
Paid/Service							
Inpatient	$13,057.10	$14,920.13	$1,863.03	14.3%			
Outpatient	$223.22	$202.09	-$21.14	-9.5%			
Physician	$81.06	$73.78	-$7.29	-9.0%			
Utilization Services per 1000							
Inpatient	52.7	57.6	4.8	9.1%	**68.0**	-10.45	-15.4%
Outpatient	2512.5	2490.8	-21.7	-0.9%	**2,021.0**	469.81	23.2%
Physician	9562.6	9697.8	135.2	1.4%	**8,560.0**	1,137.84	13.3%
Total Medical	**12,127.9**	**12,246.2**	**118.3**	**1.0%**	**10,649.0**	**1,597.20**	**15.0%**
High Claims Overview (>$25,000)							
High Claims	9	12	3	33.3%			
High Claim Costs	$466,131	$677,803	$211,672	45.4%			
Average Costs per Claim	$51,792	$56,484	$4,691	9.1%			
% of Total Costs	27.0%	37.7%	-	10.6%	**25%**	-	12.7%
Pharmacy							
PMPM Plan Costs	$54.45	$57.89	$3.44	6.3%	**$42.94**	$14.95	34.8%
Prescriptions/1000	12,772.0	12,745.0	-26.97	-0.2%	**10,062.0**	2,683.0	26.7%
Plan Cost per Prescription	$51.16	$54.51	$3.35	6.5%			
Member Cost per Prescription	$18.66	$19.73	$1.08	5.8%			
Generic Utilization	88.5%	88.7%	-	0.2%	**80.0%**	-	8.7%

Jan 2016 through Jun 2016

	Claimant	Most Costly Diagnosis	Current Plan Cost	UM	CM	DM	RX Sp CM	Current Status	Next 12 Months Forecast > $50K
1	000001330148	M41 Scoliosis	$209,182	YES	NA	NA	NA	Active	NO
2	000001900662	E24 Cushing's syndrome	$98,257	YES	YES	YES	NA	Active	YES
3	000000564412	Rx - Cancer - Imbruvica	$61,020	YES	YES	YES	YES	Active	YES
4	000000489213	T82 Complications of cardiac and vascular prosthetic device	$58,494	YES	NA	YES	NA	Active	YES
5	000000068216	Rx - Multiple Sclerosis - Betaseron	$35,205	YES	NA	NA	YES	Active	YES
6	000000156100	J96 Respiratory failure, not elsewhere classified	$34,448	YES	NA	YES	NA	Active	NO
7	000001517108	A41 Other sepsis	$33,182	YES	NA	YES	NA	Active	NO
8	000011870737	R73 Elevated blood glucose level	$32,948	YES	NA	YES	YES	Active	YES
9	000002405805	I25 Chronic ischemic heart disease	$32,104	YES	YES	YES	NA	Active	NO
10	000000500070	I25 Chronic ischemic heart disease	$30,742	YES	NA	NA	NA	Active	NO
11	000001539216	Rx - Rheumatic Disease - Humira Pen	$26,383	YES	YES	NA	YES	Active	YES
12	000000081324	M16 Osteoarthritis of hip	$25,838	YES	NA	YES	NA	Active	NO
		Total	**$677,803**						

UM - Utilization Management, CM - Case Management, DM - Disease Management, Rx Sp CM - Pharmacy Benefit Specialty Drug CM

Jan 2015 through Jun 2015

	Claimant	Most Costly Diagnosis	Current Plan Cost	UM	CM	DM
1	000010841157	403 Hypertensive Renal Disease	$127,879	YES	NA	NA
2	000000417962	737 Curvature of Spine	$94,215	YES	NA	NA
3	000000564412	Rx - Cancer - Imbruvica	$51,948	YES	YES	YES
4	000000489213	585 Chronic Renal Failure	$42,194	YES	NA	YES
5	000001255721	738 Other Acquired Musculoskeletal Deformity	$35,207	YES	NA	NA
6	000000068216	Rx - Multiple Sclerosis - Betaseron	$31,222	YES	NA	NA
7	000001539216	Rx - Rheumatic Disease - Humira Pen	$28,855	YES	YES	NA
8	000002132064	715 Osteoarthrosis and Allied Disorders	$28,308	YES	NA	YES
9	000001255588	730 Osteomyelitis, Periostitis, and Other Infections Involv	$26,303	YES	NA	NA
		Total	**$466,131**			

