

Your local, dedicated Pharmacy Concierge

# Reduced pharmacy costs guaranteed



# Innovative solutions. Proven results.

The Pharmacy Concierge program focuses on controlling cost by driving appropriate utilization of medications while ensuring members are benefiting from clinically appropriate therapies.

## 2025 Pharmacy Concierge: At a glance



**\$2,911**

Average annual savings  
per converted drug



**1.2MILLION**

Covered members



**23MILLION**

Pharmacy claims analyzed



**6,937**

Members with a  
converted prescription



**Nearly \$20M+ in total Rx savings**

In 2025, a local corporation with nearly 1,000 members **exceeded their guarantee by nearly \$62,000**. This resulted in a **nearly 4 to 1 return on investment** and a savings of over \$7 per member per month.



# Comprehensive savings strategies

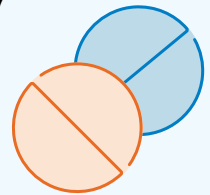
Our comprehensive savings strategies yield guaranteed results. Your dedicated Pharmacy Concierge team looks at a multitude of opportunities, such as:

- Multi-source brands
- High-cost generics
- Dose efficiency
- Dosage form optimization
- Channel optimization
- Specialty Rx
- Polypharmacy review

## Targeted drug classes

The following drug classes are potential targets for the Pharmacy Concierge program. Based on shifting marketplace dynamics, other cost-saving opportunities will arise and our strategies may change.

- Anaphylaxis
- Anticonvulsants
- Anti-inflammatory
- Diabetes
- Gastrointestinal
- Heart Disease
- Mental Health (Including ADHD)
- Migraine
- Multiple Sclerosis
- Oncology
- Ophthalmology
- Pain
- Respiratory

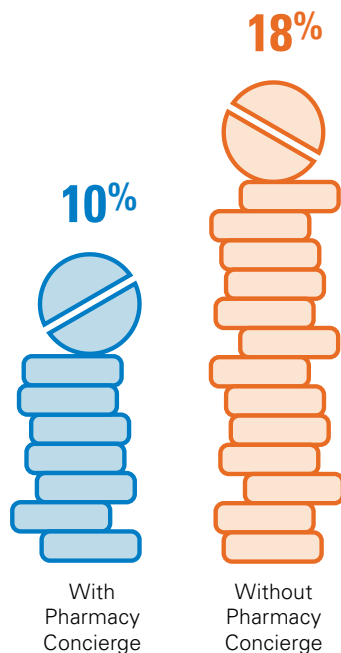


## Proven savings: Mitigating Rx trend

### Self-funded group trend

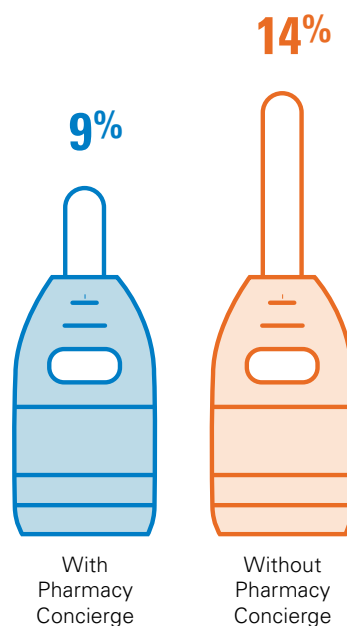
### Two high spend therapeutic classes

#### Pharmacy trend (1 year)



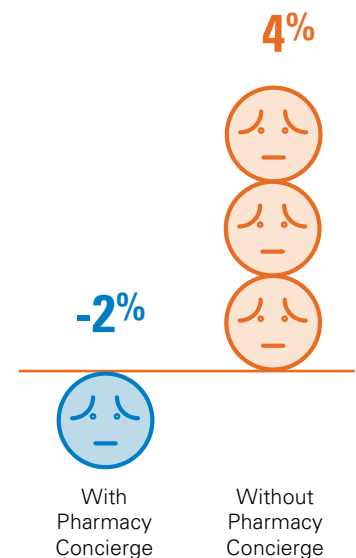
Groups not enrolled  
spent **8% more**  
on Pharmacy

#### Diabetes trend (1 year)



Groups not enrolled  
spent **5% more**  
on diabetic medications

#### Mental health trend (1 year)






Groups not enrolled  
spent **6% more** on  
mental health medications

# Our performance guarantee

Excellus BlueCross BlueShield **GUARANTEES** savings; the investment is risk free. If we do not meet our guarantee, we will reimburse the difference - **there is absolutely zero risk.**

By providing you with a local, dedicated in-house team of pharmacists, your pharmacy claims utilization is analyzed to identify cost-savings opportunities. Your dedicated team contacts the prescribing physician to request a change to a lower cost but clinically appropriate option.

Program level	Administration fee and guarantee
<b>Level 1:</b> Physician Detailing	Program Fee: \$1.75 PMPM
	Program Guarantee: \$1.75 PMPM
<b>Level 2:</b> Specialty Care Rx Management	Program Fee: \$1.75 PMPM
	Program Guarantee: \$1.75 PMPM

Process overview	Level 1: Physician detailing	Level 2: Specialty care Rx management
 <b>Identify opportunities</b>	Analyze the group's pharmacy claims utilization to identify cost savings opportunities, appropriate medication use, non-adherence concerns or medication safety issues.	This level reviews specialty medications to verify medical necessity and appropriateness, and prevent unnecessary prescribing. All physician engagement is performed directly by Excellus BCBS clinical professionals.
 <b>Physician outreach</b>	A dedicated pharmacy team will contact prescribers to request a prescription change to a lower cost and clinically appropriate option, or address a gap in care.	Engage providers with claim-level detail to choose the most cost-effective and clinically sound drug therapy.
 <b>Realize savings</b>	By controlling costs with savings opportunities and medical necessity reviews, groups will have increased savings through these personalized experiences with impactful results.	



To learn more about how our Pharmacy Concierge program helps your organization, talk to your Excellus BCBS rep today.  
**ExcellusForBusiness.com**

