



Move

Beyond

Tradition

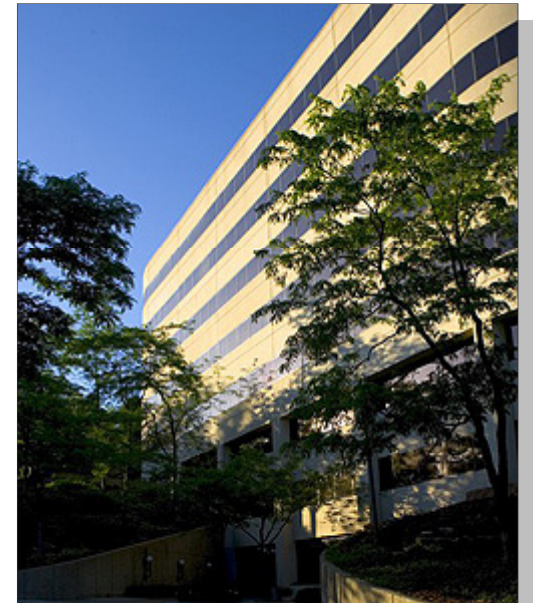


Agenda

- Overview of **BeyondRx**
- Basic Services Offered
- The **BeyondRx** Difference
- Full Transparency
- Success Stories

Introduction

- **Prescription Benefit Manager (PBM)**
- **Founded in 2002**
- **Overland Park, KS (Kansas City)**
- **Direct Management of 700+ Groups**
- **Process over 5 million claims / year**
 - **retail, managed care, and mail order**
- **A+ rated by the BBB**



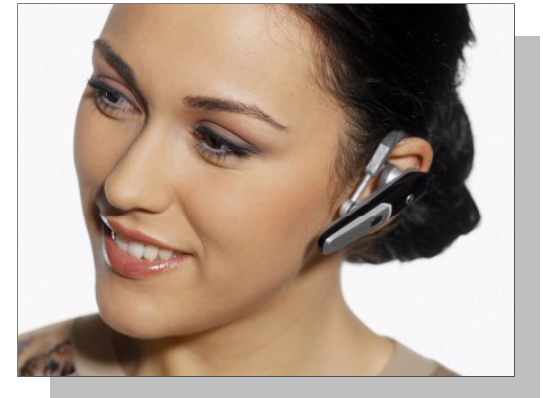


Services

- **Accurate and cost effective claims processing**
- **Flexible group / plan design setup and maintenance**
- **Coordination of group eligibility**
- **Administration of a national pharmacy network**
- **Management of formulary and rebate programs**
- **Professional DUR and utilization reporting**
- **Member ID cards**
- **Live customer service help desk**
- **Mail order pharmacy offering**

Account Management

- **Maintain a dedicated client support team**
 - **Each client is assigned their own account representative**
 - **Client support is available for nearly all tasks**
 - Modify the plan design
 - Network analysis
 - Invoicing clarification
 - Network / member resolution
 - Etc...



Client Reporting

- **Generate client performance reports**
 - **Standard reports are generated quarterly & yearly**
 - Client defined date range available
 - **All data submitted may be analyzed but usually consists of:**

– Plan pay	– Single source brand count & average cost
– Patient pay (copay)	– Multi source brand count & average cost
– Number of approved claims	– Generic count and average cost
– Total members vs. utilizing members	– Savings vs. AWP and vs. U&C
– Refill Rx vs. new Rx	– Top drugs by count, cost, and therapeutic class
– Average cost per member	
 - **Data is reviewed internally to provide recommendations**
 - Enhance benefits
 - Contain costs

Formulary Management

- **Maintain a formulary with an independent Pharmacy & Therapeutics Committee**
 - Pharmacy & Therapeutics Committee not employed by BeyondRx
 - Focused on therapeutic value and cost effectiveness
- **Generate rebates**
 - Rebates paid directly to the client
 - **Will not sacrifice cost effectiveness**
 - Beware of 'enhanced' rebates
 - Which would you rather have?
 - **Drug X = \$25 rebate, but costs \$150**
 - **Drug Y = \$3 rebate, but costs \$50**





Drug Utilization Review (DUR)

- **Evaluate claims using our Drug Utilization Review program**
 - **Proactive DUR – Online (real time)**
 - **Pharmacy Verification**
 - Is the pharmacy in the BeyondRx Network?
 - **Group Verification**
 - Is the group an active client within the BeyondRx system?
 - **Member Enrollment**
 - Does member information submitted match information from group?
 - **Formulary and Coverage**
 - Is the claim submitted for a therapy or treatment covered by the plan?