UM - Utilization Management, CM - Case Management, DM - Disease Management

Sample Company

2nd Quarter Review
Top 20 Paid & Top 20 Dispensed Drugs

Top 20 Paid

		Jan '16 - Jun '16			Jan '15 - Jun '15		
Drug Name	**Therapeutic Class**	**Plan Cost**	**Scripts**	**Cost/Script**	**Plan Cost**	**Scripts**	**Cost/Script**
1. IMBRUVICA	Antineoplastic Agent	$58,076	6	$9,679.38	$43,665	5	$8,733.02
2. HUMIRA PEN	Analgesic, Anti-inflammatory or Antipyretic	$50,943	15	$3,396.21	$40,939	15	$2,729.24
3. BETASERON	Multiple Sclerosis Agents	$26,459	5	$5,291.83	$23,545	5	$4,708.95
4. ENBREL SURECLICK	Analgesic, Anti-inflammatory or Antipyretic	$22,835	7	$3,262.11	$0	0	$0.00
5. TECFIDERA	Multiple Sclerosis Agents	$21,552	4	$5,387.95	$20,889	4	$5,222.20
6. CREON	Gastrointestinal Therapy Agents	$13,180	4	$3,295.00	$560	1	$560.11
7. Subject to protected health.	Subject to protected health.	$10,878	22	$494.45	$14,231	35	$406.59
8. HUMIRA	Analgesic, Anti-inflammatory or Antipyretic	$10,752	3	$3,583.84	$0	0	$0.00
9. BENLYSTA	Immunological Agent	$10,680	4	$2,670.06	$19,789	6	$3,298.13
10. NOVOLOG FLEXPEN	Endocrine	$10,415	8	$1,301.87	$10,770	8	$1,346.24
11. REMICADE	Analgesic, Anti-inflammatory or Antipyretic	$10,214	3	$3,404.71	$0	0	$0.00
12. Subject to protected health.	Subject to protected health.	$8,259	6	$1,376.58	$14,497	13	$1,115.15
13. CELLCEPT	Immunosuppressive Agents	$7,240	5	$1,448.00	$0	0	$0.00
14. ENBREL	Analgesic, Anti-inflammatory or Antipyretic	$6,928	2	$3,464.24	$31,669	11	$2,878.96
15. HUMALOG	Endocrine	$6,893	18	$382.96	$2,826	13	$217.36
16. VICTOZA	Endocrine	$6,237	6	$1,039.48	$6,091	8	$761.42
17. LANTUS SOLOSTAR	Endocrine	$5,723	20	$286.15	$7,104	20	$355.21
18. JANUVIA	Endocrine	$4,956	12	$412.96	$1,618	6	$269.63
19. HUMALOG KWIKPEN	Endocrine	$4,926	4	$1,231.42	$5,167	6	$861.25
20. ASACOL HD	Gastrointestinal Therapy Agents	$4,852	4	$1,212.93	$493	2	$246.72
	Top 20 Total:	**$301,998**	**158**		**$243,852**	**158**	
	All Other Total:	**$132,545**	**7814**		**$164,973**	**7833**	
	Pharmacy Total:	**$434,543**	**7972**		**$408,825**	**7991**	
	Top 20 % of Total:	**69.5%**	**2.0%**		**59.6%**	**2.0%**	

Top 20 Utilized

		Jan '16 - Jun '16			Jan '15 - Jun '15		
Drug Name	**Therapeutic Class**	**Plan Cost**	**Scripts**	**Cost/Script**	**Plan Cost**	**Scripts**	**Cost/Script**
1. Subject to protected health.	Subject to protected health.	$2,845	391	$7.28	$2,071	409	$5.06
2. LEVOTHYROXINE SODIUM	Endocrine	$920	218	$4.22	$1,323	217	$6.10
3. OMEPRAZOLE	Gastrointestinal Therapy Agents	$59	160	$0.37	$190	168	$1.13
4. ATORVASTATIN CALCIUM	Cardiovascular Therapy Agents	$213	153	$1.39	$335	160	$2.09
5. LISINOPRIL	Cardiovascular Therapy Agents	$36	150	$0.24	$40	146	$0.27
6. Subject to protected health.	Subject to protected health.	$131	99	$1.33	$55	91	$0.61
7. AMOXICILLIN	Anti-Infective Agents	$127	95	$1.34	$267	117	$2.29
8. HYDROCHLOROTHIAZIDE	Cardiovascular Therapy Agents	$2	94	$0.03	$9	84	$0.10
9. FLUTICASONE PROPIONATE	Respiratory Therapy Agents	$54	93	$0.58	$225	98	$2.30
10. AZITHROMYCIN	Anti-Infective Agents	$52	90	$0.58	$378	85	$4.45
11. GABAPENTIN	Central Nervous System Agents	$514	70	$7.34	$1,428	50	$28.55
12. MONTELUKAST SODIUM	Respiratory Therapy Agents	$191	69	$2.77	$269	69	$3.90
13. SIMVASTATIN	Cardiovascular Therapy Agents	$318	64	$4.97	$0	87	$0.00
14. HYDROCODONE/ACETAMINOPHEN	Analgesic, Anti-inflammatory or Antipyretic	$253	62	$4.08	$527	77	$6.84
15. PREDNISONE	Endocrine	$77	61	$1.25	$181	67	$2.71
16. METFORMIN HCL	Endocrine	$72	60	$1.21	$10	59	$0.16
17. CYCLOBENZAPRINE HCL	Locomotor System	$54	53	$1.02	$23	60	$0.39
18. AMLODIPINE BESYLATE	Cardiovascular Therapy Agents	$8	53	$0.14	$6	81	$0.08
19. PANTOPRAZOLE SODIUM	Gastrointestinal Therapy Agents	$59	52	$1.13	$38	26	$1.46
20. VALACYCLOVIR HCL	Anti-Infective Agents	$415	51	$8.15	$313	35	$8.94
	Top 20 Total:	**$6,402**	**2138**		**$7,689**	**2186**	
	All Other Total:	**$428,141**	**5834**		**$401,137**	**5805**	
	Pharmacy Total:	**$434,543**	**7972**		**$408,825**	**7991**	
	Top 20 % of Total:	**1.5%**	**26.8%**		**1.9%**	**27.4%**	