Drug Utilization Review (DUR)

- **Evaluate claims using our Drug Utilization Review program**
 - **Concurrent DUR – Online (real time)**
 - Refill too Soon
 - Duplicate Prescription or Therapy
 - Gender and Age Edit
 - Minimum /Maximum Dosing Edits
 - Drug-to-Drug / Drug to Disease Contraindications
 - Drug Allergy
 - Dollar Limits Per Rx
 - Quantity Limits Per Rx
 - Prior Authorizations





Drug Utilization Review (DUR)

- **Evaluate claims using our Drug Utilization Review program (continued)**
 - **Retrospective DUR**
 - Safe use of medications (dosing and quantities)
 - Key therapeutic classes for compliance & appropriate utilization
 - Key disease states that may allow education/awareness to members, pharmacists and/or physicians

Mail Order

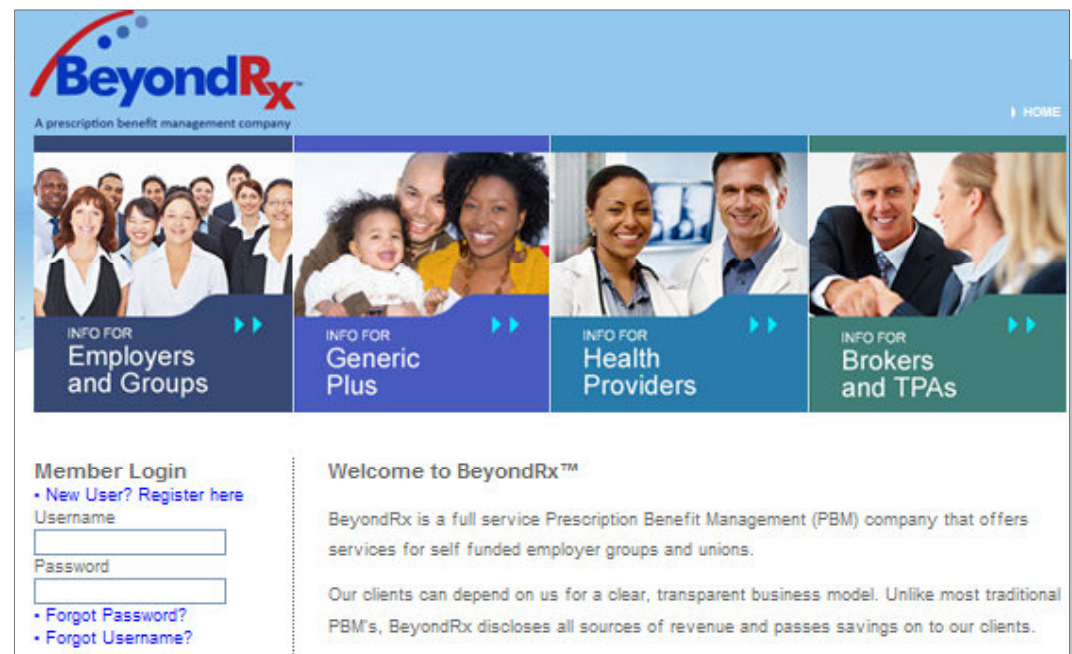
- **Provide a mail order pharmacy option**
 - **90 days Rx supply for greater discount than 'brick and mortar' retail pharmacies**
 - Competitive discount
 - Includes maximum allowable cost (MAC) reimbursement on generics
 - 'One-stop shopping' for maintenance & specialty pharmaceutical prescriptions





Member Website

- **Provide a secure web application**
 - Plan design summary
 - Pricing calculator based on plan design copays
 - Drug history reporting
 - Formulary lookup
 - Pharmacy provider locator
 - Helpful links

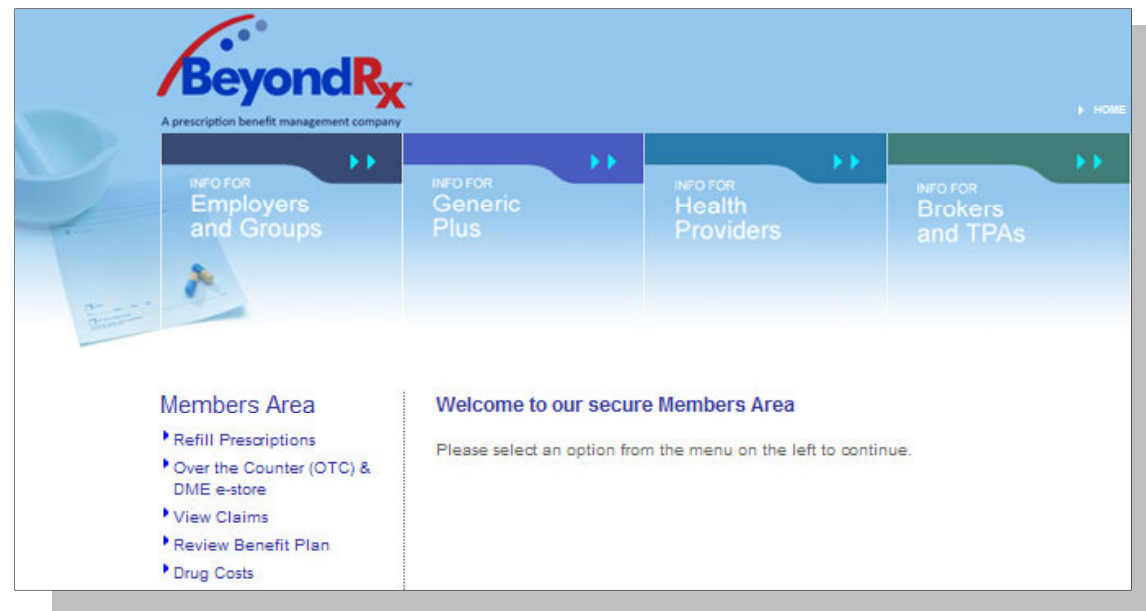


www.beyond-rx.com

Member's Section

➤ User friendly member's section

- Refill prescriptions
- Over the counter & DME e-store
- View claims
- Review benefit plan
- Drug costs
- Download claim form



www.beyond-rx.com

Introducing a Traditional PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge:

Pharmacy Paid:



Introducing a Traditional PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge: \$100 x 86%

Pharmacy Paid: \$100 x 84%
 Ingredient cost

Hidden Ingredient Cost Revenue: **\$2.00**



Introducing a Traditional PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge: \$100 x 86% + \$2.75

Pharmacy Paid: \$100 x 84% + \$1.75

Ingredient cost

Dispensing fee

Hidden Ingredient Cost Revenue: **\$2.00**

Hidden Dispensing Fee Revenue: **\$1.00**





Introducing a Transparent PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge:

Pharmacy Paid:



Introducing a Transparent PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge: \$100 x 84%

Pharmacy Paid: \$100 x 84%
 Ingredient cost

Hidden Ingredient Cost Revenue: **NONE**



Introducing a Transparent PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge:	\$100 x 84%	+	\$1.75
Pharmacy Paid:	\$100 x 84%	+	\$1.75
	Ingredient cost		Dispensing fee

Hidden Ingredient Cost Revenue: **NONE**

Hidden Dispensing Fee Revenue: **NONE**



Introducing a Transparent PBM

➤ Spread Revenue

(Assume Prescription AWP = \$100*)

Client Charge: \$100 x 84% + \$1.75 = \$85.75

Pharmacy Paid: \$100 x 84% + \$1.75 = \$85.75

Ingredient cost

Dispensing fee

Hidden Ingredient Cost Revenue: **NONE**

Hidden Dispensing Fee Revenue: **NONE**





PBM: Traditional vs. Transparent

Average Rebate on “Brand” Drugs: \$13.00



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➤ **Traditional PBM**

- **Retains 100%**
- **Additional \$13.00 Hidden Profit**



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Average Rebate on “Brand” Drugs: \$13.00

➤ **Traditional PBM**

- Retains 100%
- Additional \$13.00 Hidden Profit

➤ **BeyondRx**

- Shares 80% of Rebate with Client
- Client \$10.40 / BeyondRx \$2.60



PBM: Traditional vs. Transparent

Revenue Source "Brand"	Traditional PBM	BeyondRx
<i>Hidden</i> Ingredient Revenue		
<i>Hidden</i> Dispensing Fee Revenue		
<i>Undisclosed</i> Rebate Revenue		
Administration Fee		
TOTAL PBM REVENUE		



PBM: Traditional vs. Transparent

Revenue Source "Brand"	Traditional PBM	BeyondRx
<i>Hidden</i> Ingredient Revenue	\$2.00	
<i>Hidden</i> Dispensing Fee Revenue	\$1.00	
<i>Undisclosed</i> Rebate Revenue	\$13.00	
Administration Fee	\$0.25	
TOTAL PBM REVENUE	\$16.25	





PBM: Traditional vs. Transparent

Revenue Source "Brand"	Traditional PBM	BeyondRx
<i>Hidden</i> Ingredient Revenue	\$2.00	NONE
<i>Hidden</i> Dispensing Fee Revenue	\$1.00	NONE
<i>Undisclosed</i> Rebate Revenue	\$13.00	\$2.60
Administration Fee	\$0.25	\$1.85
TOTAL PBM REVENUE	\$16.25	\$4.45





Success Story...

- **Third Party Administrator (TPA) in Kansas City**
 - Over 240 small groups
 - Looking for individualized plan design options, network savings, formulary management and transparency in PBM partner
- **Results**
 - Annual network savings in excess of \$240,000 compared to 'First Generation' incumbent PBM.
 - Annual rebate payout in excess of \$76,000 more than with 'First Generation' incumbent PBM.
 - Average savings of over \$5.00 per prescription



In Closing, Please Consider...

- **Level of Expertise / Years in the Industry**
- **Ability to Quickly / Proactively Respond to Changes**
- **Personalized Attention Afforded Each Client**
- **Exceeding Industry Standards / Customer Expectations**
- **Proven Track Record of Success**



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...Move **BEYOND** the Traditional PBM Experience!

...**BEYONDRx**, *the Transparent* PBM Experience!



Thank You